



TeachSmart® by Hatch®

TeachSmart® software is available on an exclusive interactive display solution created by Hatch that enables teachers to provide young children with fun and purposeful activities. TeachSmart® features strategies and activities that reflect the latest scientific research for pre-literacy and mathematics skill acquisition in young children.

Features:

- Access more than 1,100 activities
- Develop a variety of cognitive skills: phonological awareness, alphabet knowledge, vocabulary, language, writing, number recognition, counting and more
- Follow step-by-step instructions recorded by a licensed speech pathologist
- Create and share individual portfolios for each child

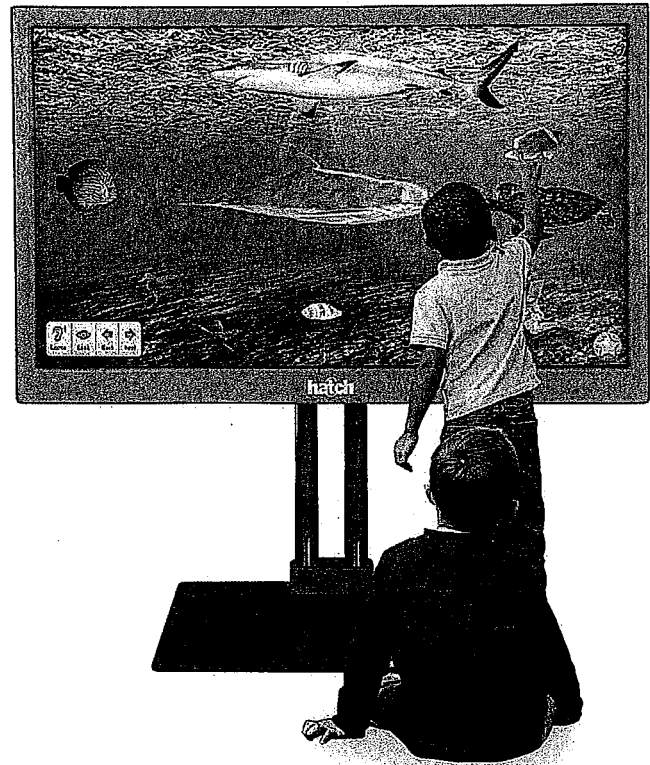
Tools for Planning with TeachSmart:

- Browse and select activities with intuitive navigation
- Search by category, keyword and national standard
- Schedule activities for individuals and groups
- Launch scheduled activities for each day
- Integrate your own custom activities

Customer Care Guarantee

Successful integration of TeachSmart® by Hatch® in early childhood classrooms requires proper installation, setup and staff development training. As part of this purchase, a Hatch Classroom Integration Consultant will professionally install TeachSmart and conduct the initial training to advise teachers on implementation and to ensure that the system becomes an active part of each classroom. Additionally, all customers will have 24/7 access to online learning courses. Customers can reach us by phone for support throughout the life of the product.

Please note the software package is licensed for use on one (1) computer only and may not be reproduced on additional computers without express written consent from Hatch®, Inc. Unauthorized use may result in legal action.



Hatch Interactive Display Specifications

Display: 55" 1080 HD LED four point multi-touch screen

CPU: Intel® Core™ i5 Processor

Memory: 4GB DDR3

Hard Drive: 500GB

Optical Drive: DVD±R/RW

Network: Integrated gigabit and Wi-Fi connections*

Wireless keyboard with trackpad

OS: Microsoft Windows 7 Professional

*Internet connectivity is required to receive product updates.

The Hatch® Warranty

Hatch® Display Solutions come with a two-year warranty on parts and labor for the CPU, a two-year warranty on the interactive display and a two-year warranty on the stand.



Order Agreement



Hatch
PO Box 11927
Winston-Salem, NC 27116

Our Reference:
 O6UJ9A0014EP

The Early Learning Experts
www.HatchEarlyLearning.com

Account: **Webb County Head Start Program**
 2802 Mcdonell Ave
 Laredo, TX 78040-2511

Jerry Espinoza
Phone: (956) 795-1515

Comments:

Item	SKU	Price	Quantity	Extended Price
GSA Display Solution with TeachSmart by Hatch	691103-01	\$7,521.49	2	\$15,042.98

GSA Display Solution by Hatch® is a projector-free 55" interactive display with four touch points installed on a 45" stand and includes over 1,100 pre-installed activities with the TeachSmart® by Hatch® software, two additional carefully selected ebooks, a Hatch computer with Microsoft® Windows 7.0, a combination headset/microphone for child use, an additional microphone for continued professional development and online training with Hatch, a tennis ball, a keyboard with trackpad, and 8G USB drive.

As part of this purchase, a Hatch Classroom Integration Consultant will professionally install TeachSmart® by Hatch® and conduct the initial training to advise teachers on implementation and to ensure that the system becomes an active part of each classroom. Additionally, all customers will have 24/7 access to online learning courses. Customers can reach us by phone for support throughout the life of the product.

Internet connection is highly recommended to easily receive important and critical product updates.

Subtotal: \$15,042.98
 Freight: \$0.00

This quotation does not include Sales Tax

Total Cost: \$15,042.98

Quoted By: Rick Henderson RHenderson@HatchEarlyLearning.com
 Sales 800.624.7968 ext.1191

This quotation is valid for a period of 30 days unless otherwise stated. In the event of technology changes, exchanges for like or better grade components may be possible in some units. Hatch, Inc. payment terms are net 30. Invoices not paid in full within 30 days are subject to late fees of the lessor of 1.5% / month or the maximum allowed by your state.

Approved By: Printed Name: _____ **Title:** _____
Signature: _____ **Date:** _____



The Early Learning Experts

To Whom It May Concern:

This letter shall serve as documentation that the **TeachSmart® 3.0 Solution** and **TeachSmart® 3.0 English Language Learners (ELL) Spanish Solution** are sole source solutions, produced and distributed exclusively by HATCH®.

The **TeachSmart®** Solution is built around the **TeachSmart® 3.0 Software Package [Copyrighted under TX00069154761/2008-09-08]**. This package consists of over 1,100 research based activities reflecting the latest scientific research found in the newly released National Early Literacy Panel report, *Developing Early Literacy* and the National Research Council, *Mathematics Learning in Early Childhood*. The **TeachSmart®3.0 ELL Spanish Solution** consists of over 1,650 activities. The activities are scaffolded from Foundational 1 to Beginning 2 to support the English acquisition in young children to help prevent the creation of learning gaps and develop strong school readiness skills for kindergarten. The activities are aligned with national learning standards and outcomes, such as CTB/McRel, Head Start Child Outcomes, NAEYC Accreditation Standards, and the ECERS Environmental Scale. In addition, another feature available with the touch of a finger is Teacher Talk. This feature provides the most current research findings to support literacy, mathematics, social and emotional development. The TeachSmart® is also correlated with state specific readiness standards for Prekindergarten as well as popular early childhood curriculum. Correlations are available upon request.

Both the **TeachSmart® 3.0 Solution** and **TeachSmart® 3.0 English Language Learners (ELL) Spanish Solution** professional development programs focus on the six key essentials that optimally support a young child's cognitive and social development, including:

1. Rich language input:
 - a) Use of labels for objects and actions
 - b) Providing explanations and rationales
 - c) Frequent book reading on many topics
2. Responsiveness to children's signals
3. Maintaining and building on interests
4. Fewer restrictions
5. More choice when providing strategies
6. Adapting support to children's changing needs



The Early Learning Experts

TeachSmart® training helps teachers bring these six essentials together with research-based content through:

- **Learning in a supportive social context.** Approaches are scaffolding, observing, pacing, modeling, questioning, commenting, and non-verbal cues such as gesturing.
- **Efficient development of memories.** Using "time windows" as children develop networks of associations with repeated learning experiences that are related in content.
- **Teacher planning that builds background knowledge.**
- **Balance of teaching strategies.** Example of direct and indirect instruction on teaching alliteration (Beginning sounds of words).
- **Flexible groupings of children for learning: One-on-one:** Provides teacher opportunity to individualize instruction and meet special needs. **Small groups:** Allows children more opportunity for talking, provides teacher opportunity for scaffolding, encourages hands-on activities and child discovery.
- **Large groups:** Builds a sense of community, sets the stage for the introduction of theme, and provides opportunities for information about new concepts.

Through this comprehensive approach to integrating TeachSmart in the classroom, HATCH ensures your organization achieves success in the classroom for both your teachers and your students!

TeachSmart® 3.0 and TeachSmart® 3.0 English Language Learners (ELL) Spanish Solutions include the following:

Either Hatch Whiteboard Solution or Hatch Display Solution with TeachSmart® 3.0 Software
Preinstalled and configured TeachSmart® software package
Complete classroom installation of all components
Hatch warranty
Access to online courses available 24/7
Access to live webinar trainings
Toll-free technical support

The HATCH Display Solution is also designed and sold exclusively by HATCH. It features a 55" multi-touch, projector-free screen.

HATCH TeachSmart® 3.0 bundled components and services are manufactured and distributed exclusively by HATCH. **TeachSmart® 3.0** is not available from any other vendor or company.

Please retain a copy of this document for your records and feel free to submit copies to any authorizing agencies. If you require further information, please call HATCH at 800-624-7968.

Sincerely,

A handwritten signature in black ink, appearing to read "Ginny Norton".

Ginny Norton
President
HATCH®