**Contract Information**

<table>
<thead>
<tr>
<th><strong>Title:</strong></th>
<th>Photography Services for Elementary, Middle and High Schools</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>IFB/RFP Number:</strong></td>
<td>RFP #R19225-R1</td>
</tr>
<tr>
<td><strong>Supersedes:</strong></td>
<td>RFP #R19225</td>
</tr>
<tr>
<td><strong>Vendor Name:</strong></td>
<td>See attached Vendor List for Multiple awards</td>
</tr>
<tr>
<td><strong>Debarment Form:</strong></td>
<td>Required: No Form on File: Not Applicable</td>
</tr>
<tr>
<td><strong>Contractor Certification:</strong></td>
<td>Required: Yes Form on File: Yes</td>
</tr>
<tr>
<td>Virginia Code 22.1-296.1 …the school board shall require the contractor to provide certification that all persons who will provide such services have not been convicted of a felony or any offense involving the sexual molestation or physical or sexual abuse or rape of a child.</td>
<td></td>
</tr>
<tr>
<td><strong>Pricing:</strong></td>
<td>See attached Pricing Sheet(s)</td>
</tr>
<tr>
<td><strong>Contract Period:</strong></td>
<td>July 1, 2021 – June 30, 2022</td>
</tr>
<tr>
<td><strong>Contract Renewal Number:</strong></td>
<td>2</td>
</tr>
<tr>
<td><strong>Number of Renewals Remaining:</strong></td>
<td>2</td>
</tr>
<tr>
<td><strong>Procurement Contact:</strong></td>
<td>Pixie Calderwood</td>
</tr>
<tr>
<td><strong>Procurement Director:</strong></td>
<td>Andrea Philyaw</td>
</tr>
</tbody>
</table>
NOTICE OF AWARD

RFP R19225
PHOTOGRAPHY SERVICES FOR ELEMENTARY, MIDDLE AND HIGH SCHOOLS

In order to maintain a list of qualified firms to provide photography services to Loudoun County Public Schools (LCPS) elementary, middle and High Schools, the Procurement Office issued a Request for Proposal (RFP). In addition to publishing in the local newspaper, notification of the RFP was sent to thirty-four (34) vendors. Seven (7) proposals were received. The RFP allowed for multiple awards.

Loudoun County Public Schools is awarding RFP R19225 to: Candid Color Photography, LTD, Woodbridge VA; Classic Photography and Imaging, Elkridge, MD; Lifetouch National School Studios, Herndon, VA; Provine School Pictures, LLC, Reston, VA; Scherling Photography INC, Sterling, VA; Strawbridge Studios, INC., Durham, NC and Victor O’Neill Studios, LLC, Mclean VA; from the date of award through June 30, 2020.

We appreciate your interest in being of service to the Loudoun County Public Schools.

Andrea Philyaw
Procurement Director
April 3, 2020

NOTICE OF AWARD

RFP R19225 R1
PHOTOGRAPHY SERVICES FOR ELEMENTARY, MIDDLE AND HIGH SCHOOLS

Loudoun County Public Schools issued a Request for Proposal (RFP) to maintain a list of qualified firms to provide photography services to Loudoun County Public Schools (LCPS) elementary, middle and high schools. In addition to publishing in Virginia’s eProcurement Marketplace (eVA), notification of the RFP was sent to seven (7) vendors. The RFP allowed for multiple awards.

Loudoun County Public Schools is awarding RFP R19225 R1 to: Barksdale School Portraits, Aston, PA and Great American Photo, LLC, Rockville, MD from the date of award through June 30, 2021.

Candid Color Photography, LTD, Woodbridge VA; Classic Photography and Imaging, Elkridge, MD; Lifetouch National School Studios, Herndon, VA; Provine School Pictures, LLC, Reston, VA; Scherling Photography INC, Sterling, VA; Strawbridge Studios, INC., Durham, NC and Victor O’Neill Studios, LLC, Mclean VA are approved vendors from previous contract renewals;

We appreciate your interest in being of service to the Loudoun County Public Schools.

Andrea Philyaw
Director, Procurement/Risk Management
LOUDOUN COUNTY PUBLIC SCHOOLS
RFP R19225-R1 PHOTOGRAPHY SERVICES FOR ELEMENTARY, MIDDLE, AND HIGH SCHOOLS
AWARDED VENDORS

BARKSDALE SCHOOL PORTRAITS
Contact: Wynn Foor
380 Turner Way
Aston, PA 19014
Phn: 800.220.7667 ext. 113
Fax: 610.494.5946
wynn@barksdalephoto.com
High School Pictures; Underclass Portraits, Senior Portraits &
Graduation, Senior class, Dance, Sports...
Elementary & Middle School Pictures

CANDID COLOR PHOTOGRAPHY, LTD
Contact: Kyle Araujo
110010 Bacon Race Road
Woodbridge, VA 22192
Phn: 703.590.0187
Fax: 703.590.8221
kyle@candidcolor.net
High School Pictures; Underclass Portraits, Senior Portraits &
Graduation, Senior class, Dance, Sports...
Elementary & Middle School Pictures

CLASSIC PHOTOGRAPHY AND IMAGING
Contact: David Christianson, VP/Owner
6671 Santa Barbara Drive, Suite, SUITE H
Elkridge, MD 21075
Phn: 800.869.9515 Ext. 114
FAX: 410.203.1002
David@classic-photo.com
customerservice@classic-photo.com
Elementary & Middle School Pictures

GREAT AMERICAN PHOTO, LLC
Contact: Jeffrey T. Pilot, President, CEO
663 Southlawn Lane
Rockville, MD 20850
Phn: 301.956.7525
Fax: 301.838.9007
greatamericanphoto@gmail.com
Elementary & Middle School Pictures

LIFETOUCH NATIONAL SCHOOL STUDIOS
Contact: Tom Clater & Jeff Segall
13854 A Park Center Road
Herndon, VA 20171
Phn: Elementary/Middle School 855.573.4141
Phn: High School: 800.445.1191 EXT. 121
Fax: 703.802.0104 OR 410.525.3488
tclater@lifetouch.com or jesegall@lifetouch.com
High School Pictures; Underclass Portraits, Senior Portraits &
Graduation, Senior class, Dance, Sports...
Elementary & Middle School Pictures

PROVINE SCHOOL PICTURES, LLC
Contact: Eugene Pressley
1637 E. Pleasant Valley Blvd.
Altoona PA 16602
Phn: 814.942.5116
provinealtoona@gmail.com
High School Pictures; Underclass Portraits, Senior Portraits &
Graduation, Senior class, Dance, Sports...
Elementary & Middle School Pictures

SCHERLING PHOTOGRAPHY, INC.
Contact: Robyn Scherling or Elliot Tyson
506 Shaw Road #328
Sterling, VA 20166
Phn: 703.340.8470, Cell: 703.828.4706
Fax: 703.340.8492
robyn@scherlingphotography.com
High School Pictures; Underclass Portraits, Senior Portraits &
Graduation, Senior class, Dance, Sports...
Elementary & Middle School Pictures

STRAWBRIDGE STUDIOS, INC.
Contact: Bosko, Matic, Territory Manager,
Neil Lester, Field Operations Manager
PO Box 3055
Durham, NC 27715
Phn: (Matic) 703.477.5003 — (Lester) 800.326.9080 EXT. 329
Fax: 919.309.2972
bmatic@strawbridge.net or nlester@strawbridge.net
High School Pictures; Underclass Portraits, Senior Portraits &
Graduation, Senior class, Dance, Sports...
Elementary & Middle School Pictures

VICTOR O’NEILL STUDIOS, LLC
Contact: Michael Harris, Owner
7601 Lewinsville Road, Suite 200
Mclean, VA 22102
Phn: 703.532.0013 / 800.320.2894
Fax: 703.532.2030
mike@vosphoto.com
High School Pictures; Underclass Portraits, Senior Portraits &
Graduation, Senior class, Dance, Sports...
Elementary & Middle School Pictures
Date: February 4, 2021

Contract No.: RFP #R19225

Modification No.: 2

Contractor: BARKSDALE SCHOOL PORTRAITS
Attn: Wynn Foor
380 Turner Way
Aston, PA 19014
PHN: 800.220.7667 ext. 113
FAX: 610.494.5946
wynn@barksdalephoto.com

SUBJECT: CONTRACT RENEWAL

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

By mutual agreement, contract RFP #R19225, Photography Services for Elementary, Middle, and High Schools is renewed for a period of one year from July 1, 2021 through June 30, 2022, in accordance with section 4 of the contract. The Terms and Conditions will be as specified in RFP #R19225 R1. This represents the second renewal option for this contract.

BARKSDALE SCHOOL PORTRAITS

BY: Wynn Foor
AUTHORIZED SIGNATURE
TITLE: Sales Representative
DATE: 2/18/21

LOUDOUN COUNTY PUBLIC SCHOOLS

BY: Andrea Philyaw
AUTHORIZED SIGNATURE
TITLE: Director, Procurement/Risk Management
DATE: 3/4/21
February 12, 2021

Dear Loudoun County Public Schools,

Barksdale School Portraits is pleased to present our school portrait products and services to the Loudoun County Public Schools. We are confident that you will find that Barksdale School Portraits is the best choice, offering a customized program for the school and the most cost-effective packages offered to your students and parents.

Barksdale was the first company ever to mass produce school pictures and we are the oldest school picture business in America. We are extremely proud to be family owned and operated since 1922. Barksdale School Portraits has continued to provide parents and students with once-in-a-lifetime memories, at affordable prices, for 98 years. Our main office is located in Aston, Pennsylvania.

We are a regional firm with accounts in 17 states, photographing over one million students each year. Barksdale School Portraits has the experience it takes to make school pictures hassle free for administrators, teachers, and parents. Our expert, well-trained staff and photographers guarantee that portrait sessions are efficient, well organized and fun. We are a fully staffed, in house production facility, utilizing the newest state-of-the-art equipment.

Given the opportunity, Barksdale will provide the very best in products and services. Our commitment to all of our customers is fantastic service, quality pictures and timely delivery of all products and services.

Regards,

Wynn Foor
Sales Representative
800-220-7667 ext. 113
Fax 610-494-5946
wynn@barksdalephoto.com
Statement of Corporate Qualifications

BARKSDALE SCHOOL PORTRAITS

EXPERIENCE
Barksdale has over ninety eight years of experience in the photography and yearbook business, headquartered in Delaware County for over 59 years. During this time Barksdale has become an industry leader, incorporating new products, services and technologies relating to both photography and yearbooks. We currently service over 1,400 accounts in seventeen states. We are one of the largest independently owned school photography companies on the east coast. Barksdale is a modern, organized and efficient organization. We strive to improve our products, service and quality to surpassing the industry standards. Our organization continues to meet and exceed our customers’ expectations.

CAPACITY
Barksdale has a full service production facility dedicated to school photography and yearbook business located at our headquarters in Delaware County Pennsylvania. We have ample capacity in our production facility to accommodate significant growth each year.

STAFFING
Barksdale’s compliment of employees is sufficient to meet all of Loudoun County Public Schools needs during the calendar year. Our experienced staff understands the needs of our customers and throughout our organization our people will provide the service you expect. Barksdale employs over 100 full-time production and customer service people. In the fall season, we typically operate 60 cameras/photographers per day in our office. We have a group of veteran photographers who have worked with us for 1-35 years.
SCHOOL PORTRAIT SERVICES

PICTURE DAY REQUIREMENTS

Fall Portraits
Barksdale will offer the students our prepaid portrait program and/or proof speculation program. Varied size portrait packages are available with up to 20 background choices. Every child is photographed regardless of purchase and Barksdale will provide enough photographers to complete services in one day for all buildings.

Prior to picture day, we contact the school office to work out the logistics. We will confirm where we will be setting up, our starting time and how they like to schedule their classrooms. All of our office personnel have worked in schools on picture day, which makes them more knowledgeable when answering questions from either our schools or parents.

We contact each school via email to request student data information. We request student names, grades, ID numbers and teacher names. By receiving this information prior to picture day, we are able to personalize the picture day flyers. This data comes directly from the school’s database and, therefore, is very accurate. This information is used to produce and sort the service items and portrait packages in the manner the school has requested.

Portrait Day Notifications
Order Form/Flyers - We supply customized bilingual flyers with the appropriate packaging and pricing to each school. Flyers arrive to the school personalized with each student’s name and are sorted as requested by the school. This unique program of having the envelope personalized eliminates the need for transferring student’s purchased data from the picture flyer to a camera card. Our system will ultimately reduce the number of missing items. Barksdale will supply all promotional materials approximately 2 weeks prior to picture day, or at the discretion of each school principal.

Web Banners
Web banners for the school website can be provided. Two weeks prior to picture day, your parents can go on your school’s website, click on the link, and they will be taken to their picture day flyer and can order online at www.barksdalephoto.com.

Reminder Notices and Stickers
Stickers that can be placed on the student or student agenda books are provided for each elementary student.
PICTURE DAY

On picture day we will arrive at the school with enough personnel and equipment to photograph the school in one day. Photographers arrive to the school approximately one hour prior to start time and report directly to the main office. Picture day includes photography of all students and staff, regardless of purchase, for school records and yearbook. Parent helpers are welcome, and if not available Barksdale will provide them. Combs are available for helpers to assist students.

Photographers
Barksdale will provide one photographer for every 250-300 individual students. If classroom groups are taken in the fall, a group photographer will be added. All of our photographers are required to wear a uniform and ID card while on school property. Our staff of professional photographers knows how to make picture day fun and efficient. All Barksdale photographers receive extensive training in what we consider the three critical areas;

A. Personal attention to each subject and the dos and don’ts of appropriate posing. During training, extra time is spent focusing on communication, grooming and posing. We understand the sensitive nature of touching children when posing and depending on the age level; there are strict policies in place.
B. Technical training on equipment and set up, as well as each photographer is equipped with back up cameras and lights in case of an equipment failure.
C. Comprehensive training on work flow and organizing the classes so that students and teachers return to the classroom quickly.

Background Screening
Barksdale photographers are required to submit proof of the following background checks:
- Act 34 – Criminal History
- FBI finger print clearance
- Act 151 Child/Student Abuse Reporting/Clearance
- Drug screening

Equipment
Our equipment and cameras are customized specifically for school photography. All of our photographers are equipped with backup cameras and lights. A major benefit of our digital system is a large screen viewfinder which allows the photographer to view the student’s photograph immediately. All photographers take a minimum of two photographs of each student and that process has greatly reduced the number of retakes.
AFTER PICTURE DAY

Portrait Distribution
All packages will be delivered to each school sorted by the schools specifications in approximately 4 weeks. Each picture booklet contains the information supplied to us on your student data file.

Retakes
Barksdale will return to each school for retakes approximately six weeks after the original day. We will retake any portrait package free of charge with no questions asked. Any students who were absent will be included on retake day.

Barksdale Customer Service
It is stated in our core values that Barksdale Customer Service shall anticipate what a customer needs before they need it and then act with urgency, meeting them ahead in the road. We have a full support staff that can assist with any request from either a school administrator or a parent. The Barksdale Customer Service line is toll free and open from 8am to 5:30 pm, Monday through Friday, with extended hours till 8 pm during our busy season for parents and administrators to call. Customer Service can handle any parent’s orders or questions. Our friendly staff is ready to assist in any way and we offer bilingual Spanish support.

Quality Guarantee
We back all of our work and if a parent is not satisfied with their portraits for any reason they shall return them on Retake Day and we will re-photograph the child. If a parent is still not pleased, they simply return the retake portraits and we refund the entire purchase.

ORDERING

Every family will have the opportunity to order before, on, or after picture day. Pre-ordering is easy and parents can return their order and payment on picture day or pay on-line. Barksdale will collect and remove money on picture day. No school will be responsible for money collection.

Order Form/Flyers
We supply customized bilingual flyers with the appropriate packaging and pricing to each school. Families will be able to select which picture package best fits their needs. We offer a variety of backgrounds and poses.

On-Line Orders Pre-Pay
Our on-line ordering is convenient and easy to use. Pre-pay orders can be placed on-line, up until noon on the following day at www.barksdalephoto.com. Picture day order forms (sample enclosed) have clear instructions for parents to order on-line. If a parent pays on line and the student forgets to bring in the order form on picture day, Barksdale has the ability to process the order without a picture day form. Incentives for purchasing online.
On-line Viewing
Staff, students and parents will have access to Barksdale’s website to view their individual picture using their individual, secure password.

PCI Compliance
The Payment Card Industry Data Security Standard (PCI DSS) is a set of requirements designed to ensure that ALL companies that process, store or transmit credit card information maintain a secure environment. Essentially any merchant that has a Merchant ID.

Reorders, Late Orders & Second Chance
Barksdale accepts late orders from initial picture day. Late orders that arrive to our office within a week of initial picture day will be processed with the school pictures and shipped to the schools. All students who do not place an order on initial picture day will receive a proof card. This card contains the student’s image and on-line ordering information.

PORTRAIT ENHANCEMENTS

Portrait Delivery - Booklets
Barksdale is on the forefront of the digital transformation of photography and a new processing system that will produce a booklet; all picture booklets are UV coated for fade resistance, and water resistance.

Every picture booklet contains information on reordering. Parents can order a different background, as well as additional products such as mugs, key fobs, mouse pads, etc.
**Student Data Privacy Usage**

Barksdale’s Data Management Team will work directly with the district’s IT Department or school to obtain the student data needed for picture day and service items.

In the course of performing the function of providing photography services, Barksdale will only release information in the following circumstances: Mailing (digital or printed) information to families regarding purchasing photographs.

The student information submitted is confidential information and shall be used only for the purposes stated in the agreement. Barksdale agrees not to share or disclose this data with any third-party outside of the purposes stated in this proposal, unless required to do so by law or other agency regulations.
PRODUCTS AND SERVICES

Student ID cards will be provided free of charge for each student in grades K through 12. Student ID cards will include picture, first and last name, student ID#, graduation year or grade, and bar-coded for a lunchroom or library program and attendance systems. A second set can be provided to the High School if requested at no charge. Staff ID cards will be provided for all district employees.

Visitor and/or substitute badges Twenty-five custom designed badges are offered each year for each school.

Student Directories will be supplied to each school. Our directories are soft cover books that are yearbook quality, and can handle daily use. The directory includes photographs of each student, broken down by grade and/or homeroom and will include the student’s name, grade, and homeroom number.

Board of Director Photography: Barksdale will photograph the Board of School Directors as a group and individually. Complimentary portrait packages will be offered.

Administrative CD or Dropbox download: Barksdale will supply to the district office to support the Student Management Software, Gradebook Software, Food Service Software, Library Software and other school purposes. All photos will be high quality and in the appropriate format.

Barksdale Portal: Developed by Barksdale, this proprietary software is a powerful user-friendly system provided to school administrators for tracking student information and producing a variety of digital services. This program is loaded with student photos, any information that was provided to us in the student list, as well as ID templates for use in printing replacement IDs.

Record Keeping Photos Each School will receive our peel and stick record keeping photos of each student and staff member taken on picture day.

NEW- Positive Images Program: Our photographers will capture your students “doing something positive”. We will provide up to five photos, selected by the school, mounted on 16” x 20” coda board.

$25 gift cards: Barksdale offers gift cards to picture day helpers to be applied to their child’s picture package. One helper per photographer is the norm.

Principal’s Album: Each elementary school’s principal will receive a principal’s album. This album contains all of the 8” x 10” class group pictures. Principals’ Albums are now featured as a hard back book.

Academic Achievement CD: This program includes a program that is loaded with certificates for achievement, attendance, birthday and student of the month.
Mosaic Framed Poster Print: Each school will receive a complimentary 24x36 framed mosaic print of children and staff in a decorative design.

Motivational Banners: Each school will receive 2’ x 3’ vinyl banner of their choice. Choose from 30 different banners, or design your own!

Yearbook Photo CD Each school will receive a publisher CD labeled with student and staff member’s names and grade and teacher. The images on the CD will have specific requirements (PSPA format) and will be specially processed for the yearbook advisor. Images can also be sent in a Drop Box link.

School Calendars and/or daily planners will be provided for all administrative staff.

Staff and Faculty Picture Package: Staff member will receive a complimentary package of pictures, as well as their class group.

Pass It Forward: Each school may choose to pass their teacher packages on to a student who might not be able to afford pictures.

Missing Child Image Card (Identa-Kid Card) - Each student/parent will receive two Secure ImageCards. Barksdale’s exclusive program provides access to your child’s picture, via the Internet, nationwide, 24 hours a day, 7 days a week. The picture can be emailed to the authorities and used in Amber Alerts.

Family Discount Plan: Barksdale offers the strongest family plan in the industry; the first and second child in a family pay full price, each additional child receives FREE pictures. The program is district wide.

Panoramic Photography
Barksdale if requested by school can schedule and photograph the 5th grade, 8th grade, and 12th grade large groups.

Middle School Sports
Groups and Individual photographs will be provided for each sports season. Packages are available for purchase and team photos are provided to the yearbook advisor.
SPRING PORTRAITS

Program offers parents unique products and backgrounds not available in the fall.

Spring bookmark reminder notices are supplied for each student in an effort to keep your staff, students and parents informed about picture day. These reminders can be distributed as each school sees fit.

Barksdale offers spring portraits on either a pre-pay or speculation sale.

With a prepay sale, the school sends our notices home two weeks prior to the picture day. Six packages are available to choose from. Only students who are interested in purchasing will have an individual portrait taken. All picture packages are delivered to the school.

With a speculation sale, each student is photographed on picture day and no money is collected. Within 4 weeks, the students receive a packet of pictures. The parents can purchase the entire packet or just a unit or sheet of pictures. Parents return the payment or unwanted pictures to the school and Barksdale will send a representative to collect the money. Barksdale does not penalize the school for non-return of pictures or funds.

Spring Portraits are an excellent fund raiser for the school. With a prepay or speculation sale, schools will receive a percentage of the spring gross sale (less PA sales tax) on all packages and package options. This system of paying commission on all items purchased often results in more commission dollars delivered back to the school, vs. competitors who pay commission on base packages and not on package options.
Senior Portraits

Barksdale will photograph every member of the Senior Class free of charge for the yearbook regardless of whether or not he or she purchases a portrait package. Students will be provided with color proofs for student review and selection. The color proofs will consist of:

- Eight poses in a drape for girls and tux for boys on a neutral background, selected by the yearbook advisor
- Eight poses in a cap and gown on a new neutral background, selected by the yearbook advisor
- Eight casual poses on a background to be selected by the school.

Barksdale will provide all drapes, tuxedo jackets, caps, and accessories, except for informal wear, necessary. Barksdale is responsible for all procedural aspects of the taking of the portraits and school staff or students are not to be required to assist the studio with photography procedures.

Sitting dates will be arranged with the school’s administration. Barksdale will provide a minimum of three different session dates for seniors to choose from. Barksdale is responsible for scheduling portrait sittings and for the notification of sitting times and details by mail to each senior. Students will schedule appointments at www.barksdalephoto.com, the school will not have to distribute materials of any sort for Barksdale.

A Junior Assembly is recommended to provide information to the rising juniors about senior portraits. The assembly is 20 minutes long and we provide a video of how the senior sittings work.

At the request of the school, a sitting fee may be collected from each student which will be returned to the school’s activity fund.

Make-up dates and dates for re-sittings to be held at the High School will be arranged with the school’s administration. We guarantee that all portraits will be professionally and technically correct. Re-shooting of portraits in the event of technical problems (eyes closed, clothing not properly arranged, etc.) will be done at no cost to the student.

All proofs will be delivered to the individual students by mail within 14 days of their sitting date, at no cost to the individual or the school. After an order is received, finished prints are mailed directly to the student’s home or sent to the school within six weeks.
**Yearbook Requirements – High School**

Barksdale agrees to supply the yearbook staff with a printed alphabetical listing of all students photographed at no cost. Five additional copies of the portrait CD shall be provided to the school and/or district at no cost.

**Yearbook Photo CD** Each school will receive a publisher CD labeled with student and staff member’s names and grade and teacher. The images on the CD will have specific requirements (PSPA format) and will be specially processed for the yearbook advisor.

Barksdale will request that students submit a yearbook pose selection and BSP will track the selection. If formal attire is required for the yearbook and Barksdale will assist the yearbook advisor with informing students of these requirements. Barksdale will send a postcard reminder notice to all students who have not made their yearbook selection as the deadline approaches. Barksdale will adhere to all yearbook deadlines set by the yearbook publisher.

Final proofing of your yearbook content is the responsibility of the Yearbook Advisor and School Administrators, and therefore Barksdale is not responsible for students who do not appear in the school yearbook.

Students can review poses using our on-line tracking system. The yearbook advisor has the opportunity to review all senior poses on-line, enabling the advisor to review each student yearbook pose selection. The advisor has the ability to change the yearbook pose selection. Once all selections have been made, the yearbook advisor has the option to ask for a CD to be created and the CD will arrive within two weeks of that request.

**Candid Yearbook Coverage**

Barksdale will provide yearbook coverage throughout the school year at the high school. This includes sports, clubs, prom, homecoming, concerts, graduation, diploma presentation, and candids, and other important events. Rescheduling due to weather will be accommodated.

Our professional photographers know that taking a great candid image requires the perfect angle, good composition and lighting. Barksdale will photograph sports candid shots and activities of the school, as scheduled by the yearbook staff. A photographer is available for school activities and award ceremonies.

Barksdale agrees to photograph one session of every sporting event throughout the year. Unless otherwise stated, BSP will select and cover sporting events at their convenience and scheduling. The High School will notify Barksdale of any specific sporting event that requires coverage.

Barksdale’s staff of full-time photographers is available at any time for unscheduled events and will make every attempt to meet unexpected requests.
Team photos, group portraits, coaches head shots, and senior head shots for all sports teams will be scheduled on a designated day during each sports season. The dates for these photographs will be selected by the High School Athletic Director and scheduled with Barksdale at least one month prior to the start of each season. Individual portraits will be taken for those students who wish to purchase packages. Rescheduling due to weather will be accommodated.

Yearbook pictures assigned to Barksdale will not exceed a processing time of seven business days. All candid photographs will be submitted quickly and efficiently utilizing the convenience of Drop Box. Compact disks are also available upon request.

A compact disc containing retouched color pictures of all students photographed (in formal pose) will be supplied to the yearbook staff by a date to be determined.

Two 35mm cameras can be provided for the yearbook staff.

**Sports Team & Individual Photography**

Fall Sports, Winter Sports and Spring Sports: In addition to candid coverage for the yearbook Barksdale will offer for sale individual and team photographs with custom digital picture product designs that are sports specific.

Team pictures can be taken on candid picture day or Barksdale can work with the Athletic Director to schedule a team picture day every season. We provide order envelopes in plenty of time for parents to consider package options and online orders are accepted. Barksdale will provide three complimentary 8x10’s of each team for coaches.

**Panoramic Photography**

Barksdale will offer for sale an 8x24 or 10x30 panoramic group picture of the 12th graders.

**Prom/Dance**

Barksdale will work directly with the Prom and Dance Advisors. Barksdale will provide favors, invitation, memory books and candid coverage for the yearbook.

Barksdale will offer a variety of background choices and will work with the prom/dance staff if necessary to further customize background requests. Online ordering is available.

**Graduation/Hand Shake Portraits**

Barksdale will photograph each senior receiving his/her diploma. This will be photographed digitally and seniors photographed will be given the opportunity to go on-line using an e-mail address and password to view and purchase prints.
Protecting Student Images and School Information
Barksdale School Portraits Portal Security Overview

Barksdale School Portraits has been a trusted provider of photographic products and services throughout the United States, since 1922. Barksdale is compliant with state and federal data privacy laws including the Family Educational Rights in Privacy Act (FERPA).

The Barksdale Portal is designed to provide a convenient and secure solution for schools and school districts to receive certain school data and photographic images to and from Barksdale, while also helping to maintain the schools' data privacy requirements.

INFORMATION SECURITY OVERVIEW

- The Barksdale Portal application is housed at our headquarters in Aston, Pennsylvania. All systems are protected by strong physical security controls including restricted access and entry logs. We have a secure backup to maintain system and equipment availability.
- Barksdale's network is protected with security that includes network firewalls and application firewalls.
- Barksdale Portal logins are established with rights and roles assigned per user. All users receive a unique username and password.
- Barksdale employee access is only available to employees who need it to perform their duties.
- Browser access to the Barksdale Portal uses SSL encryption to maintain confidentiality of data transmitted over communication networks.
- We use best-in-class carrier-grade datacenters, via ExaVault, to house your data, which are SOC 2 Type 1/2 Compliant and ISO 27001 Certified. Data passed outside the Portal utilizes redundant firewalls and intrusion detection systems that are used to keep your data secure.
- Barksdale has never experienced a data breach, but retains a network security team to respond swiftly should the need arise. Affected parties would be notified in accordance with applicable law.

Barksdale stores school data throughout the academic calendar year in which the data is relevant (typically 12 months from Picture Day unless the school requires a shorter storage period).
Yearbook

Barksdale will meet each year with the Yearbook representative from each school to determine a schedule for the following year.

Online ordering will be available for all yearbook sales

Specifications

Trim Size
8 1/2 x 11
9 x 12

Due Dates
We have one convenient deadline for softback and hardback books.
The book must be submitted 5 weeks prior to delivery date for softback books
The book must be submitted 8 weeks prior to delivery date for hardback books

Cover
Choice of stock (approximately 60 to choose from), or Custom Cover no extra charge

Paper Stock
80# Gloss finish paper – Elementary/Middle Schools
100# Gloss finish paper – High Schools
**Binding**
Staple square back binding for books less than 76 pages
Perfect bound (PUR Adhesive) binding for books over 76 pages
*(PUR Adhesive offers superior adhesion and also the ability for the bound book to lay flat without compromising the binding strength)*

**Color**
Barksdale will print the book in full color. All enlargements and reductions will be done by Barksdale at no additional charge to the school. All deadlines will remain as scheduled, and agreed to by the Yearbook Advisor

**Program**
Barksdale uses a web-based program that is Mac and PC compatible
We can also build your book for you at no extra charge

**Support**
We will provide a dedicated technical support person that will work with each school throughout the year. Each rep will provide their email address and direct number to be available during business hours for any questions regarding the yearbook.

**Proof Corrections**
Proof changes at no charge, provided they are made prior to printing

**Subcontracting**
Barksdale will not sublet or subcontract any part of the publishing process. We have our own state-of-the-art production facility

**Training**
The yearbook representative will be available to visit schools on an as needed basis.
Barksdale will also provide training through webinars or “Go to Meetings”.

**Photography – High School**
Barksdale will provide candid photography for special events, sporting events, individual/team player photos and clubs throughout the school year. We will provide the district with candid images to be used for local press, district web site and other publications such as programs.

**Supplies**
Barksdale will supply all yearbook staff with necessary materials to produce the yearbook.
Barksdale will also supply all marketing materials necessary to promote the book. We will provide yearbook flyers, posters as well as an online link for parents to make credit card payments. A banner ad will be provided to place on your website for online ordering access.
Celebrate your graduates’ achievement and capture the memories!

Scan with your Smartphone
Direct link to our website

We value your comments and/or questions. Call us Toll Free 800.220.7667
Transition Plan
Barksdale is ready to service the needs of your schools and students. Our main objective is to make this transition a smooth and successful one.

Transition Team
Sales Team meets with every principal, secretary and yearbook person in order to determine any specific needs. Each school will be assigned its own individualized job number and production order form detailing requested items.

School Support Team enters all data into our School Tracking Account Records (STAR) system. The STAR system was designed specifically for school photography and is capable of managing all information pertaining to tasks and deliverables for each contract. From scheduling photography to tracking production, this information is stored in our database.

Data Management Team works with district IT support to request and obtain the student data needed for picture day and service items.

Photography Team conducts a site survey of each building to determine prime photography locations. Barksdale has a team of over sixty photographers, many of which are local to your district. The exact number of photographers assigned to each school is determined by overall enrollment.

Production Team: Barksdale is a vertical operation; all processing is done at our Pennsylvania production facility. The production supervisors meet daily with their teams to insure optimum quality control over the entire process, from flyer creation to finished portrait product delivery.

Customer Service Team: Our bi-lingual customer service team is here to assist administrators and parents alike in an efficient and friendly manner. Providing excellent service is one of the hallmarks of our organization, and one we take great pride in.
Premium Selection
Package “A”
(1) - Hi-Res Digital Download
(2) - 8 x 10
(4) - 5 x 7
(2) - 3 x 5
(4) - 2 x 3
(4) - Variety Wallets

Package “B”
(2) - 8 x 10
(4) - 5 x 7
(2) - 4 x 6 w/2 Bonus Wallets
(2) - 3 x 5
(4) - 2 x 3
(4) - Variety Wallets

Package “C”
(1) - 8 x 10
(2) - 5 x 7
(4) - 3 x 5
(8) - 2 x 3
(8) - 1¾ x 2½
(8) - Variety Wallets

Package “D”
(2) - 5 x 7
(2) - 3 x 5
(4) - 2 x 3
(8) - 1¾ x 2½
(4) - Variety Wallets

Package “E”
(1) - 5 x 7
(2) - 3 x 5
(8) - 2 x 3
(16) - 1¾ x 2½

Package “F”
(2) - 4 x 6 w/2 Bonus Wallets
(8) - 2 x 3
(16) - 1¾ x 2½

Package “G”
(2) - 3 x 5
(4) - 2 x 3
(8) - 1¾ x 2½

Package “H”
(1) - 3 x 5
(2) - 2 x 3
(8) - 1¾ x 2½

Elementary, Middle, or High School with No Group Proposal

www.barksdalephoto.com
## Premium Selection

### Package “A”
- (1) - Hi-Res Digital Download
- (2) - 8 x 10
- (2) - 5 x 7
- (2) - 3 x 5
- (4) - 2 x 3
- (4) - Variety Wallets
- Class Picture

### Package “B”
- (2) - 8 x 10
- (2) - 5 x 7
- (2) - 4 x 6 w/2 Bonus Wallets
- (2) - 3 x 5
- (4) - 2 x 3
- (4) - Variety Wallets
- Class Picture

### Package “C”
- (1) - 8 x 10
- (2) - 5 x 7
- (2) - 3 x 5
- (8) - 2 x 3
- (8) - Variety Wallets
- Class Picture

### Package “D”
- (2) - 5 x 7
- (2) - 3 x 5
- (4) - 2 x 3
- (4) - Variety Wallets
- Class Picture

### Package “E”
- (1) - 5 x 7
- (2) - 3 x 5
- (4) - 2 x 3
- (4) - Variety Wallets
- Class Picture

### Package “F”
- (2) - 4 x 6 w/2 Bonus Wallets
- (9) - 2 x 3
- Class Picture

### Package “G”
- (2) - 3 x 5
- (4) - 2 x 3
- Class Picture

### Package “H”
- (1) - 3 x 5
- (2) - 2 x 3
- Class Picture

---

Elementary, Middle, or High School with Group Proposal

[www.barksdalephoto.com](http://www.barksdalephoto.com)
**Spring Packages and Pricing**

**Ultimate $48**
- 2-8x10
- 2-5x7
- 4-3x5
- 8-2x3
- 1-Funpack

**Premium $40.00**
- 1-8x10
- 2-5x7
- 4-3x5
- 8-2x3
- 1-Digital download

**Deluxe $35**
- 2-8x10
- 4-3x5
- 8-2x3

**Value $28**
- 2-5x7
- 4-3x5
- 8-2x3

**Basic $20**
- 4-3x5
- 8-2x3

**Funpack $14**

**Class Group $14.00**
Senior Portrait Pricing

**Bronze Package** $89.99
Includes: 1 pose
1-5x7
4-4x5
16-Wallets

**Silver Package** $122.99
Includes: 1 pose
3-5x7
4-4x5
24-Wallets

**Gold Package** $147.99
Includes: 2 poses
1-8x10
4-5x7
4-4x5
16-Wallets

**Platinum Package** $165.99
Includes: 2 poses
2-8x10
4-5x7
24-Wallets
1-8x10 Collage

**Sapphire Package** $204.99
Includes: 2 poses
2-8x10
4-5x7
8-4x5
16-Wallets
1-8x10 Collage

**Diamond Package** $256.99
Includes: 3 poses
2-8x10
6-5x7
4-4x5
32-Wallets
1-8x10 Collage

**Signature Package** $379.99
Includes: 3 poses
2-8x10
4-5x7
8-4x5
16-2x3
1-COD (10 poses)
1-8x10 Collage
**Senior Portrait Pricing (continued)**

**Senior Portrait A La Carte Menu**

<table>
<thead>
<tr>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1- 16x20</td>
<td>$75.00</td>
</tr>
<tr>
<td>1- 11x14</td>
<td>$60.00</td>
</tr>
<tr>
<td>1- 10x13</td>
<td>$50.00</td>
</tr>
</tbody>
</table>

**8x10s**

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-</td>
<td>$36.00</td>
</tr>
<tr>
<td>2-</td>
<td>$46.00</td>
</tr>
<tr>
<td>3-</td>
<td>$55.00</td>
</tr>
<tr>
<td>4-</td>
<td>$63.00</td>
</tr>
</tbody>
</table>

**5x7s – sets of 2**

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>2-</td>
<td>$36.00</td>
</tr>
<tr>
<td>4-</td>
<td>$46.00</td>
</tr>
<tr>
<td>6-</td>
<td>$55.00</td>
</tr>
</tbody>
</table>

**4x5s – sets of 4**

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>4-</td>
<td>$36.00</td>
</tr>
<tr>
<td>8-</td>
<td>$46.00</td>
</tr>
<tr>
<td>12-</td>
<td>$55.00</td>
</tr>
</tbody>
</table>

**Wallets – sets of 8**

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>8-</td>
<td>$36.00</td>
</tr>
<tr>
<td>16-</td>
<td>$46.00</td>
</tr>
<tr>
<td>24-</td>
<td>$55.00</td>
</tr>
<tr>
<td>32-</td>
<td>$63.00</td>
</tr>
<tr>
<td>40-</td>
<td>$69.00</td>
</tr>
</tbody>
</table>

**Digital Download**

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Pose-</td>
<td>$51.99</td>
</tr>
<tr>
<td>5 Poses-</td>
<td>$127.99</td>
</tr>
<tr>
<td>10 Poses-</td>
<td>$194.99</td>
</tr>
</tbody>
</table>
PRICING SCHEDULE
HIGH SCHOOL UNDERCLASS PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

pricing remains the same.

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Barksdale School Portraits

Wynn Foor

Firm's Legally Authorized Signature

Date 2-12-21

Print Name and Title Wynn Foor Sales Representative

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
PRICING SCHEDULE
SENIOR PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Name of Firm (please print):

Barksdale School Portraits

Signature of Firm's Legally Authorized Representative:

Wynn For

Date:

2-12-21

Print Name and Title:

Wynn For Sales Representative

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
PRICING SCHEDULE
SENIOR GRADUATION PICTURES

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Pricing stays the same.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Barksdale School Portraits

Wynn Food

Firm's Legally Authorized Signature

Date 2-12-21

Print Name and Title

Wynn Food Sales Representative

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
PRICING SCHEDULE
DANCE PICTURES

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

pricing stay the same.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Barksdale School Portraits

Firm's Legally Authorized Signature: ________________________________

Date: 2-12-21

Print Name and Title: Wynn Foote Sales Representative

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
PRICING SCHEDULE
PANORAMIC SENIOR CLASS PICTURE

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

pricing remains the same.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Barksdale School Portraits

Wynn Foer
Firm's Legally Authorized Signature

Date 2-12-21

Print Name and Title Wynn Foer Sales Representative

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
PRICING SCHEDULE  
HIGH SCHOOL SPORTS PICTURES  

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Pricing remains the same.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Barksdale School Portraits

Wynn Foor ___________________________ Date 2-12-21
Firm's Legally Authorized Signature

Print Name and Title  Wynn Foor  Sales Representative

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
PRICING SCHEDULE
ELEMENTARY SCHOOL FALL PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Pricing remains the same.

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Barksdale School Portraits

Firm's Legally Authorized Signature

Wynn Foote

Date 2-12-21

Print Name and Title Wynn Foote Sales Representative

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
PRICING SCHEDULE
MIDDLE SCHOOL FALL PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Pricing remains the same

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Barksdale School Portraits

Wynn Foor ____________________________ Date 2-12-21
Firm’s Legally Authorized Signature

Print Name and Title Wynn Foor Sales Representative

(WTP)

(Initial) Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
PRICING SCHEDULE
ELEMENTARY/MIDDLE SCHOOL SPRING PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Pricing remains the same

Please note that all submitted prices must include the 25% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Barksdale School Portraits

Wynn Foor
Firm's Legally Authorized Signature

Date 2-12-21

Print Name and Title Wynn Foor Sales Representative

WEF
(Initial) Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
CONTRACT MODIFICATION

Date: February 4, 2021

Contract No.: RFP #R19225

Modification No.: 2

Contractor: CANDID COLOR PHOTOGRAPHY, LTD
Attn: Kyle Araujo
110010 Bacon Race Road
Woodbridge, VA 22192
PHN: 703.590.0187
FAX: 703.590.8221
kyle@candidcolor.net

SUBJECT: CONTRACT RENEWAL

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

By mutual agreement, contract RFP #R19225, Photography Services for Elementary, Middle, and High Schools is renewed for a period of one year from July 1, 2021 through June 30, 2022, in accordance with section 4 of the contract. The Terms and Conditions will be as specified in RFP #R19225 R1. This represents the second renewal option for this contract.

CANDID COLOR PHOTOGRAPHY, LTD

BY: ________________________________
AUTHORIZED SIGNATURE

TITLE: Vice-President

DATE: February 4, 2021

LOUDOUN COUNTY PUBLIC SCHOOLS

BY: ________________________________
AUTHORIZED SIGNATURE

TITLE: Director, Procurement/Risk Management

DATE: 3/4/21
PRICING SCHEDULE
HIGH SCHOOL UNDERCLASS PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Candid Color Photography

Firm’s Legally Authorized Signature

Kyle Araujo, Vice-President

Print Name and Title

Date April 24, 2019

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
# Candid Color Photography

## High School Fall Packages and Prices

### Prepay System

<table>
<thead>
<tr>
<th>Package</th>
<th>Contents</th>
<th>Price with 40% Commission</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>2 - 8x10, 2 - 5x7, 4 - 3½x5, 8 Wallets, 16 Mini Wallets</td>
<td>$ 44.00</td>
</tr>
<tr>
<td>B</td>
<td>2 - 8x10, 2 - 5x7, 2 - 3½x5, 4 Wallets, 16 Mini Wallets</td>
<td>$ 42.00</td>
</tr>
<tr>
<td>C</td>
<td>1 - 8x10, 2 - 5x7, 2 - 3½x5, 4 Wallets, 16 Mini Wallets</td>
<td>$ 37.00</td>
</tr>
<tr>
<td>D</td>
<td>2 - 5x7, 2 - 3½x5, 4 Wallets, 16 Mini Wallets</td>
<td>$ 35.00</td>
</tr>
<tr>
<td>E</td>
<td>1 - 8x10, 2 - 3½x5, 4 Wallets, 8 Mini Wallets</td>
<td>$ 34.00</td>
</tr>
<tr>
<td>F</td>
<td>2 - 5x7, 4 Wallets, 8 Mini Wallets</td>
<td>$ 31.00</td>
</tr>
<tr>
<td>G</td>
<td>1 - 5x7, 1 - 3½x5, 2 Wallets, 8 Mini Wallets</td>
<td>$ 29.00</td>
</tr>
<tr>
<td>H</td>
<td>1 - 8x10</td>
<td>$ 22.00</td>
</tr>
<tr>
<td>I</td>
<td>1 - 5x7, 4 Wallets</td>
<td>$ 20.00</td>
</tr>
<tr>
<td>J</td>
<td>2 - 3½x5, 4 Wallets</td>
<td>$ 18.00</td>
</tr>
<tr>
<td>K</td>
<td>2 - 3½x5, 8 Mini Wallets</td>
<td>$ 17.00</td>
</tr>
<tr>
<td>L</td>
<td>4 - Wallets, 8 Mini Wallets</td>
<td>$ 14.00</td>
</tr>
</tbody>
</table>

### Add-Ons to Any Package

<table>
<thead>
<tr>
<th>Add-On</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1 - 5x7</td>
</tr>
<tr>
<td>2</td>
<td>2 - 3½x5s</td>
</tr>
<tr>
<td>3</td>
<td>4 - Wallets</td>
</tr>
<tr>
<td>4</td>
<td>1 - 8x10</td>
</tr>
<tr>
<td>5</td>
<td>1 - Digital Download (Available only with Pkg A or B)</td>
</tr>
</tbody>
</table>

**Retouching (for facial blemishes)- $8.00**

**Personalized 2x3 Wallets - $6.00**
PRICING SCHEDULE
SENIOR PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Candid Color Photography

[Signature]

Firm's Legally Authorized Signature

Date

April 24, 2019

Print Name and Title

Kyle Araujo, Vice-President

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
High School Senior Portrait Packages and Prices
20% Commission on High School Senior Portraits

### Deluxe Portraits
- Orders are individually retouched for facial blemishes and printed on Kodak Professional paper.

<table>
<thead>
<tr>
<th>Package</th>
<th>Contents</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>DX1</td>
<td>1 - 16x20, 5 - 8x10s, 10 - 5x7s, 12 - 4x5s, 80 wallets</td>
<td>$535.00</td>
</tr>
<tr>
<td>DX2</td>
<td>1 - 11x14, 4 - 8x10s, 8 - 5x7s, 8 - 4x5s, 64 wallets</td>
<td>$425.00</td>
</tr>
<tr>
<td>DX3</td>
<td>1 - 11x14, 3 - 8x10s, 6 - 5x7s, 8 - 4x5s, 48 wallets</td>
<td>$390.00</td>
</tr>
<tr>
<td>DX4</td>
<td>1 - 11x14, 2 - 8x10s, 8 - 5x7s, 8 - 4x5s, 32 wallets</td>
<td>$355.00</td>
</tr>
<tr>
<td>DX5</td>
<td>2 - 8x10s, 4 - 5x7s, 4 - 4x5s, 32 wallets</td>
<td>$270.00</td>
</tr>
<tr>
<td>DX6</td>
<td>2 - 8x10s, 2 - 5x7s, 4 - 4x5s, 16 wallets</td>
<td>$198.00</td>
</tr>
<tr>
<td>DX7</td>
<td>1 - 8x10s, 2 - 5x7s, 4 - 4x5s, 8 wallets</td>
<td>$140.00</td>
</tr>
<tr>
<td>DX8</td>
<td>2 - 5x7s, 4 - 4x5s, 8 wallets</td>
<td>$115.00</td>
</tr>
</tbody>
</table>

### StarMark Portraits
- Orders are individually retouched for facial blemishes. Images are then printed on Kodak Professional color paper and finished with a hand-applied spray to create a beautiful lustre matte finish and provides UV protection for longer portrait life.

<table>
<thead>
<tr>
<th>Package</th>
<th>Contents</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>SM1</td>
<td>1 - 16x20, 5 - 8x10s, 10 - 5x7s, 12 - 4x5s, 64 diecut wallets</td>
<td>$565.00</td>
</tr>
<tr>
<td>SM2</td>
<td>1 - 11x14, 3 - 8x10s, 12 - 5x7s, 8 - 4x5s, 48 diecut wallets</td>
<td>$455.00</td>
</tr>
<tr>
<td>SM3</td>
<td>1 - 11x14, 3 - 8x10s, 6 - 5x7s, 8 - 4x5s, 48 diecut wallets</td>
<td>$420.00</td>
</tr>
<tr>
<td>SM4</td>
<td>1 - 11x14, 2 - 8x10s, 8 - 5x7s, 8 - 4x5s, 32 diecut wallets</td>
<td>$385.00</td>
</tr>
<tr>
<td>SM5</td>
<td>2 - 8x10s, 4 - 5x7s, 4 - 4x5s, 32 diecut wallets</td>
<td>$295.00</td>
</tr>
<tr>
<td>SM6</td>
<td>2 - 8x10s, 2 - 5x7s, 4 - 4x5s, 16 diecut wallets</td>
<td>$228.00</td>
</tr>
<tr>
<td>SM7</td>
<td>1 - 8x10s, 2 - 5x7s, 4 - 4x5s, 8 diecut wallets</td>
<td>$165.00</td>
</tr>
<tr>
<td>SM8</td>
<td>2 - 5x7s, 4 - 4x5s, 8 diecut wallets</td>
<td>$140.00</td>
</tr>
</tbody>
</table>

### Old Masters Portraits
- Orders are individually retouched for facial blemishes. Images are then printed on Kodak Professional color paper and finished with a hand-applied spray to create a beautiful lustre matte finish and provides UV protection for longer portrait life. 11x14 and 16x20 portraits are mounted on 3/16" Masonite Board. Canvas portraits are permanently embedded on handcut canvas material and provides a formal portrait look.

<table>
<thead>
<tr>
<th>Package</th>
<th>Contents</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>OM1</td>
<td>1 - 16x20 Masonite Board Canvas, 4 - 8x10s, 8 - 5x7s, 8 - 4x5s, 64 diecut wallets</td>
<td>$580.00</td>
</tr>
<tr>
<td>OM2</td>
<td>1 - 11x14 Masonite Board Canvas, 3 - 8x10s, 10 - 5x7s, 4 - 4x5s, 48 diecut wallets</td>
<td>$525.00</td>
</tr>
<tr>
<td>OM3</td>
<td>1 - 16x20 Masonite Board Canvas, 2 - 8x10s, 4 - 5x7s, 8 - 4x5s, 32 diecut wallets</td>
<td>$450.00</td>
</tr>
<tr>
<td>OM4</td>
<td>1 - 11x14 Masonite Board Canvas, 2 - 8x10s, 4 - 5x7s, 8 - 4x5s, 16 diecut wallets</td>
<td>$410.00</td>
</tr>
<tr>
<td>OM5</td>
<td>1 - 8x10 Masonite Board Canvas, 1 - 8x10, 4 - 5x7s, 4 - 4x5s, 32 diecut wallets</td>
<td>$300.00</td>
</tr>
<tr>
<td>OM6</td>
<td>1 - 8x10 Masonite Board Canvas, 2 - 5x7s, 4 - 4x5s, 16 diecut wallets</td>
<td>$255.00</td>
</tr>
</tbody>
</table>

**Special Retouching - $25.00**
Advanced retouching to address items not covered by the basic retouching that is included in all packages such as: stray or fly-away hairs, five o'clock shadows, dental problems, glare on glasses, dark circles below eyes, chest or neck blemishes, scars, or suntan lines.
## High School Senior Portrait Packages and Prices

20% Commission on High School Senior Portraits

### Ala Carte

Ala carte products can be purchased with a package (at a discount) or without a package. Ala carte products include basic retouching for facial blemishes.

<table>
<thead>
<tr>
<th>Item</th>
<th>Deluxe w/o Pkg</th>
<th>Deluxe w/ Pkg</th>
<th>StarMark w/o Pkg</th>
<th>StarMark w/ Pkg</th>
</tr>
</thead>
<tbody>
<tr>
<td>8 Wallets</td>
<td>$32.00</td>
<td>$25.60</td>
<td>$38.00</td>
<td>$30.40</td>
</tr>
<tr>
<td>16 Wallets</td>
<td>$38.00</td>
<td>$30.40</td>
<td>$44.00</td>
<td>$35.20</td>
</tr>
<tr>
<td>24 Wallets</td>
<td>$46.00</td>
<td>$36.80</td>
<td>$52.00</td>
<td>$41.60</td>
</tr>
<tr>
<td>32 Wallets</td>
<td>$52.00</td>
<td>$41.60</td>
<td>$58.00</td>
<td>$46.40</td>
</tr>
<tr>
<td>40 Wallets</td>
<td>$58.00</td>
<td>$46.40</td>
<td>$64.00</td>
<td>$51.20</td>
</tr>
<tr>
<td>48 Wallets</td>
<td>$64.00</td>
<td>$51.20</td>
<td>$72.00</td>
<td>$57.60</td>
</tr>
<tr>
<td>72 Wallets</td>
<td>$86.00</td>
<td>N/A</td>
<td>$90.00</td>
<td>N/A</td>
</tr>
<tr>
<td>2 - 4x5s</td>
<td>$40.00</td>
<td>N/A</td>
<td>$48.00</td>
<td>N/A</td>
</tr>
<tr>
<td>4 - 4x5s</td>
<td>$50.00</td>
<td>$40.00</td>
<td>$56.00</td>
<td>$44.80</td>
</tr>
<tr>
<td>8 - 4x5s</td>
<td>$100.00</td>
<td>$80.00</td>
<td>$105.00</td>
<td>$84.00</td>
</tr>
<tr>
<td>12 - 4x5s</td>
<td>$148.00</td>
<td>N/A</td>
<td>$156.00</td>
<td>N/A</td>
</tr>
<tr>
<td>1 - 5x7</td>
<td>$40.00</td>
<td>N/A</td>
<td>$48.00</td>
<td>N/A</td>
</tr>
<tr>
<td>2 - 5x7s</td>
<td>$50.00</td>
<td>$40.00</td>
<td>$58.00</td>
<td>$46.40</td>
</tr>
<tr>
<td>4 - 5x7s</td>
<td>$100.00</td>
<td>$80.00</td>
<td>$105.00</td>
<td>$84.00</td>
</tr>
<tr>
<td>6 - 5x7s</td>
<td>$148.00</td>
<td>$118.40</td>
<td>$156.00</td>
<td>$124.80</td>
</tr>
<tr>
<td>1 - 8x10</td>
<td>$50.00</td>
<td>$40.00</td>
<td>$58.00</td>
<td>$46.40</td>
</tr>
<tr>
<td>2 - 8x10s</td>
<td>$100.00</td>
<td>$80.00</td>
<td>$115.00</td>
<td>$92.00</td>
</tr>
<tr>
<td>3 - 8x10s</td>
<td>$148.00</td>
<td>$118.40</td>
<td>$165.00</td>
<td>$132.00</td>
</tr>
<tr>
<td>1 - 11x14</td>
<td>$70.00</td>
<td>$56.00</td>
<td>$90.00</td>
<td>$72.00</td>
</tr>
<tr>
<td>1 - 16x20</td>
<td>$100.00</td>
<td>$80.00</td>
<td>$150.00</td>
<td>$120.00</td>
</tr>
<tr>
<td>1 - 20x24</td>
<td>$235.00</td>
<td>N/A</td>
<td>$285.00</td>
<td>N/A</td>
</tr>
</tbody>
</table>

1 - 8x10 on Masonite Board - $125
1 - 11x14 on Masonite Board - $200
1 - 16x20 on Masonite Board - $325
1 - 20x24 on Masonite Board - $475

### Special Retouching - $25.00

Advanced retouching to address items not covered by the basic retouching that is included in all packages such as: stray or fly-away hairs, five o’clock shadows, dental problems, glare on glasses, dark circles below eyes, chest or neck blemishes, scars, or suntan lines.
High School Senior Portrait Proofing Fees
Seniors to select one proofing option at time of session.

<table>
<thead>
<tr>
<th>Name</th>
<th>Description</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yearbook Only (no proofs)</td>
<td>Four (4) head and shoulder poses in yearbook attire. Online proofs.</td>
<td>N/C</td>
</tr>
<tr>
<td>Yearbook Only (with Proofs)</td>
<td>Six (6) head and shoulder poses in yearbook attire. Two (2) “Classic” poses on black background. 4x5 Kodak Professional proofs and online proofs.</td>
<td>$ 20.00</td>
</tr>
<tr>
<td>Econo</td>
<td>Six (6) head and shoulder poses in yearbook attire. Two (2) “Classic” poses on black background. Four (4) to six (6) poses in a cap &amp; gown. 4x5 Kodak Professional proofs and online proofs.</td>
<td>$ 30.00</td>
</tr>
<tr>
<td>Basic</td>
<td>Six (6) head and shoulder poses in yearbook attire. Two (2) “Classic” poses on black background. Four (4) to six (6) poses in a cap &amp; gown. Four (4) to six (6) images from one casual pose. 4x5 Kodak Professional proofs and online proofs.</td>
<td>$ 40.00</td>
</tr>
<tr>
<td>Standard</td>
<td>Six (6) head and shoulder poses in yearbook attire. Two (2) “Classic” poses on black background. Four (4) to six (6) poses in a cap &amp; gown. Three casual poses. Four (4) to six (6) images of each pose. 4x5 Kodak Professional proofs and online proofs.</td>
<td>$ 50.00</td>
</tr>
<tr>
<td>Deluxe</td>
<td>Six (6) head and shoulder poses in yearbook attire. Two (2) “Classic” poses on black background. Four (4) to six (6) poses in a cap &amp; gown. Four casual poses. Four (4) to six (6) images of each pose. Outdoor environmental. Six (6) to eight (8) images. 4x5 Kodak Professional proofs and online proofs.</td>
<td>$ 60.00</td>
</tr>
</tbody>
</table>
PRICING SCHEDULE
SENIOR GRADUATION PICTURES

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):
Candid Color Photography

Firm's Legally Authorized Signature

Date April 24, 2019

Print Name and Title Kyle Araujo, Vice-President

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
High School Graduation Packages and Prices
Prices are from one pose

<table>
<thead>
<tr>
<th>Package</th>
<th>Contents</th>
<th>Price with 20% Commission</th>
</tr>
</thead>
<tbody>
<tr>
<td>A1</td>
<td>2 - 5x7s</td>
<td>$20.00</td>
</tr>
<tr>
<td>A2</td>
<td>4 - 5x7s</td>
<td>$25.00</td>
</tr>
<tr>
<td>A3</td>
<td>6 - 5x7s</td>
<td>$35.00</td>
</tr>
<tr>
<td>A4</td>
<td>8 - 5x7s</td>
<td>$42.00</td>
</tr>
<tr>
<td>B1</td>
<td>2 - 4x6s</td>
<td>$19.00</td>
</tr>
<tr>
<td>B2</td>
<td>4 - 4x6s</td>
<td>$22.00</td>
</tr>
<tr>
<td>B3</td>
<td>6 - 4x6s</td>
<td>$30.00</td>
</tr>
<tr>
<td>B4</td>
<td>8 - 4x6s</td>
<td>$39.00</td>
</tr>
<tr>
<td>C</td>
<td>2 - 4x6 Magnets</td>
<td>$25.00</td>
</tr>
<tr>
<td>D</td>
<td>2 - 8x10s</td>
<td>$21.50</td>
</tr>
<tr>
<td>E</td>
<td>2 - 5x7, 4 - 3x5, 16 wallets</td>
<td>$38.50</td>
</tr>
<tr>
<td>F</td>
<td>4 - 5x7, 4 - 3x5, 8 wallets</td>
<td>$44.50</td>
</tr>
<tr>
<td>G</td>
<td>2 - 8x10, 2 - 5x7, 8 - 3x5, 8 wallets</td>
<td>$47.75</td>
</tr>
<tr>
<td>H</td>
<td>2 - 8x10, 4 - 5x7, 4 - 3x5, 8 wallets</td>
<td>$52.65</td>
</tr>
<tr>
<td>I</td>
<td>4 - 8x10, 8 - 5x7</td>
<td>$62.00</td>
</tr>
<tr>
<td>J</td>
<td>2 - 11x14</td>
<td>$43.50</td>
</tr>
<tr>
<td>K</td>
<td>2 - 11x14, 4 - 5x7, 48 wallets</td>
<td>$68.50</td>
</tr>
<tr>
<td>L</td>
<td>2 - 16x20</td>
<td>$69.00</td>
</tr>
<tr>
<td>W</td>
<td>16 wallets</td>
<td>$25.00</td>
</tr>
</tbody>
</table>
PRICING SCHEDULE
DANCE PICTURES

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Candid Color Photography

[Signature]

Firm's Legally Authorized Signature

April 24, 2019

Print Name and Title  Kyle Araujo, Vice-President

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
## High School Dance Packages and Prices

**Prepay System**

<table>
<thead>
<tr>
<th>Pkg</th>
<th>Contents</th>
<th>Price with 20% Commission</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>2 - 8x10, 2 - 5x7, 8 wallets</td>
<td>$40.00</td>
</tr>
<tr>
<td>B</td>
<td>1 - 8x10, 2 - 5x7, 4 - 3½x5, 8 wallets</td>
<td>$35.00</td>
</tr>
<tr>
<td>C</td>
<td>1 - 8x10, 2 - 5x7, 8 wallets</td>
<td>$30.00</td>
</tr>
<tr>
<td>D</td>
<td>2 - 5x7, 4 - 3½x5, 8 wallets</td>
<td>$25.00</td>
</tr>
<tr>
<td>E</td>
<td>2 - 5x7, 16 wallets</td>
<td>$25.00</td>
</tr>
<tr>
<td>F</td>
<td>2 - 5x7, 8 wallets</td>
<td>$20.00</td>
</tr>
<tr>
<td>G</td>
<td>2 - 3½x5, 4 wallets</td>
<td>$15.00</td>
</tr>
<tr>
<td>H</td>
<td>1 - 3x5, 2 wallets</td>
<td>$10.00</td>
</tr>
<tr>
<td>I</td>
<td>Group Special: 1 - 5x7 per person (minimum 4 people; no exceptions)</td>
<td>$7.00</td>
</tr>
</tbody>
</table>

## High School Prom Packages and Prices

**Prepay System**

<table>
<thead>
<tr>
<th>Pkg</th>
<th>Contents</th>
<th>Price with 20% Commission</th>
</tr>
</thead>
</table>
| A   | Three Pose Special:  
Pose 1: 1 - 8x10, 2 - 5x7, 16 wallets  
Pose 2: 1 - 8x10, 2 - 5x7, 16 wallets  
Pose 3: 1 - 8x10, 2 - 5x7, 16 wallets | $85.00 |
| B   | Two Pose Special:  
Pose 1: 1 - 8x10, 2 - 5x7, 4 - 3½x5, 8 wallets  
Pose 2: 1 - 8x10, 2 - 5x7, 4 - 3½x5, 8 wallets | $70.00 |
| C   | 1 - 8x10, 2 - 5x7, 16 wallets | $45.00 |
| D   | 1 - 8x10, 1 - 5x7, 2 - 3½x5, 8 wallets | $35.00 |
| E   | 2 - 5x7, 4 - 3½x5, 8 wallets | $30.00 |
| F   | 4 - 3½x5, 8 wallets | $25.00 |
| G   | 2 - 3½x5, 4 wallets | $20.00 |
| H   | 8 wallets | $10.00 |
| I   | Group Special: 1 - 5x7 per person (minimum 4 people; no exceptions) | $7.00 |
PRICING SCHEDULE
PANORAMIC SENIOR CLASS PICTURE

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):
Candid Color Photography

________________________________________

Firm's Legally Authorized Signature

Kyle Araujo, Vice-President

Print Name and Title

Date April 24, 2019

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
High School Senior Class Group
Prepay System

Package Contents
A  1 - 10x18 Senior Class Group Photo on Kodak Professional paper.

Price with 20% Commission
$  24.00
PRICING SCHEDULE
HIGH SCHOOL SPORTS PICTURES

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Candid Color Photography

Firm’s Legally Authorized Signature

Kyle Araujo, Vice-President

Print Name and Title

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
## High School Sports Packages and Prices
### Prepay System

<table>
<thead>
<tr>
<th>Package</th>
<th>Contents</th>
<th>Price with 20% Commission</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>1 - 11x14 Memory Mate (individual and team)</td>
<td>$24.00</td>
</tr>
<tr>
<td>B</td>
<td>1 - 8x10 Memory Mate (individual and team)</td>
<td>$15.00</td>
</tr>
<tr>
<td>C</td>
<td>1 - 8x10 team photo, 2 - 5x7 individuals, 2 - 3x5 individuals, 8 wallets individuals</td>
<td>$29.00</td>
</tr>
<tr>
<td>D</td>
<td>1 - 5x7 team photo, 2 - 5x7 individuals, 2 - 3x5 individuals, 4 wallets individuals</td>
<td>$25.00</td>
</tr>
<tr>
<td>E</td>
<td>1 - 5x7 team photo, 2 - 5x7 individuals, 4 wallets individuals</td>
<td>$22.00</td>
</tr>
<tr>
<td>F</td>
<td>1 - 8x10 team photo</td>
<td>$12.00</td>
</tr>
<tr>
<td>G</td>
<td>1 - 5x7 team photo</td>
<td>$10.00</td>
</tr>
<tr>
<td>H</td>
<td>4 - 3x5 individuals, 8 wallets individuals</td>
<td>$24.00</td>
</tr>
<tr>
<td>I</td>
<td>1 - 5x7 individual, 1 - 3x5 individual, 2 wallets individuals</td>
<td>$18.00</td>
</tr>
<tr>
<td>J</td>
<td>8 wallets individuals</td>
<td>$13.00</td>
</tr>
<tr>
<td>K</td>
<td>16 wallets individuals</td>
<td>$23.00</td>
</tr>
<tr>
<td>L</td>
<td>1 - 8x10 individual</td>
<td>$12.00</td>
</tr>
<tr>
<td>M</td>
<td>1 - 11x14 individual</td>
<td>$28.00</td>
</tr>
<tr>
<td>N</td>
<td>1 - 16x20 individual</td>
<td>$42.00</td>
</tr>
<tr>
<td>O</td>
<td>2 - 4x5 player magnets</td>
<td>$13.00</td>
</tr>
<tr>
<td>P</td>
<td>1 - 3 inch player button</td>
<td>$9.00</td>
</tr>
<tr>
<td>Q</td>
<td>1 - player mousepad</td>
<td>$13.00</td>
</tr>
<tr>
<td>R</td>
<td>1 - player coffee mug</td>
<td>$15.00</td>
</tr>
</tbody>
</table>
PRICING SCHEDULE
ELEMENTARY SCHOOL FALL PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Candid Color Photography

______________________________
Print Name and Title Kyle Araujo, Vice-President

Firm’s Legally Authorized Signature

April 24, 2019

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
# Elementary School Fall Packages and Prices

## Prepay System

<table>
<thead>
<tr>
<th>Package</th>
<th>Contents</th>
<th>Price with 40% Commission</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>2 - 8x10, 2 - 5x7, 4 - 3½x5, 8 Wallets, 16 Mini Wallets</td>
<td>$44.00</td>
</tr>
<tr>
<td>B</td>
<td>2 - 8x10, 2 - 5x7, 2 - 3½x5, 4 Wallets, 16 Mini Wallets</td>
<td>$42.00</td>
</tr>
<tr>
<td>C</td>
<td>1 - 8x10, 2 - 5x7, 2 - 3½x5, 4 Wallets, 16 Mini Wallets</td>
<td>$37.00</td>
</tr>
<tr>
<td>D</td>
<td>2 - 5x7, 2 - 3½x5, 4 Wallets, 16 Mini Wallets</td>
<td>$35.00</td>
</tr>
<tr>
<td>E</td>
<td>1 - 8x10, 2 - 3½x5, 4 Wallets, 8 Mini Wallets</td>
<td>$34.00</td>
</tr>
<tr>
<td>F</td>
<td>2 - 5x7, 4 Wallets, 8 Mini Wallets</td>
<td>$31.00</td>
</tr>
<tr>
<td>G</td>
<td>1 - 5x7, 1 - 3½x5, 2 Wallets, 8 Mini Wallets</td>
<td>$29.00</td>
</tr>
<tr>
<td>H</td>
<td>1 - 8x10</td>
<td>$22.00</td>
</tr>
<tr>
<td>I</td>
<td>1 - 5x7, 4 Wallets</td>
<td>$20.00</td>
</tr>
<tr>
<td>J</td>
<td>2 - 3½x5, 4 Wallets</td>
<td>$18.00</td>
</tr>
<tr>
<td>K</td>
<td>2 - 3½x5, 8 Mini Wallets</td>
<td>$17.00</td>
</tr>
<tr>
<td>L</td>
<td>4 - Wallets, 8 Mini Wallets</td>
<td>$14.00</td>
</tr>
</tbody>
</table>

### Add-Ons to Any Package

<table>
<thead>
<tr>
<th>Add-On</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1 - 5x7</td>
</tr>
<tr>
<td>2</td>
<td>2 - 3½x5s</td>
</tr>
<tr>
<td>3</td>
<td>4 - Wallets</td>
</tr>
<tr>
<td>4</td>
<td>1 - 8x10</td>
</tr>
<tr>
<td>5</td>
<td>1 - Digital Download (Available only with Pkg A or B)</td>
</tr>
</tbody>
</table>

*Retouching (for facial blemishes)- $8.00*

*Personalized 2x3 Wallets - $6.00*
FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Candid Color Photography

[Signature]

Firm's Legally Authorized Signature

Kyle Araujo, Vice-President

Date: April 24, 2019

Print Name and Title

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
Middle School Fall Packages and Prices

Prepay System

<table>
<thead>
<tr>
<th>Package</th>
<th>Contents</th>
<th>Price with 40% Commission</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>2 - 8x10, 2 - 5x7, 4 - 3½x5, 8 Wallets, 16 Mini Wallets</td>
<td>$ 44.00</td>
</tr>
<tr>
<td>B</td>
<td>2 - 8x10, 2 - 5x7, 2 - 3½x5, 4 Wallets, 16 Mini Wallets</td>
<td>$ 42.00</td>
</tr>
<tr>
<td>C</td>
<td>1 - 8x10, 2 - 5x7, 2 - 3½x5, 4 Wallets, 16 Mini Wallets</td>
<td>$ 37.00</td>
</tr>
<tr>
<td>D</td>
<td>2 - 5x7, 2 - 3½x5, 4 Wallets, 16 Mini Wallets</td>
<td>$ 35.00</td>
</tr>
<tr>
<td>E</td>
<td>1 - 8x10, 2 - 3½x5, 4 Wallets, 8 Mini Wallets</td>
<td>$ 34.00</td>
</tr>
<tr>
<td>F</td>
<td>2 - 5x7, 4 Wallets, 8 Mini Wallets</td>
<td>$ 31.00</td>
</tr>
<tr>
<td>G</td>
<td>1 - 5x7, 1 - 3½x5, 2 Wallets, 8 Mini Wallets</td>
<td>$ 29.00</td>
</tr>
<tr>
<td>H</td>
<td>1 - 8x10</td>
<td>$ 22.00</td>
</tr>
<tr>
<td>I</td>
<td>1 - 5x7, 4 Wallets</td>
<td>$ 20.00</td>
</tr>
<tr>
<td>J</td>
<td>2 - 3½x5, 4 Wallets</td>
<td>$ 18.00</td>
</tr>
<tr>
<td>K</td>
<td>2 - 3½x5, 8 Mini Wallets</td>
<td>$ 17.00</td>
</tr>
<tr>
<td>L</td>
<td>4 - Wallets, 8 Mini Wallets</td>
<td>$ 14.00</td>
</tr>
</tbody>
</table>

Add-Ons to Any Package

<table>
<thead>
<tr>
<th>Add-Ons</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 1 - 5x7</td>
<td>$ 7.00</td>
</tr>
<tr>
<td>2 2 - 3½x5s</td>
<td>$ 7.00</td>
</tr>
<tr>
<td>3 4 - Wallets</td>
<td>$ 7.00</td>
</tr>
<tr>
<td>4 1 - 8x10</td>
<td>$ 14.00</td>
</tr>
<tr>
<td>5 1 - Digital Download (Available only with Pkg A or B)</td>
<td>$ 20.00</td>
</tr>
</tbody>
</table>

Retouching (for facial blemishes)- $8.00

Personalized 2x3 Wallets - $6.00
PRICING SCHEDULE
ELEMENTARY/MIDDLE SCHOOL SPRING PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 25% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):
Candid Color Photography

[Signature]
Firm's Legally Authorized Signature

Date April 24, 2019

Kyle Araujo, Vice-President

Print Name and Title ________________________

(Initial) Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
Elementary Spring Packages and Prices
Prepay System - Parents select from multiple backgrounds

<table>
<thead>
<tr>
<th>Pkg</th>
<th>Contents</th>
<th>Price with 25% Commission</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>2 - 8x10, 2 - 5x7, 4 - 3½x5, 8 Wallets, 16 Mini Wallets</td>
<td>$44.00</td>
</tr>
<tr>
<td>B</td>
<td>2 - 8x10, 2 - 5x7, 2 - 3½x5, 4 Wallets, 16 Mini Wallets</td>
<td>$42.00</td>
</tr>
<tr>
<td>C</td>
<td>1 - 8x10, 2 - 5x7, 2 - 3½x5, 4 Wallets, 16 Mini Wallets</td>
<td>$37.00</td>
</tr>
<tr>
<td>D</td>
<td>2 - 5x7, 2 - 3½x5, 4 Wallets, 16 Mini Wallets</td>
<td>$35.00</td>
</tr>
<tr>
<td>E</td>
<td>1 - 8x10, 2 - 3½x5, 4 Wallets, 8 Mini Wallets</td>
<td>$34.00</td>
</tr>
<tr>
<td>F</td>
<td>2 - 5x7, 4 Wallets, 8 Mini Wallets</td>
<td>$31.00</td>
</tr>
<tr>
<td>G</td>
<td>1 - 5x7, 1 - 3½x5, 2 Wallets, 8 Mini Wallets</td>
<td>$29.00</td>
</tr>
<tr>
<td>H</td>
<td>1 - 8x10</td>
<td>$22.00</td>
</tr>
<tr>
<td>I</td>
<td>1 - 5x7, 4 Wallets</td>
<td>$20.00</td>
</tr>
<tr>
<td>J</td>
<td>2 - 3½x5, 4 Wallets</td>
<td>$18.00</td>
</tr>
<tr>
<td>K</td>
<td>2 - 3½x5, 8 Mini Wallets</td>
<td>$17.00</td>
</tr>
<tr>
<td>L</td>
<td>4 - Wallets, 8 Mini Wallets</td>
<td>$14.00</td>
</tr>
<tr>
<td>N</td>
<td>1 - 8x10 Class Group</td>
<td>$12.00</td>
</tr>
</tbody>
</table>

Add-Ons to Any Package

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1 - 5x7</td>
<td>$7.00</td>
</tr>
<tr>
<td>2</td>
<td>2 - 3½x5s</td>
<td>$7.00</td>
</tr>
<tr>
<td>3</td>
<td>4 - Wallets</td>
<td>$7.00</td>
</tr>
<tr>
<td>4</td>
<td>1 - 8x10 Individual</td>
<td>$14.00</td>
</tr>
<tr>
<td>5</td>
<td>1 - Digital Download (Available only with Pkg A or B)</td>
<td>$20.00</td>
</tr>
<tr>
<td>6</td>
<td>1 - 8x10 Class Group</td>
<td>$6.00</td>
</tr>
</tbody>
</table>

Retouching (for facial blemishes)- $8.00

Personalized 2x3 Wallets - $6.00
Middle School Spring Packages and Prices
Prepay System - Parents select from multiple backgrounds

<table>
<thead>
<tr>
<th>Pkg</th>
<th>Contents</th>
<th>Price with 25% Commission</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>2 - 8x10, 2 - 5x7, 4 - 3½x5, 8 Wallets, 16 Mini Wallets</td>
<td>$44.00</td>
</tr>
<tr>
<td>B</td>
<td>2 - 8x10, 2 - 5x7, 2 - 3½x5, 4 Wallets, 16 Mini Wallets</td>
<td>$42.00</td>
</tr>
<tr>
<td>C</td>
<td>1 - 8x10, 2 - 5x7, 2 - 3½x5, 4 Wallets, 16 Mini Wallets</td>
<td>$37.00</td>
</tr>
<tr>
<td>D</td>
<td>2 - 5x7, 2 - 3½x5, 4 Wallets, 16 Mini Wallets</td>
<td>$35.00</td>
</tr>
<tr>
<td>E</td>
<td>1 - 8x10, 2 - 3½x5, 4 Wallets, 8 Mini Wallets</td>
<td>$34.00</td>
</tr>
<tr>
<td>F</td>
<td>2 - 5x7, 4 Wallets, 8 Mini Wallets</td>
<td>$31.00</td>
</tr>
<tr>
<td>G</td>
<td>1 - 5x7, 1 - 3½x5, 2 Wallets, 8 Mini Wallets</td>
<td>$29.00</td>
</tr>
<tr>
<td>H</td>
<td>1 - 8x10</td>
<td>$22.00</td>
</tr>
<tr>
<td>I</td>
<td>1 - 5x7, 4 Wallets</td>
<td>$20.00</td>
</tr>
<tr>
<td>J</td>
<td>2 - 3½x5, 4 Wallets</td>
<td>$18.00</td>
</tr>
<tr>
<td>K</td>
<td>2 - 3½x5, 8 Mini Wallets</td>
<td>$17.00</td>
</tr>
<tr>
<td>L</td>
<td>4 - Wallets, 8 Mini Wallets</td>
<td>$14.00</td>
</tr>
</tbody>
</table>

Add-Ons to Any Package

1 1 - 5x7                  $7.00
2 2 - 3½x5s                $7.00
3 4 - Wallets              $7.00
4 1 - 8x10                 $14.00
5 1 - Digital Download (Available only with Pkg A or B) $20.00

Retouching (for facial blemishes)- $8.00

Personalized 2x3 Wallets - $6.00
Other Products

**Elementary and Middle School Mosaic** - A 11"x11" print that features the individual school's logo using the fall underclass images. Mosaic is printed on Kodak Professional Metallic paper. School to receive a complimentary 24"x24" and can be used as a sample for parents. Mosaic is a prepay sale. School to receive $2.00 per order if there is a minimum of fifty (50) orders.

**Package Contents**
- A 1 - 11x11 School Mosaic

**Price**
- $12.00

Price includes cost to design and create, cost to print, sorting, packaging with individual labels, shipping to school and online ordering with an access code. School to receive $2.00 per sale if there are a minimum of fifty (50) orders.

**Remote Ordering Entry System (ROES)** - CCP's photo lab, StarMark Imaging, offers an online image ordering service called ROES (Remote Order Entry System). ROES allows parents to order Kodak Professional prints of their own personal images taken with their own personal cameras (i.e. vacation, Thanksgiving party). Parents can go to http://roes.starmarkimaging.com and download the lab software. Parents would upload their images and select the size print they wish to order. We offer competitive prices on various sizes from wallet sizes up to a 30" platform. Parents can also create custom photo greeting cards, memory books and more. Parents will need to contact us to receive an account number that links their information with the school. For example, a parent of Anytown High School is assigned an account number ATL000001. Any orders placed using their own personal account number will be recorded. The school will receive 1% on any orders placed (excluding cost to ship) when they use a designated account. This system is similar to Target where the shopper can designate their purchase to a selected school.
CONTRACT MODIFICATION

Date: February 4, 2021

Contract No.: RFP #R19225

Modification No.: 2

Contractor: CLASSIC PHOTOGRAPHY AND IMAGING
Attn: David Christianson
6672 Santa Barbara Drive, Suite H
Elkridge, MD 21075
PHN: 800.869.9515 Ext. 114
FAX: 410.203.1002
david@classic-photo.com

SUBJECT: CONTRACT RENEWAL

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

By mutual agreement, contract RFP #R19225, Photography Services for Elementary, Middle, and High Schools is renewed for a period of one year from July 1, 2021 through June 30, 2022, in accordance with section 4 of the contract. The Terms and Conditions will be as specified in RFP #R19225 R1. This represents the second renewal option for this contract.

CLASSIC PHOTOGRAPHY AND IMAGING

BY: [Signature]
AUTHORIZED SIGNATURE

TITLE: [Title]
DATE: 2/9/21

LOUDOUN COUNTY PUBLIC SCHOOLS

BY: [Signature]
AUTHORIZED SIGNATURE

TITLE: Director, Procurement/Risk Management
DATE: 3/4/21
PRICING SCHEDULE
ELEMENTARY SCHOOL FALL PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please see actual envelope for this service

Elementary School
Fall Packages
& Prices

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):
Classic Photography

Date 4/22/19

Firm’s Legally Authorized Signature

Print Name and Title David Christianson - Vice President

(Initial) Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
UPGRADE TO ONE OF OUR CUSTOM BACKGROUNDS

COSMIC
Cásmica

AUTUMN
Otoño

MIST
Niebla

PATRIOT
Patriota

CHARCOAL
 Carbón

LASER
 Laser

STORM
 Torment

SPLASH
 Chapote

COPPER
 Cobre

PLUM
 Cielo

OR RECEIVE OUR....

STANDARD BLUE BACKGROUND

O recibe nuestro fondo azul estándar

Please Note: If no custom background is selected, the STANDARD BLUE BACKGROUND will be used. One background selection per envelope. Sino selecciona su fondo preferido al someter su orden, usaremos el fondo normal. (Una selección de fondo por sobre)
GET EXCITED!!!
YOUR PICTURE DAY IS

2 EASY ORDERING OPTIONS!

ORDER FORM
1. Complete the order form on the right
2. Place payment inside envelope
3. Tear off, seal envelope & give it to your teacher on picture day

NEW!
PRE-ORDER ONLINE
Go to onlineorders.classicphoto.com

Enter Access Key:

Important... Pre-order access will expire at 11:59pm on the night before picture day

BUILD YOUR OWN PACKAGE
Customize Your Own Package to Fit Your Needs

SHEET OPTIONS

8x10
2-5x7s
4-3½x5s
12 Wallets
2-Photo Magnets (4, 5 & 6 Sheet Packages Only)

3 SHEET PACKAGE
3 Paquete de hojas
$30
SAVE!

4 SHEET PACKAGE
4 Paquete de hojas
$38
SAVE BIG!

5 SHEET PACKAGE
5 Paquete de hojas
$45
HUGE SAVINGS!

6 SHEET PACKAGE
6 Paquete de hojas
$50
Plus Receive a FREE Digital Download

* Default Package:
1-8x10, 2-5x7s, 12 Wallets

* PLEASE NOTE: If purchasing a package and no sheets are selected or your form is filled out incorrectly the default package will be used.

Obsérvene por favor. Si está comprando un paquete y ninguna hoja se selecciona o su forrm es llenado incorrectamente el paquete del defecto será utilizado.
**BUILD YOUR OWN PACKAGE**

<table>
<thead>
<tr>
<th>Package</th>
<th>Sheet Contents</th>
<th># of Sheets</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>6 SHEET PACKAGE</td>
<td>1-8x10, 2-5x7s, 4-3½x5½s, 12 Wallets</td>
<td>A1</td>
<td>$35</td>
</tr>
<tr>
<td>5 SHEET PACKAGE</td>
<td>1-8x10, 2-5x7s, 4-3½x5½s, 12 Wallets</td>
<td>B1</td>
<td>$35</td>
</tr>
<tr>
<td>4 SHEET PACKAGE</td>
<td>1-8x10, 2-5x7s, 4-3½x5½s, 12 Wallets</td>
<td>C1</td>
<td>$38</td>
</tr>
<tr>
<td>3 SHEET PACKAGE</td>
<td>1-8x10, 2-5x7s, 4-3½x5½s, 12 Wallets</td>
<td>D1</td>
<td>$30</td>
</tr>
</tbody>
</table>

*PLEASE NOTE* If purchasing a package and no sheets are selected or your form is filled out incorrectly, the default package will be used.

**INDIVIDUAL & SPECIALTY PRODUCTS**

<table>
<thead>
<tr>
<th>Product</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Digital Download (Individual Only)</td>
<td>$35</td>
</tr>
<tr>
<td>1-8x10 &amp; 2-5x7s</td>
<td>$27</td>
</tr>
<tr>
<td>2-5x7s &amp; 12 Wallets</td>
<td>$27</td>
</tr>
<tr>
<td>2-5x7s &amp; 4-3½x5½s</td>
<td>$27</td>
</tr>
<tr>
<td>12 Wallets</td>
<td>$18</td>
</tr>
<tr>
<td>10x13 Super Print Retrato 10x13</td>
<td>$25</td>
</tr>
<tr>
<td>2-Photo Magnets</td>
<td>$17</td>
</tr>
<tr>
<td>Pillow Case 7½&quot; x 5½&quot;</td>
<td>$29</td>
</tr>
<tr>
<td>Travel Mug 16oz.</td>
<td>$27</td>
</tr>
<tr>
<td>Water Bottle Royal Blue</td>
<td>$28</td>
</tr>
<tr>
<td>Water Bottle Hot Pink</td>
<td>$28</td>
</tr>
<tr>
<td>Fleece Blanket (80&quot; x 60&quot;)</td>
<td>$70</td>
</tr>
<tr>
<td>Couch Pillow 24&quot; x 24&quot;</td>
<td>$33</td>
</tr>
</tbody>
</table>

**PAYMENT OPTIONS**

- **Cash**
- **Check/Money Order**
- **Credit Card**

*Please Make Payable to Classic Photography*

*Payment by check is your express authorization that it may be converted into a one-time Electronic Fund Transfer (EFT) from your account, and all returned checks or EFTs may be re-presented electronically along with a separate EFT or demand draft for the maximum returned check fee allowed by state law.*

**CLASSIC PHOTOGRAPHY & IMAGING**

6671 Santa Barbara Rd.
Elkridge, MD 21075

(800) 869.9515
Classic-Photo.com

**Elementary School Fall Packages & Prices**

**This is a Fundraiser**

A Portion of the money collected from Picture Day Comes Back to the School

**STUDENT INFORMATION**

<table>
<thead>
<tr>
<th>First Name</th>
<th>Last Name</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>School</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**MAILING INFORMATION**

Parent's First Name
Nombre de Padres/Madre

Parent's Last Name
Apellido de Padres/Madre

Address
Dirección Postal

Apt.

City
Cidade

State
Estado

ZIP
Código Postal

Phone 
Teléfono

Email
Correo Electrónico

**PAYMENT OPTIONS**

- **Cash**
- **Check/Money Order**
- **Credit Card**

*Please Note: Pre-order access will expire at 11:59pm on the night before picture day.*
CHECK OUT OUR PRODUCTS

Photo Notebook
Photo Cuaderno
6" x 8"

HOT PRODUCT
Your photo on all 50 pages!
Tu foto en las 50 paginas!

Portrait Plaque
Placa con retrato
8" x 10"

Couch Pillow
Almohada de sofa
18" x 18" Two Sided

Photo Pendant
w/ 24" Adjustable Chain
Oval or Rectangular Pendants Available
Collar de la foto de oval o rectangular con cadena ajustable de 24"

Fleece Blanket
Frazada de lana
(60" x 50"

Photo Magnets
Magnets (3½" x 5")

Pillow Case
Funda de Almohada
21½" x 30"
(Pillow Not Included)

Travel Mug
Taza alta de viaje 16 oz.

Questions?
(800)869.9515 x112
Please Do Not Call the School
¿Preguntas? Por favor no llames a la escuela

Elementary School Fall Packages & Prices

Standard Prints:
Estándar
Huellas dacilares
10x13
8x10
5x7s
3½x5s
Wallets (2x3)

Water Bottle
Botella de agua
15 oz.
Includes Storage Compartment
Incluye compartimento de almacenamiento

New Product

SCREW CAP MUGS

Poses & Product Design May Vary

MD-IND-FALL18
PRICING SCHEDULE
MIDDLE SCHOOL FALL PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM
AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS
AND PRICES.

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this
RFP.

NAME OF FIRM (please print):

Classic Photography

Firm's Legally Authorized Signature

Print Name and Title

David Christiansen - Vice President

Date 4-22-19

Student images on SFTP mechanism shall be provided to the LCPS Information Management
office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set
forth in the Special Provisions of this RFP.
Custom Backgrounds

Upgrade to one of our custom backgrounds for only $5.

- Cosmic Cásmico
- Autumn Otoño
- Mist Niebla
- Patriot Patriota
- Charcoal Carbón
- Laser Láser
- Storm Torment
- Splash Chapote
- Copper Cobre
- Plum Cineela

OR RECEIVE OUR....

Standard Blue Background

Please Note: If no custom background is selected, the Standard Blue Background will be used. One background selection per envelope.
CLASSIC PHOTOGRAPHY
SCHOOL PORTRAITS

GET EXCITED!!! YOUR PICTURE DAY IS
¡Emocionarse! Su día de imagen es

2 EASY ORDERING OPTIONS!
Dos opciones de pedido fáciles

ORDER FORM
1. Complete the order form on the right
   Complete el formulario de pedido a la derecha
2. Place payment inside envelope
   Coloque el pago dentro del sobre
3. Tear off, seal envelope & give it to your teacher on picture day
   Arranca, sello el sobre y da lo a tu maestra el día de la foto

PRE-ORDER ONLINE
Go to onlineorders.classicphoto.com

Enter Access Key:

Important... Pre-order access will expire at 11:59pm on the night before picture day
El acceso de pre-pedido caducara a las 11:59p.m. del día anterior a la imagen

BUILD YOUR OWN PACKAGE
Customize Your Own Package to Fit Your Needs
¡A estrenar esta primavera! Construya su propio paquete. Personaliza tu propio paquete para satisfacer tus necesidades

SHEET OPTIONS
Opciones de hoja

3 SHEET PACKAGE
3 Paquete de hojas
$30
SAVE!
Default Package:
1-8x10, 2-5x7s, 12 Wallets

4 SHEET PACKAGE
4 Paquete de hojas
$38
SAVE BIG!
Default Package:
1-8x10, 2-5x7s, 4-3½x5s & 12 Wallets

5 SHEET PACKAGE
5 Paquete de hojas
$45
HUGE SAVINGS!
Default Package:
1-8x10, 4-5x7s, 4-3½x5s & 12 Wallets

6 SHEET PACKAGE
6 Paquete de hojas
$50
Plus Receive a FREE Digital Download
Default Package:
2-8x10, 4-5x7s, 4-3½x5s, 12 Wallets, Plus FREE Digital Download

*PLEASE NOTE: If purchasing a package and no sheets are selected or your form is filled out incorrectly the default package will be used.

OBSEÑRE POR FAVOR: Si se compra un paquete y ninguna hoja se seleccionaron o se llenó incorrectamente el paquete del defecto será utilizado.
## BUILD YOUR OWN PACKAGE

<table>
<thead>
<tr>
<th>Package</th>
<th>Sheet Contents</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>6 SHEET PACKAGE</td>
<td>1-8x10, 2-5x7s, 4-3½x5½, 12 Wallets</td>
<td>$50</td>
</tr>
<tr>
<td>5 SHEET PACKAGE</td>
<td>1-8x10, 2-5x7s, 4-3½x5½, 12 Wallets</td>
<td>$45</td>
</tr>
<tr>
<td>4 SHEET PACKAGE</td>
<td>1-8x10, 2-5x7s, 4-3½x5½, 12 Wallets</td>
<td>$38</td>
</tr>
<tr>
<td>3 SHEET PACKAGE</td>
<td>1-8x10, 2-5x7s, 4-3½x5½, 12 Wallets</td>
<td>$30</td>
</tr>
</tbody>
</table>

### PERSONALIZED PRODUCTS

<table>
<thead>
<tr>
<th>Product</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Digital Download (Individual Only)</td>
<td>$35</td>
</tr>
<tr>
<td>1-8x10 &amp; 2-5x7s</td>
<td>$27</td>
</tr>
<tr>
<td>2-5x7s &amp; 12 Wallets</td>
<td>$27</td>
</tr>
<tr>
<td>2-5x7s &amp; 4-3½x5½</td>
<td>$27</td>
</tr>
<tr>
<td>12 Wallets</td>
<td>$18</td>
</tr>
<tr>
<td>10x13 Super Print</td>
<td>$25</td>
</tr>
<tr>
<td>2-Photo Magnets</td>
<td>$17</td>
</tr>
<tr>
<td>Photo Notebook (8½ x 11½)</td>
<td>$23</td>
</tr>
<tr>
<td>Photo Pendant - Oval</td>
<td>$21</td>
</tr>
<tr>
<td>Photo Pendant - Rectangle</td>
<td>$21</td>
</tr>
<tr>
<td>Portrait Plaque</td>
<td>$32</td>
</tr>
<tr>
<td>NEW! Pop Grip</td>
<td>$19</td>
</tr>
<tr>
<td>Pillow Case (17½ x 30½)</td>
<td>$29</td>
</tr>
<tr>
<td>Travel Mug (16oz.)</td>
<td>$27</td>
</tr>
<tr>
<td>Water Bottle - Royal Blue</td>
<td>$28</td>
</tr>
<tr>
<td>Water Bottle - Hot Pink</td>
<td>$28</td>
</tr>
<tr>
<td>Fleece Blanket (70 x 80)</td>
<td>$70</td>
</tr>
<tr>
<td>Couch Pillow (16 x 16)</td>
<td>$33</td>
</tr>
</tbody>
</table>

## PAYMENT OPTIONS

- Cash $  
- Check/Money Order $  

You can pay using a credit/debit card by following the Pre-Order Online instructions.

### Mailing Information

- Parent’s First Name: 
- Parent’s Last Name: 
- Address: 
- City: 
- State: 
- ZIP: 
- Phone #: 
- Email: 

### Payment Information

- Credit Card: 

Please Note: Pre-order access will expire at 11:59pm on the night before picture day.
CHECK OUT OUR PRODUCTS

Photo Notebook
Folleto de fotos
6" x 8"

Your photo on all 50 pages!
Tu foto en las 50 páginas!

Couch Pillow
Almohada de sofá
18" x 18" - Two Sided

Water Bottle
Botella de agua
15 oz.
Includes Storage Compartment
Incluye compartimento de almacenamiento

Portrait Plaque
Placa con retrato
8" x 10"

Photo Pendant
Collar de la foto de óvalo o rectangular con cadena ajustable de 24"

Fleece Blanket
Frazada de lana
(60" x 50"

Photo Magnets
Magnéticos (3½" x 5"

Pillow Case
Funda de almohada
21½" x 30"
(Pillow Not Included)

Pop Grips
Perfect for any mobile device!
(Nuevo! Soporte para teléfono
Perfecto para cualquier dispositivo móvil

Travel Mug
Taza alta de viaje
16 oz.

Questions?
(800)869.9515 x112

Please Do Not Call the School

Middle School
Fall Packages & Prices

Standard Prints:
Estándar
Tallas dactilares:
10x13
8x10
5x7
3½x5
Wallets (2x3)

Poses & Product Design May Vary
PRICING SCHEDULE
ELEMENTARY/MIDDLE SCHOOL SPRING PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Elementary School
Spring Packages & Prices

Middle School
Spring Packages & Prices

Please note that all submitted prices must include the 25% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Classic Photography

Firm's Legally Authorized Signature

David Christianson

Date 4/21/19

Print Name and Title David Christianson - Vice President

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
Back Options

Choose a background that fits your personality...

Opciones de fondo. Elige un fondo que se adapte a tu personalidad... por solo $5

Upgrade to a custom background for only $5

Firefly
Luciérnaga

Superhero
Superhéroe

Barn Wood
Madera de granero

Prism
Prisma

Freedom
Libertad

Lavender
Lavanda

Mountains
Montañas

Golden
Dorado

Coral
Coral

Aqua
Agua

Or Receive Our STANDARD BACKGROUND

If no custom background is selected, the standard background will be used. One background selection per order.

Si no seleccionas tu fondo preferido al contestar tu orden, usaremos el fondo normal. Un fondo por pedido.
YOUR PICTURE DAY IS:
Tu día de fotos es

EASY PRE-ORDERING AT
Pre-pedido fácil en

www.Classic-Photo.com
Click Schools then Pre-Order Now

Access Key:

Don't want to pre-order online? No problem.
Complete the order form on the right | Include payment, tear off & seal
Return order form to teacher on picture day

¿No quieres pre-ordenar en línea? No hay problema.  1. Complete el formulario de pedido a la derecha.
2. Incluir pago, arrancar y sellar.  3. Regresa con el maestro el día de la foto

Sheet Options
Sheets are of the student's individual photo only, not the class group.
Opciones de hoja
Las hojas son de la foto individual del estudiante, no del grupo de clase.

8x10  2-5x7s  4-3½x5s  12 Wallets  2-Photo Magnets

4 Sheet Package
4 Paquete de hojas
Receive a FREE 8x10 Class Photo and FREE Digital Image of Student
(a $48 value)
Recibe un gratis foto de clase 8x10 y gratis digital imagen del estudiante. (un valor de $48)

*Default Pkg: 1-8x10, 4-5x7s, 2-5x7s, 12 Wallets, 8x10 Class Photo & Digital Image

3 Sheet Package
3 Paquete de hojas
Plus! Receive a FREE 5x7 Class Photo
(a $10 value)
Además recibe un gratis foto de clase 5x7
(un valor de $10)

*Default Package: 1-8x10, 2-5x7s, 12 Wallets, 6-5x7 Class Photo

2 Sheet Package
2 Paquete de hojas

Big Savings!
Gran ahorro!

$44
$36
$28

Please Note: Spring individual photos are only taken for those students who have pre-ordered or turn in an envelope on picture day
Tenga en cuenta: las fotos individuales de primavera solo se toman para aquellos estudiantes que han ordenado o entregado un sobre el día de la foto.
### BUILD YOUR OWN PACKAGE

<table>
<thead>
<tr>
<th>Package</th>
<th>Sheet Contents</th>
<th>Qty.</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>4 Sheet Package</strong></td>
<td>1-8x10, 2-5x7s, 4-3½x5s, 12 Wallets</td>
<td></td>
<td>$44</td>
</tr>
<tr>
<td><strong>3 Sheet Package</strong></td>
<td>1-8x10, 2-5x7s, 4-3½x5s, 12 Wallets</td>
<td></td>
<td>$36</td>
</tr>
<tr>
<td><strong>2 Sheet Package</strong></td>
<td>1-8x10, 2-5x7s, 4-3½x5s, 12 Wallets</td>
<td></td>
<td>$28</td>
</tr>
</tbody>
</table>

### SPECIALTY PRODUCTS

<table>
<thead>
<tr>
<th>Product</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Digital Image (Individual Photo Only)</td>
<td>$35</td>
</tr>
<tr>
<td>8x10 Class Group Photo</td>
<td>$13</td>
</tr>
<tr>
<td>5x7 Class Group Photo</td>
<td>$10</td>
</tr>
<tr>
<td>2-Photo Magnets</td>
<td>$17</td>
</tr>
<tr>
<td>Fun Pack</td>
<td>$14</td>
</tr>
<tr>
<td>Classmate (8x10)</td>
<td>$16</td>
</tr>
<tr>
<td>New! 11x17 Class Folio</td>
<td>$15</td>
</tr>
<tr>
<td>Portrait Plaque</td>
<td>$30</td>
</tr>
<tr>
<td>Photo Notebook</td>
<td>$23</td>
</tr>
<tr>
<td>Pillow Case (21½x30&quot; Pillow Not Included)</td>
<td>$29</td>
</tr>
<tr>
<td>Couch Pillow (18x18&quot;) - Two Sided</td>
<td>$33</td>
</tr>
<tr>
<td>Photo Pendant - Oval</td>
<td>$20</td>
</tr>
<tr>
<td>Photo Pendant - Rectangle</td>
<td>$20</td>
</tr>
</tbody>
</table>

### Mailing Information

- **Parent's First Name**: Nombre de Padre/Madre
- **Parent's Last Name**: Apellido de Padre/Madre
- **Address**: Dirección de la escuela
- **City**: Ciudad
- **State**: Estado
- **ZIP**: Código Postal
- **Email**: Correo electrónico

### Payment Information

- **Cash $**
- **Check/Money Order #**
- **Credit Card**

    *Pay using a credit/debit card by following the Easy Pre-Ordering instructions. Please Note: Pre-order access will expire at 11:59pm on the night before picture day.*

    *Payment by check is in your express authorization that it may be converted into a one-time Electronic Fund Transfer (EFT) from your account, and all returned checks or EFTs may be re-presented electronically along with a separate EFT or demand draft for the maximum returned check fee allowed by state law.*

### Questions?

- **(800) 869-9515 - Please Do Not Call the School**

Thank You For Your Order! (All Prices Include Sales Tax & Shipping)

---

**Please Print Clearly**

<table>
<thead>
<tr>
<th>First Name</th>
<th>Last Name</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Student Information**

- **First Name**: Nombre del estudiante
- **Last Name**: Apellido del estudiante
- **Teacher**: Maestra

---

**MAILING INFORMATION**

- **Parent’s First Name**: Nombre del Padre/Madre
- **Parent’s Last Name**: Apellido del Padre/Madre
- **Address**: Dirección de la escuela
- **City**: Ciudad
- **State**: Estado
- **ZIP**: Código Postal
- **Email**: Correo electrónico

---

**Easy Pre-Ordering**

Pay using a credit/debit card by following the Easy Pre-Ordering instructions. Please Note: Pre-order access will expire at 11:59pm on the night before picture day.

Questions? (800)869-9515 - Please Do Not Call the School

---

**Thank You For Your Order!**

(All Prices Include Sales Tax & Shipping)
Capture these moments and tell your story

Digital image delivered to your phone or computer

Easily share your memories with family & friends

Plus! Free digital image delivery included with the purchase of a 4 sheet package.

Remember Your Classmates!

New 11x17 Class Folio

Classmate 8x10"

Fun Pack

Photo Magnets

3½" x 5" Magnets

Couch Pillow

18"x18" | Double Sided

Pillow Case

21½"x30" | Pillow Not Included

Photo Notebook

6"x8" | Your Photo on Every Page

Portrait Plaque

8"x10"

Retrato de la placa

Digital image included with the purchase of a 4 sheet package.
Choose a background that fits your personality...

Upgrade to a custom background for only $5

- Firefly
- Superhero
- Barn Wood
- Prism
- Freedom
- Lavender
- Mountains
- Golden
- Coral
- Aqua

Or Receive Our STANDARD BACKGROUND

If no custom background is selected, the standard background will be used. One background selection per order.
YOUR PICTURE DAY
Tu día de fotos es

EASY PRE-ORDERING AT
Pre-pedido fácil en

www.Classic-Photo.com
Click Schools then Pre-Order Now
Access Key:

Don’t want to pre-order online? No problem.
Complete the order form on the right | Include payment, tear off & seal
Return order form to teacher on picture day

¿No quieres pre-ordenar en línea? No hay problema.
1. Complete el formulario de pedido a la derecha.
2. Incluir pago, arrancar y sellar. 3. Regresa con el maestro el día de la foto

Build Your Own Package
Customize to Fit Your Needs

Sheet Options
Opciones de hoja

4 Sheet Package
4 Paquete de hojas

3 Sheet Package
3 Paquete de hojas

2 Sheet Package
2 Paquete de hojas

Receive a FREE Digital Image of Your Student (a $35 value)
Recibe un gratis digital imagen del estudiante. (un valor de $35)

Best Value

Huge Savings!
Grandes ahorros

Big Savings!
Grandes ahorros

Default Pkg: 1-8x10, 4-3½x5s, 2-5x7s, 12 Wallets & Digital Image

4 Sheet Package

$44

Default Package: 1-8x10, 2-5x7s & 12 Wallets

3 Sheet Package

$36

Default Package: 2-5x7s & 12 Wallets

2 Sheet Package

$28

Please Note: Spring individual photos are only taken for those students who have pre-ordered or turn in an envelope on picture day
## BUILD YOUR OWN PACKAGE

**4 Sheet Package**  
Select any 4 sheets to the right!  
(Paquete de 4 hojas)  
Selecte cualquier 4 hojas a la derecha

<table>
<thead>
<tr>
<th>Sheet Contents</th>
<th>Full Sheets</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-8x10</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2-5x7s</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4-3½x5s</td>
<td></td>
<td>$44</td>
</tr>
<tr>
<td>12 Wallets</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**3 Sheet Package**  
Select any 3 sheets to the right!  
(Paquete de 3 hojas)  
Selecte cualquier 3 hojas a la derecha

<table>
<thead>
<tr>
<th>Sheet Contents</th>
<th>Full Sheets</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-8x10</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2-5x7s</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4-3½x5s</td>
<td></td>
<td>$36</td>
</tr>
<tr>
<td>12 Wallets</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**2 Sheet Package**  
Select any 2 sheets to the right!  
(Paquete de 2 hojas)  
Selecte cualquier 2 hojas a la derecha

<table>
<thead>
<tr>
<th>Sheet Contents</th>
<th>Full Sheets</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-8x10</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2-5x7s</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4-3½x5s</td>
<td></td>
<td>$28</td>
</tr>
<tr>
<td>12 Wallets</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### SPECIALTY PRODUCTS

<table>
<thead>
<tr>
<th>Product</th>
<th>Price</th>
<th>QTY</th>
<th>Note</th>
</tr>
</thead>
<tbody>
<tr>
<td>Digital Image (Individual Photo Only)</td>
<td>$35</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Portrait Plaque</td>
<td>$30</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Photo Pendant - Oval</td>
<td>$20</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Photo Pendant - Rectangle</td>
<td>$20</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2-Photo Magnets</td>
<td>$17</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Photo Notebook</td>
<td>$19</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Photo Retouching (return with order only)</td>
<td>$6</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Mailing Information

**Address**
The address will be printed as the address on your order.

**School**
Spend $35 on your order and receive a FREE Digital Image of Your Student.  
Don't forget to give us your email & cell #.

### Payment Information

- **Cash $**
- **Check/Money Order #**
- **Credit Card**

### Questions?

(800)869-9515 - Please Do Not Call the School

**Easy Pre-Ordering Instructions**

- Please Note: Pre-order access will expire at 11:59pm on the night before picture day.

---

**Digital Image**

(Individual Photo Only)

Don't forget to give us your email & cell #.

*Payment per check is your express authorization that it may be converted into a one-time Electronic Fund Transfer (EFT) from your account, and all returned checks or EFTs may be re-presented electronically along with a separate EFT or demand draft for the maximum returned check for allowed by state law.*

---

**Questions?** (800)869-9515 - Please Do Not Call the School
Capture *these* **Middle School**
and tell your *Story*

New

Digital image delivered
to your phone or computer

No olvides darte tu correo electrónico y número de celular.

Easily share your memories with family & friends

*Plus!* Free digital image delivery included
with the purchase of a 4 sheet package.

Student name & year
appears on all
8x10s, 5x7s & 3½x5s

8x10s

5x7s

3½x5s

Wallets
(2x3)

Photo Magnets
3½"x5"

Photo Pendants
w/ 24" Adjustable Chain
Collar de la foto con cadena
ajustable de 24"

Portrait Plaque
8"x10"
Retrato de la placa

Photo Notebook
6"x8" | Your Photo on Every Page
Cuaderno de fotos - Tu foto en cada pagina
Date: February 4, 2021

Contract No.: RFP #R19225

Modification No.: 2

Contractor: GREAT AMERICAN PHOTO, LLC
Attn: Jeffrey T. Pilot
663 Southlawn Lane
Rockville, MD 20850
PHN: 301.956.7525
FAX: 301.838.9007
greatamericanphoto@gmail.com

SUBJECT: CONTRACT RENEWAL

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

By mutual agreement, contract RFP #R19225, Photography Services for Elementary, Middle, and High Schools is renewed for a period of one year from July 1, 2021 through June 30, 2022, in accordance with section 4 of the contract. The Terms and Conditions will be as specified in RFP #R19225 R1. This represents the second renewal option for this contract.

GREAT AMERICAN PHOTO, LLC

BY: [Signature]
AUTHORIZED SIGNATURE
TITLE: [Title]
DATE: 3/5/2021

LOUDOUN COUNTY PUBLIC SCHOOLS

BY: Andrea Philpaw
AUTHORIZED SIGNATURE
TITLE: Director, Procurement/Risk Management
DATE: 3/4/21

1 of 8
Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Great American Photo, LLC

Firm's Legally Authorized Signature

Date 3/10/2020

Print Name and Title Jeffrey T. Pilot, president

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
**Elementary/Middle Fall Portrait Pricing Schedule**

Return orders to school by date in red on the right of the form, or order online immediately.

### PORTRAIT PACKAGES

<table>
<thead>
<tr>
<th>Package</th>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>A</strong></td>
<td>Package A</td>
<td>$70</td>
</tr>
<tr>
<td></td>
<td>2 - 8 x 10</td>
<td></td>
</tr>
<tr>
<td></td>
<td>4 - 3 x 5</td>
<td></td>
</tr>
<tr>
<td></td>
<td>4 - 5 x 7</td>
<td></td>
</tr>
<tr>
<td></td>
<td>8 - Wallets</td>
<td></td>
</tr>
<tr>
<td></td>
<td>1 - FD of All Images</td>
<td></td>
</tr>
<tr>
<td><strong>B</strong></td>
<td>Package B</td>
<td>$50</td>
</tr>
<tr>
<td></td>
<td>1 - 8 x 10</td>
<td></td>
</tr>
<tr>
<td></td>
<td>4 - 3 x 5</td>
<td></td>
</tr>
<tr>
<td></td>
<td>2 - 5 x 7</td>
<td></td>
</tr>
<tr>
<td></td>
<td>8 - Wallets</td>
<td></td>
</tr>
<tr>
<td></td>
<td>1 - Keepsake</td>
<td></td>
</tr>
<tr>
<td><strong>C</strong></td>
<td>Package C</td>
<td>$40</td>
</tr>
<tr>
<td></td>
<td>4 - 5 x 7</td>
<td></td>
</tr>
<tr>
<td></td>
<td>4 - Wallets</td>
<td></td>
</tr>
<tr>
<td></td>
<td>2 - 3 x 5</td>
<td></td>
</tr>
<tr>
<td></td>
<td>2 - Magnets</td>
<td></td>
</tr>
<tr>
<td><strong>D</strong></td>
<td>Package D</td>
<td>$35</td>
</tr>
<tr>
<td></td>
<td>1 - 8 x 10</td>
<td></td>
</tr>
<tr>
<td></td>
<td>2 - 5 x 7</td>
<td></td>
</tr>
<tr>
<td></td>
<td>4 - Wallets</td>
<td></td>
</tr>
<tr>
<td><strong>E</strong></td>
<td>Package E</td>
<td>$25</td>
</tr>
<tr>
<td></td>
<td>1 - 8 x 10</td>
<td></td>
</tr>
<tr>
<td></td>
<td>4 - Wallets</td>
<td></td>
</tr>
</tbody>
</table>

### SPECIALTY PRODUCTS

<table>
<thead>
<tr>
<th>Specialty</th>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>F</td>
<td>1 - 8 x 10</td>
<td>$20</td>
</tr>
<tr>
<td>G</td>
<td>2 - 5 x 7</td>
<td>$18</td>
</tr>
<tr>
<td>H</td>
<td>4 - 3 x 5</td>
<td>$18</td>
</tr>
<tr>
<td>I</td>
<td>8 Wallets</td>
<td>$18</td>
</tr>
<tr>
<td>J</td>
<td>2 Magnets</td>
<td>$16</td>
</tr>
<tr>
<td>K</td>
<td>Keychain</td>
<td>$14</td>
</tr>
<tr>
<td>L</td>
<td>Mouse Pad</td>
<td>$20</td>
</tr>
<tr>
<td>M</td>
<td>Ceramic Mug</td>
<td>$22</td>
</tr>
<tr>
<td>N</td>
<td>Travel Mug</td>
<td>$22</td>
</tr>
<tr>
<td>O</td>
<td>Flash Drive</td>
<td>$50</td>
</tr>
<tr>
<td>Q</td>
<td>Keepsake</td>
<td>$25</td>
</tr>
</tbody>
</table>

**Blue Background Standard - OR -**

- **NEW** OPTIONAL Background Changes for only $8
- **F1** Fall Leaves
- **F2** Forest Scene
- **F3** City Lights
- **F4** Aqua Frame

**View & Order Your Photos Online at**

GreatAmericanPhoto.com

1. Select “Online Gallery” from our homepage
2. Select your school gallery for the current year
3. Enter your web password and your email address

---

**Signature Required for Credit Card Payment:**

Name On Card: ____________________________
Billing Address: _________________________
Credit Card #: __________________________
City: ____________________________ State: ____________________________ Zip: __________________________
Exp Date: ____________________________ CVC: __________________________
Amount: ____________________________ Phone Number: __________________________

---

Copyright Release
Flash Drive of All Images from a single reference # (Does Not Include Group)

---

Great American Photo, LLC
663 Southlaw Lane Rockville, MD 20850
301-956-7525
greatamericanphoto@gmail.com
See Attached pricing Schedule

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Great American Photo, LLC

Firm's Legally Authorized Signature

Date, 3/10/2020

Print Name and Title Jeffrey J. Pilot

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
10.3.1

Elementary/Middle Fall Portrait Pricing Schedule

Return orders to school by date in red on the right of the form, or order online immediately.

### PORTRAIT PACKAGES

<table>
<thead>
<tr>
<th>Package A</th>
<th>$70</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 - 8 x 10</td>
<td>4 - 3 x 5</td>
</tr>
<tr>
<td>4 - 5 x 7</td>
<td>8 - Wallets</td>
</tr>
<tr>
<td>1 - FD of All Images</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Package B</th>
<th>$50</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 - 8 x 10</td>
<td>4 - 3 x 5</td>
</tr>
<tr>
<td>2 - 5 x 7</td>
<td>8 - Wallets</td>
</tr>
<tr>
<td>1 - Keepsake</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Package C</th>
<th>$40</th>
</tr>
</thead>
<tbody>
<tr>
<td>4 - 5 x 7</td>
<td>4 - Wallets</td>
</tr>
<tr>
<td>2 - 3 x 5</td>
<td>2 - Magnets</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Package D</th>
<th>$35</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 - 8 x 10</td>
<td>4 - Wallets</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Package E</th>
<th>$25</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 - 8 x 10</td>
<td>4 - Wallets</td>
</tr>
</tbody>
</table>

### SPECIALTY PRODUCTS

<table>
<thead>
<tr>
<th>F</th>
<th>1 - 8 x 10</th>
<th>$20</th>
</tr>
</thead>
<tbody>
<tr>
<td>G</td>
<td>2 - 5 x 7</td>
<td>$18</td>
</tr>
<tr>
<td>H</td>
<td>4 - 3 x 5</td>
<td>$18</td>
</tr>
<tr>
<td>I</td>
<td>8 Wallets</td>
<td>$18</td>
</tr>
<tr>
<td>J</td>
<td>2 Magnets</td>
<td>$16</td>
</tr>
<tr>
<td>K</td>
<td>Keychain</td>
<td>$14</td>
</tr>
<tr>
<td>L</td>
<td>Mouse Pad</td>
<td>$20</td>
</tr>
<tr>
<td>M</td>
<td>Ceramic Mug</td>
<td>$22</td>
</tr>
<tr>
<td>N</td>
<td>Travel Mug</td>
<td>$22</td>
</tr>
<tr>
<td>O</td>
<td>Flash Drive</td>
<td>$50</td>
</tr>
<tr>
<td>Q</td>
<td>Keepsake</td>
<td>$25</td>
</tr>
</tbody>
</table>

**Blue Background Standard -OR-**

| F1 | Fall Leaves |
| F2 | Forest Scene|
| F3 | City Lights |
| F4 | Aqua Frame  |

Optional Background Changes for only $8

**F4**

Copyright Release
Flash Drive of All Images from a single reference #
(Does Not Include Group)

View & Order Your Photos Online at
GreatAmericanPhoto.com

1. Select “Online Gallery” from our homepage
2. Select your school gallery for the current year
3. Enter your web password and your email address

---

Signature Required for Credit Card Payment:

```
Name On Card

Billing Address:

City

State

Zip

Credit Card #

Exp Date

CVV

Amount

Phone Number

Signature Required for Credit Card Payment:
```
PRICING SCHEDULE
ELEMENTARY/MIDDLE SCHOOL SPRING PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

See attached pricing schedule

Please note that all submitted prices must include the 25% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Great American Photo, LLC

Date: 3/10/2020

Firm's Legally Authorized Signature

Jeffrey T. Pilot

Print Name and Title: Jeffrey T. Pilot

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
Elementary/Middle Spring Pricing Schedule

**Only students with order forms and payment will be photographed**

### Portrait Packages

<table>
<thead>
<tr>
<th>Package</th>
<th>Description</th>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>A</strong></td>
<td>Package A</td>
<td>$50</td>
<td>$35</td>
<td>$29</td>
<td>$25</td>
</tr>
<tr>
<td></td>
<td>2 - 8 x 10</td>
<td>2 - 8 x 10</td>
<td>2 - 5 x 7</td>
<td>1-5x7</td>
<td></td>
</tr>
<tr>
<td></td>
<td>2 - 5 x 7</td>
<td>1 - 5 x 7</td>
<td>4 - 3 x 5</td>
<td>2-3x5</td>
<td></td>
</tr>
<tr>
<td></td>
<td>4 - 3 x 5</td>
<td>1 - Magnet</td>
<td>1-Magnet</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>1 - Magnet</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Specialty Products

<table>
<thead>
<tr>
<th>Product</th>
<th>Description</th>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>E</strong></td>
<td>1 - 8x10</td>
<td>$20</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>J</td>
<td>2 - Magnets</td>
<td>$16</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>F</strong></td>
<td>2 - 5x7</td>
<td>$20</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>K</td>
<td>Ornament</td>
<td>$16</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>G</strong></td>
<td>4 - 3x5</td>
<td>$20</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>L</td>
<td>Ceramic Mug</td>
<td>$22</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>H</strong></td>
<td>1 - 11x14</td>
<td></td>
<td>$35</td>
<td></td>
<td></td>
</tr>
<tr>
<td>M</td>
<td>Copyright Release</td>
<td></td>
<td></td>
<td></td>
<td>$50</td>
</tr>
<tr>
<td><strong>I</strong></td>
<td>8x10 Canvas</td>
<td></td>
<td></td>
<td>$35</td>
<td></td>
</tr>
<tr>
<td></td>
<td>flash drive</td>
<td></td>
<td></td>
<td></td>
<td>$50</td>
</tr>
</tbody>
</table>
10.3.1 Elementary/Middle School Class Group Pricing Schedule

**Student’s Name:**

**Class Group Orders**

Teacher: i.e. Mrs. Smith

<table>
<thead>
<tr>
<th>Grade:</th>
<th>Quantity</th>
<th>Price</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>8x10 print</td>
<td>x</td>
<td>$15</td>
<td>=</td>
</tr>
<tr>
<td>8x10 print with folio</td>
<td>x</td>
<td>$20</td>
<td>=</td>
</tr>
<tr>
<td>11x14 print</td>
<td>x</td>
<td>$25</td>
<td>=</td>
</tr>
<tr>
<td>11x14 print with folio</td>
<td>x</td>
<td>$32</td>
<td>=</td>
</tr>
<tr>
<td>8x10 metal print with hanger</td>
<td>x</td>
<td>$45</td>
<td>=</td>
</tr>
<tr>
<td>11x14 metal print with hanger</td>
<td>x</td>
<td>$65</td>
<td>=</td>
</tr>
</tbody>
</table>

**Special Group Orders**

Special Group Name: i.e. Advanced Band; SGA

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>8x10 print</td>
<td>x</td>
<td>$15</td>
</tr>
<tr>
<td>8x10 print with folio</td>
<td>x</td>
<td>$20</td>
</tr>
<tr>
<td>11x14 print</td>
<td>x</td>
<td>$25</td>
</tr>
<tr>
<td>11x14 print with folio</td>
<td>x</td>
<td>$32</td>
</tr>
<tr>
<td>8x10 metal print with hanger</td>
<td>x</td>
<td>$45</td>
</tr>
<tr>
<td>11x14 metal print with hanger</td>
<td>x</td>
<td>$65</td>
</tr>
</tbody>
</table>
CONTRACT MODIFICATION

Date: February 4, 2021
Contract No.: RFP #R19225
Modification No.: 2
Contractor: LIFETOUCH NATIONAL SCHOOL STUDIOS
Attn: Tom Clater / Jeff Segall
13854 A Park Center Road
Herndon, VA 20171
PHN: 855.573.4141, 800.445.1191 ext. 121
FAX: 703.802.0104 / 410.525.3488
tclater@lifetouch.com
jesegall@lifetouch.com

SUBJECT: CONTRACT RENEWAL

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

By mutual agreement, contract RFP #R19225, Photography Services for Elementary, Middle, and High Schools is renewed for a period of one year from July 1, 2021 through June 30, 2022, in accordance with section 4 of the contract. The Terms and Conditions will be as specified in RFP #R19225 R1. This represents the second renewal option for this contract.

LIFETOUCH NATIONAL SCHOOL STUDIOS

Jeff Segal - High Schools
BY: ____________________________
AUTHORIZED SIGNATURE

Tom Clater - ES and MS
TITLE: Area Sales Manager(s)
DATE: February 10, 2021

LOUDOUN COUNTY PUBLIC SCHOOLS

BY: ____________________________
AUTHORIZED SIGNATURE

Andrea Philyaw
TITLE: Director, Procurement/Risk Management
DATE: 3/4/21

3/4/21
HIGH SCHOOL UNDERCLASS PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

Lifetouch will comply, please see accompanying pricing sheet(s).

NAME OF FIRM (please print):

Lifetouch National School Studios

[Signature]
Firm's Legally Authorized Signature

Date 4/25/2019

Print Name and Title Jeffrey Segall, Territory Manager

Student Images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
# UNDERCLASS PORTRAIT PHOTOGRAPHY

*ALL PACKAGES INCLUDE CHOICE OF PREMIUM BACKGROUND FREE OF CHARGE*

<table>
<thead>
<tr>
<th>Entry</th>
<th>Package Add-Ons</th>
</tr>
</thead>
<tbody>
<tr>
<td>2  2 x 3 (wallets)</td>
<td>8  2 x 3 (wallets)</td>
</tr>
<tr>
<td>8  1.5 x 2.5 (exchanges)</td>
<td>2  5 x 7 (portraits)</td>
</tr>
<tr>
<td>Basic</td>
<td>1  8x10 (portrait)</td>
</tr>
<tr>
<td>1  5 x 7</td>
<td>4  3 x 5 (portraits)</td>
</tr>
<tr>
<td>2  3 x 5</td>
<td>1  Portrait CD</td>
</tr>
<tr>
<td>4  2 x 3 (wallets)</td>
<td>Upgrades:</td>
</tr>
<tr>
<td>9  1.5 x 2.5 (exchanges)</td>
<td>Name on Wallets $6.00</td>
</tr>
<tr>
<td>Value</td>
<td>Name on All  $9.00</td>
</tr>
<tr>
<td>2  5 x 7</td>
<td>Premium Retouch $12.00</td>
</tr>
<tr>
<td>4  3 x 5</td>
<td>Deluxe</td>
</tr>
<tr>
<td>4  2 x 3 (wallets)</td>
<td>1  8 x 10</td>
</tr>
<tr>
<td>8  1.5 x 2.5 (exchanges)</td>
<td>Digital Upload</td>
</tr>
<tr>
<td>Digital Upload</td>
<td>Premium</td>
</tr>
<tr>
<td>Premium</td>
<td>2  8 x 10</td>
</tr>
<tr>
<td>2  5 x 7</td>
<td>4  3 x 5</td>
</tr>
<tr>
<td>4  3 x 5</td>
<td>122 x 3 (wallets)</td>
</tr>
<tr>
<td>1  8 x 10 Calendar</td>
<td>Ultimate</td>
</tr>
<tr>
<td>Digital Upload</td>
<td>3  8 x 10</td>
</tr>
<tr>
<td>Ultimate</td>
<td>4  5 x 7</td>
</tr>
<tr>
<td>4  3 x 5</td>
<td>16  2 x 3 (wallets)</td>
</tr>
<tr>
<td>1  8x10 Calendar</td>
<td>8  Variety Wallets</td>
</tr>
<tr>
<td>8  Digital Upload</td>
<td></td>
</tr>
</tbody>
</table>
PRICING SCHEDULE
SENIOR PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

**Lifetouch will comply, please see accompanying pricing sheet(s).**

NAME OF FIRM (please print):

Lifetouch National School Studios

[Signature]

Firm's Legally Authorized Signature

Date 4/25/2019

Print Name and Title  Jeffrey Segall, Territory Manager

Student images on SFTP mechanism shall be provided to the LCPS Information Management Office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
# Senior Portrait Packages & Pricing

*Pricing includes a 10% discount!*

<table>
<thead>
<tr>
<th>Package</th>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Intro Package</strong></td>
<td><em>Up to One (1) Poses Included!</em></td>
<td></td>
</tr>
<tr>
<td></td>
<td>4-4 x 5 Portrait</td>
<td>$107.00</td>
</tr>
<tr>
<td></td>
<td>24-2 x 3 Wallets</td>
<td></td>
</tr>
<tr>
<td><strong>Value Package</strong></td>
<td><em>Up to One (1) Poses Included!</em></td>
<td></td>
</tr>
<tr>
<td></td>
<td>2-5 x 7 Portrait</td>
<td>$152.00</td>
</tr>
<tr>
<td></td>
<td>4-4 x 5 Portrait</td>
<td></td>
</tr>
<tr>
<td></td>
<td>32-2 x 3 Wallets</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Wallet Box Included!</td>
<td></td>
</tr>
<tr>
<td><strong>Graduate Package</strong></td>
<td><em>Up to Two (2) Poses Included!</em></td>
<td></td>
</tr>
<tr>
<td></td>
<td>1-8 x 10 Portrait</td>
<td>$206.00</td>
</tr>
<tr>
<td></td>
<td>2-5 x 7 Portrait</td>
<td></td>
</tr>
<tr>
<td></td>
<td>4-4 x 5 Portrait</td>
<td></td>
</tr>
<tr>
<td></td>
<td>48-2 x 3 Wallets</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Wallet personalization, album, &amp; box included!</td>
<td></td>
</tr>
<tr>
<td><strong>Classic Package</strong></td>
<td><em>Up to Three (3) Poses Included!</em></td>
<td></td>
</tr>
<tr>
<td></td>
<td>2-8 x 10 Portrait</td>
<td></td>
</tr>
<tr>
<td></td>
<td>4-5 x 7 Portrait</td>
<td></td>
</tr>
<tr>
<td></td>
<td>4-4 x 5 Portrait</td>
<td></td>
</tr>
<tr>
<td></td>
<td>64-2 x 3 Wallets</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Wallet personalization, album, &amp; box included!</td>
<td>$251.00</td>
</tr>
<tr>
<td><strong>Keepsake Package</strong></td>
<td><em>Up to Four (4) Poses Included!</em></td>
<td></td>
</tr>
<tr>
<td></td>
<td>3-8 x 10 Portrait</td>
<td></td>
</tr>
<tr>
<td></td>
<td>6-5 x 7 Portrait</td>
<td></td>
</tr>
<tr>
<td></td>
<td>4-4 x 5 Portrait</td>
<td></td>
</tr>
<tr>
<td></td>
<td>72-2 x 3 Wallets</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Wallet personalization, album and box included!</td>
<td>$305.00</td>
</tr>
<tr>
<td><strong>Senior Package</strong></td>
<td><em>Up to Six (6) Poses Included!</em></td>
<td></td>
</tr>
<tr>
<td></td>
<td>1-11 x 14 or 16 x 20 Portrait</td>
<td></td>
</tr>
<tr>
<td></td>
<td>4-8 x 10 Portrait</td>
<td></td>
</tr>
<tr>
<td></td>
<td>8-5 x 7 Portrait</td>
<td></td>
</tr>
<tr>
<td></td>
<td>8-4 x 5 Portrait</td>
<td></td>
</tr>
<tr>
<td></td>
<td>88-2 x 3 Wallets</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Wallet personalization, album, box &amp; Magnetic</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Wallet Frame Included!</td>
<td></td>
</tr>
<tr>
<td></td>
<td>**BONUS</td>
<td>1 – Portrait CD and Proof Set &amp; Folio**</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$341.00</td>
</tr>
<tr>
<td><strong>Family Package</strong></td>
<td><em>Up to Seven (7) Poses Included!</em></td>
<td></td>
</tr>
<tr>
<td></td>
<td>1-11 x 14 or 16 x 20 Portrait</td>
<td></td>
</tr>
<tr>
<td></td>
<td>5-8 x 10 Portrait</td>
<td></td>
</tr>
<tr>
<td></td>
<td>10-5 x 7 Portrait</td>
<td></td>
</tr>
<tr>
<td></td>
<td>8-4 x 5 Portrait</td>
<td></td>
</tr>
<tr>
<td></td>
<td>104-2 x 3 Wallets</td>
<td></td>
</tr>
<tr>
<td></td>
<td>1-Portrait CD</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Wallet personalization, Magnetic Wallet frame and</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Grad Frame Included!</td>
<td></td>
</tr>
<tr>
<td></td>
<td>**BONUS</td>
<td>1 – Portrait CD and Proof Set &amp; Folio**</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$359.00</td>
</tr>
</tbody>
</table>
### Individual Portrait Prices

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Description</th>
<th>Add to Package</th>
</tr>
</thead>
<tbody>
<tr>
<td>8</td>
<td>Wallets</td>
<td>$17.00</td>
</tr>
<tr>
<td>24</td>
<td>Wallets</td>
<td>$41.00</td>
</tr>
<tr>
<td>48</td>
<td>Wallets</td>
<td>$59.00</td>
</tr>
<tr>
<td>1</td>
<td>8x10 Portrait</td>
<td>$32.00</td>
</tr>
<tr>
<td>2</td>
<td>5x7 Portraits</td>
<td>$32.00</td>
</tr>
<tr>
<td>4</td>
<td>4x5 Portraits</td>
<td>$32.00</td>
</tr>
<tr>
<td>1</td>
<td>11x14 Portrait ( Mounted)</td>
<td>$53.00</td>
</tr>
<tr>
<td>1</td>
<td>16x20 Portrait ( Mounted)</td>
<td>$86.00</td>
</tr>
<tr>
<td>1</td>
<td>20x24 Portrait ( Mounted)</td>
<td>$131.00</td>
</tr>
<tr>
<td>1</td>
<td>20x30 Portrait ( Mounted)</td>
<td>$171.00</td>
</tr>
</tbody>
</table>

### Specialty Products

<table>
<thead>
<tr>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Additional Folio</td>
<td>$23.00</td>
</tr>
<tr>
<td>Proof Set ONLY</td>
<td>$62.00</td>
</tr>
<tr>
<td>Proof Set &amp; Folio</td>
<td>$71.00</td>
</tr>
</tbody>
</table>

### Senior Sitting Fees:

- **Basic:** $0
  - Poses: 8
  - Outfits: Yearbook Only
  - Backgrounds: 2

- **Standard:** $15
  - Poses: 12-14
  - Outfits: Yearbook plus 1 outfit
  - Backgrounds: 2-3
  - Time: approx. 1 hour

- **Deluxe:** $30
  - Poses: 18-20
  - Outfits: Yearbook plus 2 outfits
  - Backgrounds 6-8
PRICING SCHEDULE
SENIOR GRADUATION PICTURES

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

Lifetouch will comply, please see accompanying pricing sheet(s).

NAME OF FIRM (please print):

Lifetouch National School Studios

Jeffrey Segall, Territory Manager

Firm's Legally Authorized Signature

Date 4/25/2019

Print Name and Title

Student images on SFTP mechanism shall be provided to the LCPS Information Management Office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
GRADUATION PORTRAIT PACKAGES

$25.00
1- 5x7
2-3x5
4-2x3

$27.00
2-5x7
2-3x5
4-2x3

Essentials
$39.95
1- 8x10
2 - 5x7's
8 wallets

Graduate
$62.95
2-8x10
4- 5x7
8 wallets
Includes basic retouching, lamination, and display folders

Ala Cart
1 - 5 x 7            $9.95
4 - wallets         $9.95
8 - wallets         $17.95
1 - 8 x 10          $17.95
1 Metallic Sheet    $19.00
PRICING SCHEDULE
DANCE PICTURES

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

Lifetouch will comply, please see accompanying pricing sheet(s).

NAME OF FIRM (please print):

Lifetouch National School Studios

______________________________ Date __4/25/2019
Firm’s Legally Authorized Signature

Print Name and Title __Jeffrey Segall__, Territory Manager

Student images on SFTP mechanism shall be provided to the LCPS Information Management Office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
# Prom Portrait Packages

## 1 Pose Packages

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>3 x 5's</td>
<td>$7</td>
</tr>
<tr>
<td>2</td>
<td>8 x 10's</td>
<td>$25</td>
</tr>
<tr>
<td>16</td>
<td>2 x 3 wallets</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>8 x 10's</td>
<td>$56</td>
</tr>
<tr>
<td>4</td>
<td>5 x 7's</td>
<td></td>
</tr>
<tr>
<td>24</td>
<td>2 x 3's</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>5 x 7</td>
<td>$18</td>
</tr>
<tr>
<td>12</td>
<td>2 x 3 wallets</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>8 x 10's</td>
<td>$36</td>
</tr>
<tr>
<td>2</td>
<td>5 x 7's</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>2 x 3 wallets</td>
<td></td>
</tr>
</tbody>
</table>

## Add Ons

<table>
<thead>
<tr>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>16 2 x 3’s</td>
<td>$14.00</td>
</tr>
<tr>
<td>Instant Keychain</td>
<td>$10.00</td>
</tr>
<tr>
<td>Optional Shipping</td>
<td>$4.00</td>
</tr>
</tbody>
</table>
PRICING SCHEDULE
PANORAMIC SENIOR CLASS PICTURE

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Panoramic 8” x 24” $20.00

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

Lifetouch will comply, please see accompanying pricing sheet(s)

NAME OF FIRM (please print):

Lifetouch National School Studios

[Signature] Date 4/25/2019

Firm's Legally Authorized Signature

Print Name and Title Jeffrey Segall, Territory Manager

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
PRICING SCHEDULE
HIGH SCHOOL SPORTS PICTURES

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

Lifetouch will comply, please see accompanying pricing sheet(s)

NAME OF FIRM (please print):

Lifetouch National School Studios

[Signature]          Date 4/25/2019

Firm's Legally Authorized Signature

Print Name and Title Jeffrey Segall, Territory Manager

Annual Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
# SPORTS PROGRAM PRICING

<table>
<thead>
<tr>
<th>Service Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 - 8 x 10 Bordered Team Photo</td>
<td>$17.00</td>
</tr>
<tr>
<td><strong>SportsMate</strong></td>
<td>$20.00</td>
</tr>
<tr>
<td>1 - 8 x 10 SportsMate</td>
<td></td>
</tr>
<tr>
<td><em>Team &amp; Individual portraits in one personalized 8 x 10 format</em></td>
<td></td>
</tr>
<tr>
<td><strong>Leader</strong></td>
<td>$26.00</td>
</tr>
<tr>
<td>1 - 8 x 10 SportsMate</td>
<td></td>
</tr>
<tr>
<td>1 - Magnet</td>
<td></td>
</tr>
<tr>
<td><strong>Captain</strong></td>
<td>$30.00</td>
</tr>
<tr>
<td>1 - 8 x 10 Bordered Team Photo</td>
<td></td>
</tr>
<tr>
<td>2 - 5 x 7 individuals</td>
<td></td>
</tr>
<tr>
<td>4 - Individual Wallets</td>
<td></td>
</tr>
<tr>
<td><strong>All-Star</strong></td>
<td>$35.00</td>
</tr>
<tr>
<td>1 - 8 x 10 SportsMate</td>
<td></td>
</tr>
<tr>
<td>1 - 8 x 10 Individual</td>
<td></td>
</tr>
<tr>
<td>2 - 3 x 5 Ind. Portraits</td>
<td></td>
</tr>
<tr>
<td>8 - Individual Wallets</td>
<td></td>
</tr>
<tr>
<td><strong>MVP</strong></td>
<td>$37.00</td>
</tr>
<tr>
<td>1 - 8 x 10 SportsMate</td>
<td></td>
</tr>
<tr>
<td>1 - 8 x 10 Individual</td>
<td></td>
</tr>
<tr>
<td>2 - 5 x 7 Individual</td>
<td></td>
</tr>
<tr>
<td>2 - 3 x 5 Ind. Portraits</td>
<td></td>
</tr>
<tr>
<td>8 - Individual Wallets</td>
<td></td>
</tr>
<tr>
<td>2 - Buttons</td>
<td></td>
</tr>
<tr>
<td><strong>Champion</strong></td>
<td>$39.00</td>
</tr>
<tr>
<td>1 - 8 x 10 SportsMate</td>
<td></td>
</tr>
<tr>
<td>4 - 5 x 7 Individual</td>
<td></td>
</tr>
<tr>
<td>8 - Individual Wallets</td>
<td></td>
</tr>
<tr>
<td>2 - Buttons</td>
<td></td>
</tr>
<tr>
<td>2 - Magnets</td>
<td></td>
</tr>
<tr>
<td>1 - Portrait CD</td>
<td></td>
</tr>
<tr>
<td><strong>Legend</strong></td>
<td>$42.00</td>
</tr>
<tr>
<td>1 - 8 x 10 SportsMate</td>
<td></td>
</tr>
<tr>
<td>1 - 8 x 10 Individual</td>
<td></td>
</tr>
<tr>
<td>2 - 5 x 7 Individual</td>
<td></td>
</tr>
<tr>
<td>2 - 3 x 5 individuals</td>
<td></td>
</tr>
<tr>
<td>8 - Individual Wallets</td>
<td></td>
</tr>
<tr>
<td>2 - Magnets</td>
<td></td>
</tr>
<tr>
<td>1 - Portrait CD</td>
<td></td>
</tr>
<tr>
<td><strong>ADD-ON OPTIONS</strong></td>
<td></td>
</tr>
<tr>
<td>2 - Photo Magnets</td>
<td>$15.00</td>
</tr>
<tr>
<td>8 - Individual Wallets</td>
<td></td>
</tr>
<tr>
<td>2 - 5 x 7 Individual</td>
<td></td>
</tr>
<tr>
<td>2 - Magnets</td>
<td>$15.00</td>
</tr>
<tr>
<td>Portrait CD</td>
<td>$25.00</td>
</tr>
<tr>
<td>Retouching</td>
<td>$6.00</td>
</tr>
<tr>
<td>Name on Wallets</td>
<td>$6.00</td>
</tr>
</tbody>
</table>

---

29
13 of 19

Lifetouch
PRICING SCHEDULE
ELEMENTARY SCHOOL FALL PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

Lifetouch will comply, please see accompanying pricing sheet(s)

NAME OF FIRM (please print):

Lifetouch National School Studios

[Signature] Date 4/25/2019
Firm's Legally Authorized Signature

Print Name and Title Tom Clater, Territory Sales Manager

(Initials) Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
# Local Lifetouch Pricing

**Portrait Offering and Pricing for Elementary & Middle Schools**

**Elementary School Fall Individual Portraits**

*All Packages Include Choice of Premium Background Free of Charge*

<table>
<thead>
<tr>
<th>Package Reference</th>
<th>J</th>
<th>I</th>
<th>E</th>
<th>F</th>
<th>A</th>
<th>B</th>
<th>H</th>
<th>C</th>
<th>D</th>
<th>G</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Entry</td>
<td>Basic</td>
<td>Value</td>
<td>Value Plus</td>
<td>Deluxe</td>
<td>Deluxe Plus</td>
<td>Family</td>
<td>Premium</td>
<td>Premium Plus</td>
<td>Ultimate</td>
</tr>
<tr>
<td>Number of Sheets</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>5</td>
<td>5</td>
<td>7.5</td>
<td>8.5</td>
</tr>
<tr>
<td>8x10</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>2</td>
<td>2</td>
<td>3</td>
</tr>
<tr>
<td>5x7</td>
<td></td>
<td></td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>3x5</td>
<td>2</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>2x3</td>
<td>4</td>
<td>8</td>
<td>8</td>
<td>8</td>
<td>8</td>
<td>8</td>
<td>12</td>
<td>12</td>
<td>12</td>
<td>16</td>
</tr>
<tr>
<td>Digital Rights Access (if purchased online)</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8x10 Calendar</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>8 - Variety 2x3</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td><strong>PRICE</strong></td>
<td><strong>$14.00</strong></td>
<td><strong>$21.00</strong></td>
<td><strong>$29.00</strong></td>
<td><strong>$35.00</strong></td>
<td><strong>$36.00</strong></td>
<td><strong>$42.00</strong></td>
<td><strong>$45.00</strong></td>
<td><strong>$52.00</strong></td>
<td><strong>$58.00</strong></td>
<td><strong>$62.00</strong></td>
</tr>
</tbody>
</table>

## Add-ons & Enhancements

<table>
<thead>
<tr>
<th>Add-on Item</th>
<th>Qty.</th>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>P</td>
<td>8</td>
<td>2x3 Wallets</td>
<td>$12.00</td>
</tr>
<tr>
<td>Q</td>
<td>2</td>
<td>5x7</td>
<td>$12.00</td>
</tr>
<tr>
<td>R</td>
<td>1</td>
<td>8x10</td>
<td>$12.00</td>
</tr>
<tr>
<td>S</td>
<td>4</td>
<td>3x5</td>
<td>$12.00</td>
</tr>
<tr>
<td>T</td>
<td>1</td>
<td>CD Hi &amp; Lo Resolution</td>
<td>$15.00</td>
</tr>
<tr>
<td>T</td>
<td>1</td>
<td>CD Hi &amp; Lo Resolution</td>
<td>$15.00</td>
</tr>
</tbody>
</table>

## Enhancement Item

<table>
<thead>
<tr>
<th>Item</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name-on Wallets (2x3)</td>
<td>$6.00</td>
</tr>
<tr>
<td>Name-on all Portraits</td>
<td>$9.00</td>
</tr>
<tr>
<td>Basic Retouching</td>
<td>$7.00</td>
</tr>
<tr>
<td>Premium Retouching</td>
<td>$12.00</td>
</tr>
</tbody>
</table>
PRICING SCHEDULE
MIDDLE SCHOOL FALL PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

Lifetouch will comply, please see accompanying pricing sheet(s)

NAME OF FIRM (please print):

Lifetouch National School Studios

[Signature] Date 4/25/2019
Firm's Legally Authorized Signature

Print Name and Title Tom Clater, Territory Sales Manager

(Initial) Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
# LOCAL LIFETOUCH PRICING

**PORTRAIT OFFERING AND PRICING FOR ELEMENTARY & MIDDLE SCHOOLS**

## MIDDLE SCHOOL FALL INDIVIDUAL PORTRAITS

*All Packages Include Choice of Premium Background Free of Charge*

<table>
<thead>
<tr>
<th>Package Reference</th>
<th>J</th>
<th>I</th>
<th>E</th>
<th>F</th>
<th>A</th>
<th>B</th>
<th>H</th>
<th>C</th>
<th>D</th>
<th>G</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Package Name</strong></td>
<td>Entry</td>
<td>Basic</td>
<td>Value</td>
<td>Value Plus</td>
<td>Deluxe</td>
<td>Deluxe Plus</td>
<td>Family</td>
<td>Premium</td>
<td>Premium Plus</td>
<td>Ultimate</td>
</tr>
<tr>
<td>Number of Sheets</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>4</td>
<td>5</td>
<td>5</td>
<td>7.5</td>
<td>8.5</td>
<td>10</td>
</tr>
<tr>
<td>8x10</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>2</td>
<td>2</td>
<td>3</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5x7</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>4</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3x5</td>
<td>2</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2x3</td>
<td>4</td>
<td>8</td>
<td>8</td>
<td>8</td>
<td>8</td>
<td>12</td>
<td>12</td>
<td>12</td>
<td>16</td>
<td></td>
</tr>
<tr>
<td>Digital Rights Access (if purchased online)</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8x10 Calendar</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1</td>
<td>1</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>8 - Variety 2x3</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>PRICE</strong></td>
<td>$14.00</td>
<td>$21.00</td>
<td>$29.00</td>
<td>$35.00</td>
<td>$36.00</td>
<td>$42.00</td>
<td>$45.00</td>
<td>$52.00</td>
<td>$58.00</td>
<td>$62.00</td>
</tr>
</tbody>
</table>

## ADD-ON & ENHANCEMENTS

<table>
<thead>
<tr>
<th>Add-on Item</th>
<th>Qty.</th>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>P</td>
<td>8</td>
<td>2x3 Wallets</td>
<td>$12.00</td>
</tr>
<tr>
<td>Q</td>
<td>2</td>
<td>5x7</td>
<td>$12.00</td>
</tr>
<tr>
<td>R</td>
<td>1</td>
<td>8x10</td>
<td>$12.00</td>
</tr>
<tr>
<td>S</td>
<td>4</td>
<td>3x5</td>
<td>$12.00</td>
</tr>
<tr>
<td>T</td>
<td>1</td>
<td>CD Hi &amp; Lo Resolution</td>
<td>$15.00</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ENHANCEMENT Item</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name-on Wallets (2x3)</td>
<td>$6.00</td>
</tr>
<tr>
<td>Name-on all Portraits</td>
<td>$9.00</td>
</tr>
<tr>
<td>Basic Retouching</td>
<td>$7.00</td>
</tr>
<tr>
<td>Premium Retouching</td>
<td>$12.00</td>
</tr>
</tbody>
</table>
PRICING SCHEDULE
ELEMENTARY/MIDDLE SCHOOL SPRING PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES

Please note that all submitted prices must include the 25% commission as defined in Section 9.3 of this RFP.

Lifetouch will comply, please see accompanying pricing sheet(s)

NAME OF FIRM (please print):

Lifetouch National School Studios

[Signature] Date 4/25/2019

Firm's Legally Authorized Signature

Print Name and Title Tom Clater, Territory Sales Manager

(Student) Images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
# Local Lifetouch Pricing

## Portrait Offering and Pricing for Elementary & Middle Schools

### Elementary & Middle School Spring Individual Portraits

<table>
<thead>
<tr>
<th>Package Reference</th>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
<th>E</th>
<th>F</th>
<th>Create your Own Package</th>
</tr>
</thead>
<tbody>
<tr>
<td>8x10</td>
<td>1</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Any Sheet $13.00</td>
</tr>
<tr>
<td>5x7</td>
<td>2</td>
<td>2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Any 2 Sheets $25.00</td>
</tr>
<tr>
<td>3x5</td>
<td>4</td>
<td>4</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Any 3 Sheets $36.00</td>
</tr>
<tr>
<td>2x3</td>
<td>8</td>
<td>8</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Any 4 Sheets $45.00</td>
</tr>
<tr>
<td>Specialty Photo Product**</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1</td>
<td>All 5 sheets $45.00</td>
</tr>
</tbody>
</table>

** PRICE **

- $45.00
- $13.00
- $13.00
- $13.00
- $13.00

** SPECIALTY PHOTO PRODUCT SUBJECT TO CHANGE FROM YEAR TO YEAR **

### Elementary & Middle School Spring Group Portraits

#### Spring Group Photo

<table>
<thead>
<tr>
<th>Item</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>8x10 Caption Group Photo</td>
<td>1</td>
<td>$11.00</td>
</tr>
<tr>
<td>8x10 Name Under Group Photo</td>
<td>1</td>
<td>$13.00</td>
</tr>
</tbody>
</table>

#### Spring Panoramic Photo

<table>
<thead>
<tr>
<th>Item</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>8x24 Caption Panoramic Photo</td>
<td>1</td>
<td>$20.00</td>
</tr>
</tbody>
</table>
Date: February 12, 2021

Contract No.: RFP #R19225

Modification No.: 2

Contractor: PROVINE SCHOOL PICTURES, LLC
Attn: Eugene Pressley
1637 E. Pleasant Valley Blvd.
Altoona, PA 16602
PHN: 814.942.5116
provinealtoona@gmail.com

SUBJECT: CONTRACT RENEWAL

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

By mutual agreement, contract RFP #R19225, Photography Services for Elementary, Middle, and High Schools is renewed for a period of one year from July 1, 2021 through June 30, 2022, in accordance with section 4 of the contract. The Terms and Conditions will be as specified in RFP #R19225 R1. This represents the second renewal option for this contract.

PROVINE SCHOOL PICTURES, LLC

BY:
AUTHORIZED SIGNATURE
TITLE: Representative
DATE: 3/2/21

LOUDOUN COUNTY PUBLIC SCHOOLS

BY: Andrea Philyaw
AUTHORIZED SIGNATURE
TITLE: Director, Procurement/Risk Management
DATE: 3/4/21
PRICING SCHEDULE
HIGH SCHOOL UNDERCLASS PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Provine School Pictures, LLC

[Signature]

Date 04/15/2019

Firm’s Legally Authorized Signature

Print Name and Title Laura Kempner, Territory Manager

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
High School Underclass, Middle and Elementary School
Fall Portraits

Please see attached price list for Fall package options.
Retouching is an available option for $10

Units
1-8x10
2-5x7
4-3x5
8-2x3 jumbo wallets
16-1.75 x 2.5 mini wallets

Fall packages attached include a 40% commission of sales to schools.
PRICING SCHEDULE
SENIOR PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print): Provine School Pictures, LLC

Date 4/15/2019

Print Name and Title Laura Kempner, Territory Manager

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
Senior Portraits

Please see attached price list for Senior package options.

All Seniors shall be photographed for the yearbook at no charge. Tux, drapes, cap and gowns shall be provided at the sitting at no charge. Retouching is included on all ordered images.

Units
1-8x10
2-5x7
4-3x5
8-2x3 jumbo wallets
16-1.75 x 2.5 mini wallets

Senior packages attached include a 20% commission of sales to schools.
PRICING SCHEDULE
SENIOR GRADUATION PICTURES

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Provine School Pictures, LLC

[Signature]

Date 4/15/2019

Print Name and Title Laura Kempner, Territory Manager

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
Senior Graduation Pictures

Please see attached price list for Senior Graduation pictures.

<table>
<thead>
<tr>
<th>Units</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>2-5x7</td>
<td></td>
</tr>
<tr>
<td>8-2x3</td>
<td></td>
</tr>
</tbody>
</table>

Senior package attached include a 20% commission of sales to schools.
Pricing Schedule
Dance Pictures

Firms submitting a proposal for this service should sign this form and attach information regarding photographic service options and prices.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

Name of firm (please print):

Provine School Pictures, LLC

Date 4/15/2019

Print Name and Title Laura Kempner, Territory Manager

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
Dance Pictures

Please see attached price list for Dance pictures.

Units
1-8x10
2-5x7
8-2x3
2-key chains
4-magnets

Dance packages attached include a 20% commission of sales to schools.
PRICING SCHEDULE
PANORAMIC SENIOR CLASS PICTURE

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Provine School Pictures, LLC

Date 4/15/2019

Print Name and Title Laura Kempner, Territory Manager

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
PRICING SCHEDULE
HIGH SCHOOL SPORTS PICTURES

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Provine School Pictures, LLC.

__________________________
Print Name and Title Laura Kempner, Territory Manager

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
PACKAGES & ADD-ONS

**A**
- 1 Memory Mate
  - 1 - 5x7 Ind
  - 16 - 2x3 wallets Ind
  - Total: $35

**B**
- 1 - 8x10 Ind
  - 5x7 wallets Ind
  - Total: $30

**C**
- 1 - Memory Mate
  - 5x7 Ind
  - 4 - 2x3 wallets Ind
  - Total: $25

**D**
- 1 Memory Mate
  - 8 - 2x3 wallets Ind
  - Total: $20

**Add-Ons**

**E**
- 10" Statuette
  - $35

**F**
- 10x17" Locker Poster
  - $25

**G**
- 2" Buttons
  - $10

**H**
- 8x10 Team Photo
  - $15

**I**
- 5x7 Team Photo
  - $12

**J**
- 5x7 Individual Photo
  - $12

**K**
- 5x7 Individual Photo
  - $12

**L**
- 2 Dog Tags
  - $15

**M**
- 1 Sports Koozie
  - $15

**N**
- 1 Sports Magnet
  - $15

**Packs & Add-Ons**

**Memory Mate**
- Team & Individual 8x10
  - with school name, year, & team name in school color.

**Sports Koozie**
- The sports specific soft-sided 12oz. koozie includes personalization of player's name, team name, and current year.

**Sports Refrigerator Magnets**
- Round sport-specific refrigerator magnets personalized with image, first name, and year. Football magnet is shaped like a football.

**Photograph Mount**
- Photograph mounted to an eighth inch acrylic board and engraved around the edges of the subject.

**Dog Tag Necklaces**
- One-sided silver metallic dog tag photo, 26" included chain can be cut to desired length.

Please fill out the envelope and enclose exact payment. Return your order to the school or photographer on or before picture day. No change will be made.

**PLAYER INFO**

Name ________________________
Grade ___ Team Name: ____________
Phone ________________________

**Check Acceptance Policy**
- By issuing your order, you are agreeing to the check payment policy. If any questions arise, please call our local office.

**Packaging Use**
- Each Team/Sport your child participates in will require filling out a separate envelope. You may pay for multiple envelopes with one check by noting the BACK of the empty envelope(s) which envelope your payment is in. Please pay for ONE player per envelope.

**Check Payable to:** Provine School Pictures, Include Phone number, Address, & School on check. Please enclose exact amount, our photographers do not travel with money.

If you have any questions, please call our local office @ 703-430-5619 between the hours of 9am-5pm. For cualquier pregunta llame entre 9am a 5pm.
Pricing Schedule
Elementary School Fall Portraits

Firms submitting a proposal for this service should sign this form and attach information regarding photographic service options and prices.

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Provine School Pictures, LLC

[Signature]

Date 4/15/2019

Print Name and Title Laura Kempner, Territory Manager

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
PROVINE SCHOOL PICTURES

High School Underclass, Middle and Elementary School
Fall Portraits

Please see attached price list for Fall package options.
Retouching is an available option for $10

Units
1-8x10
2-5x7
4-3x5
8-2x3 jumbo wallets
16-1.75 x 2.5 mini wallets

Fall packages attached include a 40% commission of sales to schools.
PRICING SCHEDULE
MIDDLE SCHOOL FALL PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Provine School Pictures, LLC.

Firm’s Legally Authorized Signature

Laura Kempner, Territory Manager

Date 4/15/2019

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
PROVINE SCHOOL PICTURES

High School Underclass, Middle and Elementary School
Fall Portraits

Please see attached price list for Fall package options.
Retouching is an available option for $10

Units
1-8x10
2-5x7
4-3x5
8-2x3 jumbo wallets
16-1.75 x 2.5 mini wallets

Fall packages attached include a 40% commission of sales to schools.
PRICING SCHEDULE
ELEMENTARY/MIDDLE SCHOOL SPRING PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 25% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):
Provine School Pictures, LLC.

________________________________________________________________________

[Signature]
Firm's Legally Authorized Signature

Date 4/15/2019

Print Name and Title  Laura Kempner, Territory Manager

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
Spring Picture Package Contents:

1-8x10
2-5x7's
4-3x5's
8-2x3's
1-Classroom Group (with name and border options)
1-8x10 metallic double keepsake image

Spring package includes a 25% commission.

Units
1-8x10
2-5x7
4-3x5
8-2x3
You may purchase:

Your
Entire Package for $45
a $90 value
Su paquete completo por $45
(precio regular $90)

or

Any
Single Sheets
for $15 per sheet
Cualquier Pagina del Paquete costara
$15 cada pagina

Easy steps for ordering portraits:

1. Fill out all information completely and enclose exact payment in this envelope.
   2. Return any sheets you do not wish to purchase and this envelope to your school.

Esta es la manera para ordena las fotos:

1. Llenar la informaci6n completa y enviar el pago exacto en este sobre.
   2. Devolver las paginas que usted no desea comprar junto con el sobre del pago a la escuela.

Pay with
Credit/Debit
Card!

Visit www.PROVINEORDERS.com & enter the flyer code: P5000VA

Write your online receipt # in the space provided on the envelope and return the envelope to the school by the due date. You must return a completed envelope and any portion of the package not paid for.

CHECK ACCEPTANCE POLICY. By paying for your purchase with your check, you are accepting our check acceptance policy. In the unlikely event your check is returned unpaid, you understand and agree that your check may be electronically redeposited or if necessary redeposited by paper draft. You understand and agree that we may collect a return check processing charge of $25.00 or any amount allowable by state law by the same means. If you have any questions regarding our check acceptance policy, please call 318-442-8988 or e-mail us capitalsolutions@yahoo.com. Our data processing center will be happy to answer your questions.

COMPROBAR la aceptacion politica, mediante el pago con su cheque, usted esta accpetando nuestra politica de aceptacion del cheque. En el caso improbable que su cheque es devuelto impago, usted entiende y acepta que su cheque puede ser redeposited electronicamente o si fuera necesario redeposited por el proyecto de papel. Usted entiende y acepta que podemos recoger un cheque devuelto por los mismos medios de procesamiento cargo de $25.00 o cualquier cantidad permitida por la ley estatal. Si usted tiene cualquier pregunta sobre nuestra politica de aceptacion del cheque, por favor llame al 318-442-8988 o e-mail us capitalsolutions@yahoo.com. Nuestro centro de procesamiento de datos estara encantado de responder a sus preguntas.
Dear Parents,

You have received a complete package of your child’s portrait that is ready to purchase. The instructions are simple:

1. Enclosed you will find an envelope that you can use to return your payment. You can purchase the **entire package for $45.00**, a $90.00 value or you may buy any sheet in the package for **$15.00 per sheet**.
2. Please return any pictures you do not wish to purchase to your school.
3. That’s all you have to do!
4. Please remember: **This is a fundraiser for your school.** A portion of all sales goes directly to your school.

Sincerely,

Provine School Pictures

Ps: If you wish to purchase additional sheets and/or any of our wide selection of specialty products, you may go online to [www.provineorders.com](http://www.provineorders.com) and use the **online code** printed on the label of your picture package. These will be shipped to your home address.

---

Queridos padres,

Usted a recibido un paquete completo de las fotos de su hijo(a) las cuales estan listas para ser compradas. Las instrucciones son simples:

1. Encontrara un sobre el cual puede usar para hacer su pago. Usted puede comprar el paquete completo por $45.00 (precio regular $90), o puede comprar cualquier pagina del paquete por $15.
2. Por favor retornar a la escuela las fotografias que no desea comprar.
3. Es todo lo que tiene que hacer!
4. Por favor recuerde: Esta será una ayuda para la escuela. Una porción de todas las ventas ira directamente a la escuela.

Como siempre, gracias por su colaboración y soporte a la escuela.

Sinceramente,

Provine School Pictures

Ps. Si usted desea comprar paginas adicionales o cualquiera de la gran selección de productos especiales, puede ir a la siguiente pagina: [www.provineorders.com](http://www.provineorders.com) y use código en línea (online code) que esta en la etiqueta de su paquete. Su orden sera enviado a su direccion. As always, thank you for your business and supporting your school.
LOUDOUN COUNTY PUBLIC SCHOOLS
DEPARTMENT OF BUSINESS & FINANCIAL SERVICES
PROCUREMENT AND RISK MANAGEMENT SERVICES
21000 Education Court, Suite #301
Ashburn, VA 20148
Phone (571) 252-1270  Fax (571) 252-1432

CONTRACT MODIFICATION

Date: February 4, 2021

Contract No.: RFP #R19225

Modification No.: 2

Contractor: SCHERLING PHOTOGRAPHY, INC.
Robyn Scherling or Elliot Tyson
506 Shaw Road #328
Sterling, VA 20166
PHN: 703.340.8470, CELL: 703.828.4706
FAX: 703.340.8492
robyn@scherlingphotography.com
elliottysn@scherlingschoolpics.com

SUBJECT: CONTRACT RENEWAL

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

By mutual agreement, contract RFP #R19225, Photography Services for Elementary, Middle, and High Schools is renewed for a period of one year from July 1, 2021 through June 30, 2022, in accordance with section 4 of the contract. The Terms and Conditions will be as specified in RFP #R19225 R1. This represents the second renewal option for this contract.

SCHERLING PHOTOGRAPHY, INC.

BY: [Signature]  
AUTHORIZED SIGNATURE

TITLE: Chief Executive Officer

DATE: February 5, 2021

LOUDOUN COUNTY PUBLIC SCHOOLS

BY: [Signature]  
AUTHORIZED SIGNATURE

TITLE: Director, Procurement/Risk Management

DATE: 3/4/21
PRICING SCHEDULE
HIGH SCHOOL UNDERCLASS PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Scherling Photography

[Signature] Robyn Scherling Date 3 April 2019
Firm’s Legally Authorized Signature

Print Name and Title: Robyn Scherling, President

PS: Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
Picture Day at Aldie Elementary is Wednesday September 26
El día de las fotos es miércoles 26 septiembre

PLEASE PRINT - ALL information must be filled out to have picture taken.

Favor de llenar todos los campos para que se tome la foto.

NAME / NOMBRE:
STUDENT ID # / NÚMERO DE IDENTIFICACIÓN:
GRADE / CLASE:
SCHOOL / ESCUELA:
DATE / FECHA:
ADDRESS / DIRECCIÓN:

PLEASE PRINT - ALL information must be filled out to have picture taken. FAVOR DE LLENAR TOTALES INFORMACIÓN PARA QUE SE TOME LA FOTO.

Für Fragen rufen Sie den Kundendienst an: 844-211-5713
Scherling Photography
506 Shaw Rd #32B
Sterling, VA 20166

Choose from 20 color backgrounds / Elige entre 20 fondos de color (see other side/vea el otro lado)

Plan 13

<table>
<thead>
<tr>
<th>Non-Personalized Package A $39.00</th>
<th>Non-Personalized Package B $47.25</th>
<th>Personalized Package C $43.00</th>
<th>Non-Personalized Package D $55.25</th>
<th>Personalized Package E $62.75</th>
<th>Non-Personalized Package F $15.00</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 8x10</td>
<td>3 8x10</td>
<td>1 8x10</td>
<td>2 5x7</td>
<td>2 5x7</td>
<td>2 5x7</td>
</tr>
<tr>
<td>2 8x10</td>
<td>4 5x7</td>
<td>2 5x7</td>
<td>2 5x7</td>
<td>3 3x5</td>
<td>7 3x5</td>
</tr>
<tr>
<td>4 5x7</td>
<td>16 Wallets</td>
<td>43x5</td>
<td>8 Wallets</td>
<td>4 Wallets</td>
<td>4 Wallets</td>
</tr>
<tr>
<td>4 3x5</td>
<td>8 Exchange</td>
<td>8 Wallets</td>
<td>8 Exchange</td>
<td>8 Exchange</td>
<td>8 Exchange</td>
</tr>
</tbody>
</table>

USE YOUR CREDIT CARD FOR SCHOOL PICTURES
USE SU TARJETA DE CRÉDITO PARA FOTOS ESCOLARES
(SKIN WEBSTA EN INGLÉS)

GO TO / IR A:
WWW.VIRGINIA-PHOTOGRAPHYPHOTOS.COM

ACCESS CODE: Y86709
(access code expires at 11:59pm on September 29)

CÓDIGO DE ACCESO: Y86709
(El código de acceso vence a las 23:59 horas del 29 de septiembre)

1 PAYMENT PER ENVELOPE, PLEASE DO NOT COMBINE PAYMENTS WITH OTHER CHILDREN
1 pago por sobre, por favor no comбинar los pagos con otros niños

ADD - ONS / complementos

MUST PURCHASE PACKAGE TO ORDER ADD-ONS
Debe comprar paquete de imágenes ordenar complementos

If you add your package to be personalized that will be a partial tax.
If you add your package to be personalized that will be a partial tax.

Item

<table>
<thead>
<tr>
<th>Item</th>
<th>G</th>
<th>H</th>
<th>I</th>
<th>J</th>
<th>K</th>
<th>L</th>
<th>M</th>
<th>N</th>
<th>O</th>
<th>P</th>
<th>Q</th>
<th>R</th>
<th>S</th>
<th>T</th>
<th>U</th>
</tr>
</thead>
<tbody>
<tr>
<td>Item</td>
<td>$21.00</td>
<td>$19.00</td>
<td>$19.00</td>
<td>$19.00</td>
<td>$19.00</td>
<td>$19.00</td>
<td>$19.00</td>
<td>$19.00</td>
<td>$19.00</td>
<td>$19.00</td>
<td>$19.00</td>
<td>$19.00</td>
<td>$19.00</td>
<td>$19.00</td>
<td>$19.00</td>
</tr>
</tbody>
</table>

1 Image Download / Descarga de Foto
2 - Image Download / Descarga de Foto
3 - Image Download / Descarga de Foto
4 - Image Download / Descarga de Foto
5 - Image Download / Descarga de Foto
6 - Image Download / Descarga de Foto
7 - Image Download / Descarga de Foto

Page 66 of 123
Scherling Photography RFP #R19255, Photography Services for Elementary, Middle and High Schools
PRICING SCHEDULE
SENIOR PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):
Scherling Photography

Robyn Scherling __________________________ Date: 3 April 2019
Firm’s Legally Authorized Signature

Print Name and Title Robyn Scherling, Owner

RS _______ Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
Senior Portrait Pricing
Casual and Yearbook (Drape/Tux)
20% Commission to Schools

Sitting Fees
Basic: $50
1 Pose
Outfit: yearbook
Background: Unlimited

Basic Plus $16.00
3 Poses-2 head and shoulders, 1 full body
Outfit: yearbook plus 1
Background: Unlimited

Standard $25.50
5 Poses-3 head and shoulders, 2 full body
Outfit: yearbook plus 2
Background: Unlimited

Deluxe $32.00
7 Poses 3 head and shoulders, 4 full body
Outfit: yearbook plus 3
Background: Unlimited

Packages

Package 1-$87.00
2-5x7
4-4x5
8 Wallets
2-5x7 Frames
4-4x5 Frames

Package 2-$127.25
4-5x7
4-4x5
16 Wallets
4-5x7 Frames
4-4x5 Frames

Package 3-$164.25
2-8x10
6-5x7
4-4x5
32 Wallets
1-Wallet Box
6-5x7 Frames
4-4x5 Frames
1-Digital Download

Package 4-$212.25
1-11x14 or 16x20
4-8x10
8-5x7
10-4x5
76 Wallets
1-Digital Download
1-Wallet Box
8-5x7 Frames
10-4x5 Frames

Package 5-$265.25
2-11x14 or 2-16x20 (or pick one of each size)
5-8x10
10-5x7
10-4x5
112 Wallets
1-Digital Download
1-Wallet Box
10-5x7 Frames
10-4x5 Frames

A la carte
1-8x10 $19.00
2-5x7 $19.00
2-4x5 $17.00
8-2x3 $15.00

Senior Graduation Group-$21.00
1-8x20

Retouching is Free (includes removal of stray hair, braces, tan lines, scars, eyeglass glare, etc.)

*1 unit equals 1-8x10 or 2-5x7's or 4-4x5's or 8 wallets
**This pricing includes all applicable tax.
***This pricing includes 20% commission/profit to schools.
PRICING SCHEDULE
SENIOR GRADUATION PICTURES

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Scherling Photography

[Signature]
Firm's Legally Authorized Signature

[Date: 3 April 2019]
Graduation Photos
20% Commission to Schools

Package A
3-8x10, 2-5x7, 4-3x5, 1-digital download $53.00

Package B
2-8x10, 2-6x7, 2-3x5, 4-2x3, 1-digital download $42.50

Package C
1-8x10, 2-5x7, 2-3x5, 12-2x3 $32.00

Package D
2-5x7, 2-3x5, 4-2x3 $21.00

Package E
1-5x7, 2-3x5, 4-2x3 $17.00

Package F
1-8x10 $16.00

Package G
2-5x7 $16.00

Package H
1-digital download $19.00

*Scherling Photography also offers a wide variety of novelty items for graduation photos such as: key chains, bag tags, magnets, buttons, mugs, calendars, extra-large prints and more.

*prices include applicable taxes
PRICING SCHEDULE
DANCE PICTURES

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Scherling Photography

Robyn Schering ___________________________ Date 3 April 2019
Firm’s Legally Authorized Signature

Print Name and Title Robyn Schering, Owner

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
High School Dance Photos
20% Commission to Schools

Prom

Package A $47.75
2-8x10
2-5x7
2-3x5
12-2x3

Package B $42.50
2-8x10
16-2x3
8-2x3

Package C $32.00
2-5x7
2-3x5

Package D $16.00
4-3x5

Small Dances

Package A $37.00
2-8x10
1-5x7
2-5x7
4-2x3
4-3x5
8-2x3

Package B $26.50
2-8x10
16-2x3
8-2x3

Package C $16.00
2-3x5
8-2x3

Package D $10.50
8-2x3

Package E $10.50
1-5x7
4-2x3

*Applicable tax included
PRICING SCHEDULE
PANORAMIC SENIOR CLASS PICTURE

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Scherling Photography

[Signature]

Firm's Legally Authorized Signature

Date 3 April 2019

Print Name and Title Robyn Scherling, Owner

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
Panoramic Senior Class Photos
20% Commission to School

Package A
8x24 $16.50

Package B
6x18 $15.00

Package C
4x12 $13.50

*applicable taxes included

Panoramic 5th grade Class Photos
20% Commission to School

8x24 $16.50
PRICING SCHEDULE
HIGH SCHOOL SPORTS PICTURES

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Scherling Photography

______________________________  Date: 3 April 2019
Firm's Legally Authorized Signature

Print Name and Title  Robyn Scherling, Owner

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
High School Sports Photos
20% Commission to Schools

Package A $47.75
1-Digital Memory Mate
2-5x7
4-3x5
8-2x3

Package B $37.00
2-5x7
2-3x5
8-2x3
1-8x10 Group Bordered

Package C $24.50
1-Digital Memory Mate
2-3x5

Package D $16.00
1-Digital Memory Mate

Package E $16.00
2-5x7
4-3x5

Package F $14.00
1-8x10 Group Bordered

Package G $11.75
2-Photo Buttons

Package H $9.50
8-2x3

Package I $16.00
8-Mini Magazine Covers

Package J $14.00
2-Photo Magnets

Package K $16.00
1-8x10 Magazine Cover

Package L $21.00
1-8x10 Calendar (Group)

Package M $21.00
1-8x10 Calendar (Individually)

Package N $9.50
1-Laminated Photo Bag Tag

Package O $7.50
1-2-Sided Photo Key Chain

Package P $10.75
1-2-Sided Photo Dog Tag

Package Q $11.75
1-Photo Ornament

Package R $16.00
1-Photo Event Tickets

Package S $32.00
1-5x7 Ind. Laser Cut Statuette

Package T $37.00
1-8x10 Ind. Laser Cut Statuette

*Digital Memory Mate is a 5x7 team photo and a 4x5 individual photo digitally combined into a custom personalized 8x10 and includes an easel.

*Applicable tax included
PRICING SCHEDULE
ELEMENTARY SCHOOL FALL PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Scherling Photography

Firm’s Legally Authorized Signature

Robyn Scherling

Date: 3 April 2019

Print Name and Title: Robyn Scherling, Owner

(initial) Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
Choose from 20 color backgrounds / Elige entre 20 fondos de color (see other side/vea el otro lado)  

<table>
<thead>
<tr>
<th>Package</th>
<th>$45.00</th>
<th>Package</th>
<th>$35.25</th>
<th>Package</th>
<th>$29.75</th>
<th>Package</th>
<th>$10.00</th>
</tr>
</thead>
<tbody>
<tr>
<td>10x13</td>
<td>3</td>
<td>8x10</td>
<td>1</td>
<td>8x7</td>
<td>2</td>
<td>5x7</td>
<td>1</td>
</tr>
<tr>
<td>8x10</td>
<td>4</td>
<td>5x7</td>
<td>2</td>
<td>3x5</td>
<td>4</td>
<td>2x5</td>
<td>2</td>
</tr>
<tr>
<td>4x3</td>
<td>3</td>
<td>4x3</td>
<td>4</td>
<td>8 Wallets</td>
<td>8</td>
<td>Wallets</td>
<td>4</td>
</tr>
<tr>
<td>3x5</td>
<td>16 Wallets</td>
<td>8</td>
<td>Wallets</td>
<td>8</td>
<td>Exchange</td>
<td>8</td>
<td>Exchange</td>
</tr>
<tr>
<td>8 Exchange</td>
<td>8</td>
<td>8 Exchange</td>
<td>8</td>
<td>8 Exchange</td>
<td>8</td>
<td>8 Exchange</td>
<td>8</td>
</tr>
</tbody>
</table>

USE YOUR CREDIT CARD FOR SCHOOL PICTURES  
USE SU TARJETA DE CRÉDITO PARA FOTOS ESCOLARES  
(SITO WEB ESTÁ EN INGLÉS)  

GO TO / IR A:  
WWW.VIRGINIA.PREORDERPHOTOS.COM  
ACCESS CODE: YM079  
(access code expires at 11:59pm on September 26)  
CÓDIGO DE ACCESO: YM079  
(El código de acceso caducará a las 11:59 horas el 26 de septiembre)

1 PAYMENT PER ENVELOPE, PLEASE  
DO NOT COMBINE PAYMENTS  
WITH OTHER CHILDREN  
1 pago por sobre, Por favor  
No combinar los pagos con otros niños

Please return this form on picture day.  
Any envelopes turned in after picture day will be delivered to the school, but may be delayed from original delivery.  
Por favor devuélva este formulario el día de la foto.  
Los sobres que se entreguen después del día de las fotos serán entregados a la escuela, pero se pueden retrasar en la entrega original.

Picture Day at Aldie Elementary is Wednesday September 26  
El día de las fotos es miércoles 26 de septiembre

For Questions call  
Customer Service at  
Toll-Free 844-211-5713

506 Shaw Rd #226  
Sterling, VA 20166

Scherling Photography RFP #R19255, Photography Services for Elementary, Middle and High Schools
PRICING SCHEDULE
MIDDLE SCHOOL FALL PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

\[\text{Scherling Photography}\]

\[\text{Robyn Scherling}\]
Firm's Legally Authorized Signature

Date: \[\text{3 April 2019}\]

Print Name and Title: \[\text{Robyn Scherling, Owner}\]

\[\text{RS}^\text{S}\]

\[\text{Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.}\]

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.

Page 81 of 123
Scherling Photography RFP #R19255, Photography Services for Elementary, Middle and High Schools
### Choose from 20 color backgrounds / Elije entre 20 fondos de color (see other side/vea el otro lado)

<table>
<thead>
<tr>
<th>Package</th>
<th>A $21.00</th>
<th>B $47.25</th>
<th>C $35.00</th>
<th>D $26.75</th>
<th>E $10.00</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 10x13</td>
<td>1 8x10</td>
<td>1 5x7</td>
<td>1 5x7</td>
<td>2 3x5</td>
<td>2 3x5</td>
</tr>
<tr>
<td>2 8x10</td>
<td>2 5x7</td>
<td>2 3x5</td>
<td>4 Wallets</td>
<td>4 Wallets</td>
<td>4 Wallets</td>
</tr>
<tr>
<td>4 5x7</td>
<td>4 3x5</td>
<td>8 Wallets</td>
<td>8 Exchange</td>
<td>8 Exchange</td>
<td>8 Exchange</td>
</tr>
<tr>
<td>4 3x5</td>
<td>16 Wallets</td>
<td>8 Exchange</td>
<td>8 Exchange</td>
<td>8 Exchange</td>
<td>8 Exchange</td>
</tr>
</tbody>
</table>

### ADD - ONS / complementos

<table>
<thead>
<tr>
<th>Item</th>
<th>Item</th>
<th>Item</th>
<th>Item</th>
<th>Item</th>
<th>Item</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-10x13</td>
<td>G</td>
<td>$21.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1-8x10</td>
<td>H</td>
<td>$19.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2-5x7</td>
<td>I</td>
<td>$19.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4-3x5</td>
<td>J</td>
<td>$19.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8-Wallet / Carteras</td>
<td>K</td>
<td>$19.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>16-Exchange / Intercambio</td>
<td>L</td>
<td>$19.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2-3x3 Photo Magnet / Imán de foto</td>
<td>M</td>
<td>$18.50</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1-Photo Dog Tag / Tarjeta de identidad</td>
<td>O</td>
<td>$14.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1-Photo Bag Tag / Etiqueta de bolsa</td>
<td>Q</td>
<td>$12.50</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1-Photo Flashlight Key Chain / Llavero con linterna</td>
<td>R</td>
<td>$14.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1-Photo Interchangeable Wall Mount / Marco reversible</td>
<td>S</td>
<td>$16.50</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1-8x10 Photo Calendar / Calendario de foto</td>
<td>T</td>
<td>$17.25</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1-Image Download / Descarga de foto (digital package)</td>
<td>U</td>
<td>$23.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1-Image Download / Descarga de foto (e-mail &amp; print package)</td>
<td>V</td>
<td>$25.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1-Personalized Spiral Notebook / Cuaderno personalizado</td>
<td>W</td>
<td>$16.75</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1-Chalkboard Photo - 3x5, 2-3x5</td>
<td>X</td>
<td>$19.00</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Please return this form on picture day.**

Any envelopes turned in after picture day will be delivered to the school, but may be delayed from original delivery.

Por favor devuelva este formulario el día de la foto.

Los sobres que se entreguen después del día de las fotos serán entregados a la escuela, pero se puede tardar en la entrega orinal.

**Picture Day at Aldie Elementary is Wednesday September 26**

El día de las fotos es miércoles 26 septiembre

**PLEASE PRINT - ALL information must be filled out to have picture taken**

Toda la información debe ser llenada para tomar una foto.

- **Student Last Name / Apellido del estudiante**
- **Student First Name / Nombre del estudiante**
- **Grade / Grado**
- **Teacher / Maestro**
- **School / Escuela**
- **City Phone Number / Número de teléfono de la ciudad**
- **Address / Dirección**
- **City / Ciudad**
- **State / Estado**
- **Country / País**

** funding fund number / Número de la cuenta de financiación**

**Select Personalization (P) / Seleccione personalización**

- Add Personalization (P) 8.00
- Add Vignette Finish (Y) 7.00
- Add Name/Initials (Y) 9.00

**Enclose cash, M.O. or check payable to Scherling Photography**

Incluya dinero en efectivo, giro postal o cheques a nombre de:

Scherling Photography RFP #R19255, Photography Services for Elementary, Middle and High Schools
PRICING SCHEDULE
ELEMENTARY/MIDDLE SCHOOL SPRING PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 25% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Scherling Photography

Print Name and Title: Robyn Scherling, Owner

Date: April 30, 2019

Notes: Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
RECEIVE YOUR CHILD IN ALL BACKGROUNDS WITH MY PHOTO DOWNLOAD
(Also includes online backgrounds)
Recibe la foto de tu hijo en todas las fondas con mi foto descarga paquete 4 por $35.00 (también incluye fondas en línea)

Personalize all your Portraits
Por favor, consulte complemento P

GO ONLINE TO SEE ADDITIONAL BACKGROUND OPTIONS:
Vaya en línea para ver las opciones de fondo adicionales

Please return proof in 7 days or use credit card online
Por favor devuelva la prueba en 7 días o use la tarjeta de crédito en línea

To see your child in each background go to: www.virginia.reorderphotos.com

and use this Access Code: 733GWK774UDY
Class Group Photos (bordered)
6x8 $12.00
8x10 $14.00

*Price includes a 25% commission*
School Yearbooks

Our yearbooks are fantastic! The pages are bright and colorful and showcase the schools’ happiest moments!

DEADLINE
We only have one deadline for our school’s yearbook submission!

OUTSTANDING SUPPORT
We can design yearbooks for you or you can design them using our software and support. We have easy-to-follow video tutorials and technical support by phone, email, and on-site training!

AFFORDABLE PRICING
Our yearbook pricing depends on the number of pages per book and the quantity of books ordered. We will match our competitors’ yearbook pricing if you provide us the quote.

CUSTOM COVERS
Schools can choose from hard cover, perfect bound, or saddle-stitched covers. Covers can be personalized with student names and/or images for an additional fee. Gorgeous pre-designed covers to choose from or we can help you create your own unique cover.

PROMOTIONAL MATERIAL
We provide you with posters, order envelopes, and online ordering!

REVOLUTIONARY SOFTWARE
We use Lumapix Yearbook Fusion software which is exceptionally fast and user-friendly. The program contains powerful tools to create fabulous yearbooks. We offer the choice between 2 programs: Online (no installation and automated cloud storage) or Desktop (Windows & Mac installation with cloud and local storage). The desktop software can be activated on up to 40 different computers.

To request a presentation or for a quote please call 703.828.4706
or
email robyn@scherlingphotography.com
Yearbook Services

Scherling Photography provides elementary, middle and high schools with seamless yearbook production. We produce fantastic yearbooks with bright and colorful pages that showcase schools’ happiest moments. We can design yearbooks for schools with our cutting-edge tools or schools can design them using our yearbook program and support at no extra charge. We make sure every step of the yearbook making process runs smoothly. Schools depend on us to make their job easier. We do this by providing world class customer service and technical support. We provide free local training workshops and support for our revolutionary software.

Yearbook Programs

Lumapix Online (basic program-great for beginners)
There is no software installation, automated cloud storage, simplified editing tools, photo uploader, full access to template and clipart collections.

Lumapix Desktop (requires software installation, more comprehensive, has more enhanced features, best for advanced users)
Cloud storage, full-featured tools, full access to template and clipart collections. The software runs flawlessly on PC and MAC computers and is extremely fast and user friendly. The software has image sharing capabilities and a remote storage option so that work can be saved in the “cloud”.

Pixami Yearbook Pro
It’s web-based using the latest HTML5 technology, and doesn’t require download or installation of any third-party software. It runs on all platforms and there is a short learning curve.

Covers
The possibilities for cover options are endless. Scherling Photography offers several beautiful pre-designed covers or we can help schools create their own unique cover. Schools can choose from hard cover, perfect bound, or saddle stitched covers. Schools can choose to have their yearbook covers personalized with student name or image for an additional fee of $1 per book or both student name and image for $1.95 per book.

Tools
Scherling Photography will provide the school with yearbook tools including promotional posters, order envelopes, online ordering and fundraising tips to ensure the highest yearbook sales possible. We only have one deadline for our school’s yearbook submission which makes creating yearbooks stress-free and easy!

Pages
Yearbook page types include title pages (with school name, principal’s name, address and other important information) panel pages (individual staff and student portraits), candid pages (school activities, events, field trips, team sports, and more) and autograph pages (pages for signatures and personal messages). We offer a 4-page year in review insert for free added to the back of yearbooks. We offer full color and black and white pages which can be numbered if desired.

Photos
Scherling Photography can provide photographers to photograph special school events for yearbook photos as long as dates are pre-arranged. There is no charge for this. Parents, students, and teachers can also use their own photos in the yearbooks. We can color correct any yearbook photo and manipulate images as needed. All images should be JPGs (300DPI in size is best).
Sales
Scherling Photography offers paper order envelopes, posters, and online ordering for fundraising. Our yearbook pricing is affordable and simple. The pricing depends on the number of pages per book and the quantity of books ordered. Our base prices are competitively priced and include shipping costs and support. Schools can choose to make a profit from their yearbooks by up-charging the base price of the yearbooks (adding any amount to the book price). For example, if the base price of a yearbook is $14.00 and a school charges students $18.00, the school will make a $4 profit on every book sold. We invoice schools at the time they receive their yearbooks. The total on our invoices is the base price per yearbook times the quantity of books ordered. There is no tax or any hidden fees include on the invoices.

Delivery and Deadlines
We ask schools for their last day of school date and requested delivery date for their books. We only have one deadline for the yearbooks and that is the final proof submission which should be provided to us within 4 weeks of their requested delivery date. Late proofs may cause a delay in delivery and additional charges to rush the order. We ship all of our yearbooks by UPS Ground Service unless otherwise specified. Shipping charges are included in our yearbook unit prices. We often deliver early, within 2-3 weeks. Defective products will be replaced at no cost to the school/student, including shipping costs.

Contracts
Contracts are provided to schools for yearbook sales to provide clear and concise pricing and understanding of the features and services included with the yearbook making process. Our yearbook contracts are binding and shall not have any changes (including costs) without written consent by the school administration.

Service and Support
Our unsurpassed yearbook service is second to none. We guarantee that schools will receive assistance from our highly trained and expert staff including workshops and training sessions when necessary. Support is also available by phone, email, and online. There are well supported videos and documentation within the software for design assistance. When needed, in-school training and in-plant consultations will be scheduled in reference to production or financial matters.
<table>
<thead>
<tr>
<th>Number of Pages</th>
<th>Quantity of Directories (Sofcover 8x11): Black and White (pricing includes shipping, taxes, software and support)</th>
</tr>
</thead>
<tbody>
<tr>
<td>100</td>
<td>$19.24</td>
</tr>
<tr>
<td>150</td>
<td>$21.04</td>
</tr>
<tr>
<td>200</td>
<td>$22.84</td>
</tr>
<tr>
<td>250</td>
<td>$24.64</td>
</tr>
<tr>
<td>300</td>
<td>$26.44</td>
</tr>
<tr>
<td>350</td>
<td>$28.24</td>
</tr>
<tr>
<td>400</td>
<td>$30.04</td>
</tr>
<tr>
<td>450</td>
<td>$31.84</td>
</tr>
<tr>
<td>500</td>
<td>$33.64</td>
</tr>
<tr>
<td>550</td>
<td>$35.44</td>
</tr>
<tr>
<td>600</td>
<td>$37.24</td>
</tr>
<tr>
<td>650</td>
<td>$39.04</td>
</tr>
<tr>
<td>700</td>
<td>$40.84</td>
</tr>
<tr>
<td>750</td>
<td>$42.64</td>
</tr>
<tr>
<td>800</td>
<td>$44.44</td>
</tr>
<tr>
<td>850</td>
<td>$46.24</td>
</tr>
<tr>
<td>900</td>
<td>$48.04</td>
</tr>
<tr>
<td>950</td>
<td>$50.04</td>
</tr>
<tr>
<td>1000</td>
<td>$52.04</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number of Pages</th>
<th>Quantity of Directories (Sofcover 8x11): Full Color (pricing includes shipping, taxes, software and support)</th>
</tr>
</thead>
<tbody>
<tr>
<td>100</td>
<td>$38.48</td>
</tr>
<tr>
<td>150</td>
<td>$40.08</td>
</tr>
<tr>
<td>200</td>
<td>$41.68</td>
</tr>
<tr>
<td>250</td>
<td>$43.28</td>
</tr>
<tr>
<td>300</td>
<td>$44.88</td>
</tr>
<tr>
<td>350</td>
<td>$46.48</td>
</tr>
<tr>
<td>400</td>
<td>$48.08</td>
</tr>
<tr>
<td>450</td>
<td>$49.68</td>
</tr>
<tr>
<td>500</td>
<td>$51.28</td>
</tr>
<tr>
<td>550</td>
<td>$52.88</td>
</tr>
<tr>
<td>600</td>
<td>$54.48</td>
</tr>
<tr>
<td>650</td>
<td>$56.08</td>
</tr>
<tr>
<td>700</td>
<td>$57.68</td>
</tr>
<tr>
<td>750</td>
<td>$59.28</td>
</tr>
<tr>
<td>800</td>
<td>$60.88</td>
</tr>
<tr>
<td>850</td>
<td>$62.48</td>
</tr>
<tr>
<td>900</td>
<td>$64.08</td>
</tr>
<tr>
<td>950</td>
<td>$65.68</td>
</tr>
<tr>
<td>1000</td>
<td>$67.28</td>
</tr>
</tbody>
</table>

*For hard cover binding (8x11) add $5.00 to the soft cover pricing below (make sure to subtract $2.00 for the special promotion as noted above).*
Our yearbooks are fantastic! The pages are bright and colorful and showcase the schools' happiest moments!

**DEADLINE**

We only have one deadline for our school's yearbook submission!

**OUTSTANDING SUPPORT**

We can design yearbooks for you or you can design them using our software and support. We have easy-to-follow video tutorials and technical support by phone, email, and on-site training!

**AFFORDABLE PRICING**

Our yearbook pricing depends on the number of pages per book and the quantity of books ordered. We will match our competitors' yearbook pricing if you provide us the quote.

**CUSTOM COVERS**

Schools can choose from hard cover, perfect bound, or saddle stitched covers. Covers can be personalized with student names and/or images for an additional fee. Gorgeous pre-designed covers to choose from or we can help you create your own unique cover.

**PROMOTIONAL MATERIAL**

We provide you with posters, order envelopes, and online ordering!

**REVOLUTIONARY SOFTWARE**

We use Lumapix Yearbook Fusion software which is exceptionally fast and user-friendly. The program contains powerful tools to create fabulous yearbooks. We offer the choice between 2 programs: Online (no installation and automated cloud storage) or Desktop (Windows & Mac installation with cloud and local storage). The desktop software can be activated on up to 40 different computers.

To request a presentation or for a quote please call 703.828.4706 or email robyn@scherlingphotography.com
Yearbook Services

Scherling Photography provides elementary, middle and high schools with seamless yearbook production. We produce fantastic yearbooks with bright and colorful pages that showcase schools’ happiest moments. We can design yearbooks for schools with our cutting-edge tools or schools can design them using our yearbook program and support at no extra charge. We make sure every step of the yearbook making process runs smoothly. Schools depend on us to make their job easier. We do this by providing world class customer service and technical support. We provide free local training workshops and support for our revolutionary software.

Yearbook Programs

Lumapix Online (basic program—great for beginners)
There is no software installation, automated cloud storage, simplified editing tools, photo uploader, full access to template and clipart collections.

Lumapix Desktop (requires software installation, more comprehensive, has more enhanced features, best for advanced users)
Cloud storage, full-featured tools, full access to template and clipart collections. The software runs flawlessly on PC and MAC computers and is extremely fast and user friendly. The software has image sharing capabilities and a remote storage option so that work can be saved in the “cloud”.

Pixami Yearbook Pro
It's web-based using the latest HTML5 technology, and doesn’t require download or installation of any third-party software. It runs on all platforms and there is a short learning curve.

Covers
The possibilities for cover options are endless. Scherling Photography offers several beautiful pre-designed covers or we can help schools create their own unique cover. Schools can choose from hard cover, perfect bound, or saddle stitched covers. Schools can choose to have their yearbook covers personalized with student name or image for an additional fee of $1 per book or both student name and image for $1.95 per book.

Tools
Scherling Photography will provide the school with yearbook tools including promotional posters, order envelopes, online ordering and fundraising tips to ensure the highest yearbook sales possible. We only have one deadline for our school’s yearbook submission which makes creating yearbooks stress-free and easy!

Pages
Yearbook page types include title pages (with school name, principal’s name, address and other important information) panel pages (individual staff and student portraits), candid pages (school activities, events, field trips, team sports, and more) and autograph pages (pages for signatures and personal messages). We offer a 4-page year in review insert for free added to the back of yearbooks. We offer full color and black and white pages which can be numbered if desired.

Photos
Scherling Photography can provide photographers to photograph special school events for yearbook photos as long as dates are pre-arranged. There is no charge for this. Parents, students, and teachers can also use their own photos in the yearbooks. We can color correct any yearbook photo and manipulate images as needed. All images should be JPGs (300DPI in size is best).
Sales
Scherling Photography offers paper order envelopes, posters, and online ordering for fundraising. Our yearbook pricing is affordable and simple. The pricing depends on the number of pages per book and the quantity of books ordered. Our base prices are competitively priced and include shipping costs and support. Schools can choose to make a profit from their yearbooks by up-charging the base price of the yearbooks (adding any amount to the book price). For example, if the base price of a yearbook is $14.00 and a school charges students $18.00, the school will make a $4 profit on every book sold. We invoice schools at the time they receive their yearbooks. The total on our invoices is the base price per yearbook times the quantity of books ordered. There is no tax or any hidden fees included on the invoices.

Delivery and Deadlines
We ask schools for their last day of school date and requested delivery date for their books. We only have one deadline for the yearbooks and that is the final proof submission which should be provided to us within 4 weeks of their requested delivery date. Late proofs may cause a delay in delivery and additional charges to rush the order. We ship all of our yearbooks by UPS Ground Service unless otherwise specified. Shipping charges are included in our yearbook unit prices. We often deliver early, within 2-3 weeks. Defective products will be replaced at no cost to the school/student, including shipping costs.

Contracts
Contracts are provided to schools for yearbook sales to provide clear and concise pricing and understanding of the features and services included with the yearbook making process. Our yearbook contracts are binding and shall not have any changes (including costs) without written consent by the school administration.

Service and Support
Our unsurpassed yearbook service is second to none. We guarantee that schools will receive assistance from our highly trained and expert staff including workshops and training sessions when necessary. Support is also available by phone, email, and online. There are well supported videos and documentation within the software for design assistance. When needed, in-school training and in-plant consultations will be scheduled in reference to production or financial matters.
CONTRACT MODIFICATION

Date: February 4, 2021
Contract No.: RFP #R19225
Modification No.: 2
Contractor: STRAWBRIDGE STUDIOS, INC.
Bosko Matic / Neal Lester
PO Box 3055
Durham, NC 27715
PHN: 703.477.5003 / 800.326.9080 Ext. 329
FAX: 919.309.2972
bmatic@strawbridge.net
nlester@strawbridge.net

SUBJECT: CONTRACT RENEWAL

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

By mutual agreement, contract RFP #R19225, Photography Services for Elementary, Middle, and High Schools is renewed for a period of one year from July 1, 2021 through June 30, 2022, in accordance with section 4 of the contract. The Terms and Conditions will be as specified in RFP #R19225 R1. This represents the second renewal option for this contract.

STRAWBRIDGE STUDIOS, INC

BY: [Signature]
TITLE: Chief Executive Officer
DATE: February 5, 2021

LOUDOUN COUNTY PUBLIC SCHOOLS

BY: [Signature]
TITLE: Director, Procurement/Risk Management
DATE: 3/4/21
PRICING SCHEDULE
HIGH SCHOOL UNDERCLASS PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Strawbridge Studios, Inc.

___________________________

Firm's Legally Authorized Signature

Date April 22, 2019

Print Name and Title Ken Strawbridge, President

Students images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
# High School Underclass Pricing

<table>
<thead>
<tr>
<th>Packages</th>
<th>Contents</th>
<th>40% Commission</th>
</tr>
</thead>
<tbody>
<tr>
<td>Package A</td>
<td>2 – 8x10s, 2 – 5x7s, 2 – 4x6s, 4 – 3x5s, 8 – 2x3s</td>
<td>$40</td>
</tr>
<tr>
<td>Package B</td>
<td>1 – 8x10, 2 – 5x7s, 2 – 4x6s, 4 – 3x5s, 8 – 2x3s</td>
<td>$35</td>
</tr>
<tr>
<td>Package C</td>
<td>2 – 5x7s, 2 – 4x6s, 4 – 3x5s, 8 – 2x3s</td>
<td>$30</td>
</tr>
<tr>
<td>Package D</td>
<td>1 – 5x7, 4 – 3x5s, 8 – 2x3s</td>
<td>$24</td>
</tr>
<tr>
<td>Package E</td>
<td>1 – 5x7, 4 – 2x3s, 16 – 1x2s</td>
<td>$18</td>
</tr>
<tr>
<td>Package F</td>
<td>2 – 3x5s, 8 – 1x2s</td>
<td>$12</td>
</tr>
</tbody>
</table>

**Upgrades**

- Name & Year on prints - $7
- Graphic Borders - $6
- Retouching - $10
PRICING SCHEDULE  
SENIOR PORTRAITS  

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please see catalog attached for all packages, products, and pricing.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Strawbridge Studios, Inc.

[Signature]  
Firm's Legally Authorized Signature  

[Initial]  
Date April 22, 2019

Print Name and Title Ken Strawbridge, President

(Initial) Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
CREATE YOUR OWN PACKAGE!

<table>
<thead>
<tr>
<th>Points</th>
<th>Price</th>
<th>Unlimited Poses</th>
</tr>
</thead>
<tbody>
<tr>
<td>400</td>
<td>$350.95</td>
<td></td>
</tr>
<tr>
<td>700</td>
<td>$495.95</td>
<td></td>
</tr>
<tr>
<td>1000</td>
<td>$650.95</td>
<td></td>
</tr>
</tbody>
</table>

Extra Points: $9/10 Points

<table>
<thead>
<tr>
<th>Prints</th>
<th>Points</th>
<th>Canvas</th>
<th>Points</th>
<th>Metal</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 - 24x36</td>
<td>120</td>
<td>1 - 20x24</td>
<td>140</td>
<td>1 - 20x24</td>
<td>140</td>
</tr>
<tr>
<td>1 - 20x24</td>
<td>110</td>
<td>1 - 16x20</td>
<td>110</td>
<td>1 - 16x20</td>
<td>110</td>
</tr>
<tr>
<td>1 - 16x20</td>
<td>80</td>
<td>1 - 11x14</td>
<td>70</td>
<td>1 - 11x14</td>
<td>70</td>
</tr>
<tr>
<td>1 - 11x14</td>
<td>40</td>
<td>1 - 8x10</td>
<td>50</td>
<td>1 - 8x10</td>
<td>50</td>
</tr>
<tr>
<td>1 - 8x10</td>
<td>20</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2 - 5x7</td>
<td>20</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4 - 3x5</td>
<td>10</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8 - Wallets</td>
<td>10</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Wood</th>
<th>Points</th>
<th>Acrylic Block</th>
<th>Points</th>
<th>Announcements</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 - 20x24</td>
<td>140</td>
<td>1 - 5x7</td>
<td>60</td>
<td>12 - 5x7</td>
<td>50</td>
</tr>
<tr>
<td>1 - 16x20</td>
<td>110</td>
<td>1 - 8x10</td>
<td>80</td>
<td>24 - 5x7</td>
<td>100</td>
</tr>
<tr>
<td>1 - 11x14</td>
<td>70</td>
<td></td>
<td></td>
<td>48 - 5x7</td>
<td>150</td>
</tr>
<tr>
<td>1 - 8x10</td>
<td>50</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Thank Yous</th>
<th>Points</th>
<th>Storyboards</th>
<th>Points</th>
<th>Add-ons</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>12 - 5x7</td>
<td>50</td>
<td>1 - 7x14</td>
<td>40</td>
<td>Deluxe Relouch</td>
<td>20</td>
</tr>
<tr>
<td>24 - 5x7</td>
<td>100</td>
<td>1 - 10x14</td>
<td>60</td>
<td>&quot;USB Drive&quot;</td>
<td>80</td>
</tr>
<tr>
<td>48 - 5x7</td>
<td>150</td>
<td></td>
<td></td>
<td>Pro Finish</td>
<td>40</td>
</tr>
<tr>
<td>&quot;Mounting&quot;</td>
<td></td>
<td></td>
<td></td>
<td>Textured Finish</td>
<td>60</td>
</tr>
</tbody>
</table>

*Per Pose
**USB Drive contains all of your High Resolution images
***Mounting applies to all prints size 8x10 and up

See pages 11-18 for detailed product images & descriptions
THE SKY'S THE LIMIT

1 - 20x24 Metal Print
1 - 16x20 Print
2 - 11x14 Prints or 10x14 Storyboards
8 - 8x10 Prints
12 - 5x7 Prints
16 - 3x5 Prints
40 - Personalized Wallet Prints*
1 - High Resolution USB Drive**

8 POSES
Extra poses: $10/pose

*Personalization includes name and year
**USB Drive contains all of your High Resolution images

$489 with Pro Lustre Paper
$449 with standard paper
THE ULTIMATE COLLECTION

1 - 16x20 Print
1 - 11x14 Metal Print
2 - 11x14 Prints or 10x14 storyboards
5 - 8x10 Prints
12 - 5x7 Prints
16 - 3x5 Prints
40 - Personalized Wallet Prints*
1 - High Resolution USB Drive**

6 POSES
Extra poses $10/pose

*Personalization includes name and year
**USB Drive contains all of your High Resolution images

$438
with Pro Luster Paper
with standard paper $398
THE WORKS

4 POSES
Extra poses: $10/pose

2 - 11x14 Prints
4 - 8x10 Prints
12 - 5x7 Prints
16 - 3x5 Prints
32 - Personalized Wallet Prints

$385
with Pro Luster Paper
with standard paper $345

THE DELUXE

3 POSES
Extra poses: $10/pose

1 - 11x14 Print
4 - 8x10 Prints
8 - 5x7 Prints
8 - 3x5 Prints
24 - Personalized Wallet Prints

$329
with Pro Luster Paper
with standard paper $289

*Personalization includes name and year
THE CLASSIC

2 POSES
Extra poses: $10/pose

1 - 8x10 Print
6 - 5x7 Prints
12 - 3x5 Prints
24 - Personalized Wallet Prints

$245
with Pro Luster Paper
$205
with standard paper

THE ESSENTIALS

1 POSE
Extra poses: $10/pose

6 - 5x7 Prints
8 - 3x5 Prints
24 - Personalized Wallet Prints

$195
with Pro Luster Paper
$155
with standard paper

THE FUNDAMENTAL

1 POSE
Extra poses: $10/pose

4 - 5x7 Prints
4 - 3x5 Prints
16 - Personalized Wallet Prints

$135
with Pro Luster Paper
$95
with standard paper

*Personalization includes name and year
**STORYBOARD**

An elegant yet simple way to showcase your favorite images. Can be framed or displayed on an easel. Printed on heavy linen.

Available in the following sizes:

- **10x14**
- **7x14**

**ACRYLIC**

Display your favorite portrait in a crystal photo block. A stylish frameless look for your desk or shelf.

Available in the following sizes:

- **8x10**
- **5x7**

---

**A LA CARTE**

<table>
<thead>
<tr>
<th>Prints</th>
<th>Price</th>
<th>Prints</th>
<th>Price</th>
<th>Canvas</th>
<th>Price</th>
<th>Metal</th>
<th>Price</th>
<th>Wood</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 - 24x36</td>
<td>$120</td>
<td>1 - 8x10</td>
<td>$45</td>
<td>1 - 20x24</td>
<td>$130</td>
<td>1 - 20x24</td>
<td>$120</td>
<td>1 - 20x24</td>
<td>$170</td>
</tr>
<tr>
<td>1 - 20x24</td>
<td>$95</td>
<td>2 - 5x7</td>
<td>$45</td>
<td>1 - 16x20</td>
<td>$100</td>
<td>1 - 16x20</td>
<td>$110</td>
<td>1 - 16x20</td>
<td>$140</td>
</tr>
<tr>
<td>1 - 16x20</td>
<td>$80</td>
<td>4 - 3x5</td>
<td>$45</td>
<td>1 - 11x14</td>
<td>$70</td>
<td>1 - 11x14</td>
<td>$85</td>
<td>1 - 11x14</td>
<td>$80</td>
</tr>
<tr>
<td>1 - 11x14</td>
<td>$65</td>
<td>8 - Wallets</td>
<td>$25</td>
<td>1 - 8x10</td>
<td>$55</td>
<td>1 - 8x10</td>
<td>$55</td>
<td>1 - 8x10</td>
<td>$50</td>
</tr>
</tbody>
</table>

**Acrylic Block**

<table>
<thead>
<tr>
<th>Price</th>
<th>Announcement</th>
<th>Price</th>
<th>Thank You</th>
<th>Price</th>
<th>Storyboards</th>
<th>Price</th>
<th>Add-ons</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>$55</td>
<td>12 - 5x7</td>
<td>$30</td>
<td>12 - 5x7</td>
<td>$30</td>
<td>1 - 7x14</td>
<td>$40</td>
<td>Deluxe Relouch</td>
<td>$25</td>
</tr>
<tr>
<td>$75</td>
<td>24 - 5x7</td>
<td>$55</td>
<td>24 - 5x7</td>
<td>$55</td>
<td>1 - 10x14</td>
<td>$60</td>
<td>Pro Paper</td>
<td>$40</td>
</tr>
<tr>
<td>$75</td>
<td>48 - 5x7</td>
<td>$95</td>
<td>48 - 5x7</td>
<td>$95</td>
<td>Textured Paper</td>
<td>$75</td>
<td>Mounting</td>
<td>$50</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>USB Drive</td>
<td>$325</td>
</tr>
</tbody>
</table>

*Per Pose
**USB Drive contains all of your High Resolution images
***Mounting applies to all prints size 8x10 and up
## PRICING SCHEDULE

**SENIOR GRADUATION PICTURES**

Firms submitting a proposal for this service should sign this form and attach information regarding photographic service options and prices.

<table>
<thead>
<tr>
<th>Package A - $30</th>
<th>Package B - $25</th>
<th>Package C - $20</th>
<th>Package D - $25</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 - 8x10</td>
<td>2 - 5x7</td>
<td>2 - 5x7</td>
<td>1 Digital Download</td>
</tr>
<tr>
<td>2 - 5x7</td>
<td>16 - 2x3</td>
<td>8 - 2x3</td>
<td></td>
</tr>
<tr>
<td>16 - 2x3</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

**NAME OF FIRM** (please print):

Strawbridge Studios, Inc.

Firm's Legally Authorized Signature: [Signature]

Date: April 22, 2019

Print Name and Title: **Ken Strawbridge, President**

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
PRICING SCHEDULE
DANCE PICTURES

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

<table>
<thead>
<tr>
<th>Package A - $45</th>
<th>Package B - $30</th>
<th>Package C - $25</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 - 8x10</td>
<td>1 - 8x10</td>
<td>1 - 10x13 print</td>
</tr>
<tr>
<td>2 - 5x7</td>
<td>1 - 5x7</td>
<td></td>
</tr>
<tr>
<td>8 - 2x3</td>
<td>4 - 2x3</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Package D - $15</th>
<th>Package E - $15</th>
<th>Package F - $15</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 - 8x10</td>
<td>2 - 5x7</td>
<td>16 - 2x3</td>
</tr>
</tbody>
</table>

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Strawbridge Studios, Inc

Firm's Legally Authorized Signature: ____________________________  Date: April 22, 2019

Print Name and Title: Ken Strawbridge, President

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
PRICING SCHEDULE
PANORAMIC SENIOR CLASS PICTURE

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

1 - 10x24 Print = $15

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

_ Strawbridge Studios, Inc _

Firm's Legally Authorized Signature ____________________________  Date April 22, 2019 ____________________________

Print Name and Title  Ken Strawbridge, President ____________________________

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
PRICING SCHEDULE
HIGH SCHOOL SPORTS PICTURES

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please see flyer with all packages, products, and pricing.

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Strawbridge Studios, Inc

[Signature]
Firm's Legally Authorized Signature

Date April 22, 2019

Print Name and Title Ken Strawbridge, President

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
THE ALL STAR PACKAGE
A 8x10 Memory Mate
1 - 1 - 8x10 Memory Mate
8x10 Border Team
1 - 8x10 Individual
1 - 8x10 Magazine Cover
2 - 5x7 Individual
2 - 4x6 Individual
8 - 2x3 Individual
8 - Trader Cards
10 - 2x3 Individual

B 8x10 Memory Mate
1 - 1 - 8x10 Memory Mate
8x10 Border Team
1 - 8x10 Individual
1 - 8x10 Magazine Cover
2 - 5x7 Individual
2 - 4x6 Individual
8 - 2x3 Individual
8 - Trader Cards

C 8x10 Memory Mate
1 - 1 - 8x10 Memory Mate
8x10 Border Team
1 - 8x10 Individual
1 - 8x10 Magazine Cover
2 - 5x7 Individual
2 - 4x6 Individual
10 - 2x3 Individual

D 8x10 Memory Mate
1 - 1 - 8x10 Memory Mate
8x10 Border Team
1 - 8x10 Individual
1 - 5x7 Individual
2 - 4x6 Individual
2 - 2x3 Individual
8 - Trader Cards

E 8x10 Border Team
1 - 1 - 8x10 Border Team
2 - 5x7 Individual
8 - 2x3 Individual

F 5x7 Team
1 - 1 - 5x7 Team
2 - 4x6 Individual
6 - 2x3 Individual

G 8 - Trader Cards
8 - Trader Cards

H 1 - 10x18 Locker Poster

I 1 - All Star Collage

J 1 - 8x10 Memory Mate

K 1 - 8x10 Border Team
1 - 8x10 Border Team
1 - 8x10 Individual

L 1 - 5x7 Team
1 - 5x7 Individual

M 1 - Ball Magnet

N 2 - BallMagnets

O 1 - Button

P 1 - Bag Tag

Q 1 - 8x10 Individual
1 - 8x10 Individual

R 1 - 5x7 Individual
1 - 5x7 Individual

S 3 - 3x5 Individual
1 - 3x5 Individual

T 8 - 2x3 Individual
1 - 2x3 Individual

CD 1 - High Res CD Individual ONLY $25

NOVELTY ITEMS
G2 16 - Trader Cards

H 1 - 10x18 Locker Poster

I 1 - All Star Collage

M 1 - Ball Magnet

M2 2 - Ball Magnets

N 1 - Button

N2 2 - Buttons

O 2 - Keychains

P 1 - Bag Tag

P2 2 - Bag Tags

U 1 - Mouse Pad

W 1 - Tote Bag

X 1 - Memory Mate Plaque

Y 1 - Magazine Cover Plaque

Z 1 - 18x24 Wall Poster

2012X

Basic Retouch - $8.00
includes blemishes only

Premium Retouch - $13.00
includes blemishes & braces

Name on 2x3 - $8.00

Strawbridge Studios Inc.
Uses Recyclable Materials - Eco
Responsibility - Pledge Recycle

*Designs may vary.

Returned checks will be electronically re-presented to your account along with the state allowable fee. Your use of a check is your acceptance of this policy.

Los cheques devueltos serán representados electronicamente a su cuenta junto con el honorario permisible del estado. Su uso del cheque es su aceptación de esta política.

15 of 21

Strawbridge Studios, Inc.
PRICING SCHEDULE
ELEMENTARY SCHOOL FALL PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Strawbridge Studios, Inc.

Signature: ____________________________
Firm's Legally Authorized Signature

Date: _____________

Print Name and Title: Ken Strawbridge, President

(Initial) Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
# Elementary School Underclass Pricing

<table>
<thead>
<tr>
<th>Packages</th>
<th>Contents</th>
<th>40% Commission</th>
</tr>
</thead>
<tbody>
<tr>
<td>Package A</td>
<td>2 – 8x10s, 2 – 5x7s, 2 – 4x6s, 4 – 3x5s, 8 – 2x3s</td>
<td>$40</td>
</tr>
<tr>
<td>Package B</td>
<td>1 – 8x10, 2 – 5x7s, 2 – 4x6s, 4 – 3x5s, 8 – 2x3s</td>
<td>$35</td>
</tr>
<tr>
<td>Package C</td>
<td>2 – 5x7s, 2 – 4x6s, 4 – 3x5s, 8 – 2x3s</td>
<td>$30</td>
</tr>
<tr>
<td>Package D</td>
<td>1 – 5x7, 4 – 3x5s, 8 – 2x3s</td>
<td>$24</td>
</tr>
<tr>
<td>Package E</td>
<td>1 – 5x7, 4 – 2x3s, 16 – 1x2s</td>
<td>$18</td>
</tr>
<tr>
<td>Package F</td>
<td>2 – 3x5s, 8 – 1x2s</td>
<td>$12</td>
</tr>
</tbody>
</table>

**Upgrades**

- Name & Year on prints - $7
- Graphic Borders - $6
- Retouching - $10
PRICING SCHEDULE
MIDDLE SCHOOL FALL PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Strawbridge Studios, Inc.

________________________

Firm's Legally Authorized Signature

________________________

Date April 22, 2019

Print Name and Title Ken Strawbridge, President

(Initial) Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
## Middle School Underclass Pricing

<table>
<thead>
<tr>
<th>Packages</th>
<th>Contents</th>
<th>40% Commission</th>
</tr>
</thead>
<tbody>
<tr>
<td>Package A</td>
<td>2 – 8x10s, 2 – 5x7s, 2 – 4x6s, 4 – 3x5s, 8 – 2x3s</td>
<td>$40</td>
</tr>
<tr>
<td>Package B</td>
<td>1 – 8x10, 2 – 5x7s, 2 – 4x6s, 4 – 3x5s, 8 – 2x3s</td>
<td>$35</td>
</tr>
<tr>
<td>Package C</td>
<td>2 – 5x7s, 2 – 4x6s, 4 – 3x5s, 8 – 2x3s</td>
<td>$30</td>
</tr>
<tr>
<td>Package D</td>
<td>1 – 5x7, 4 – 3x5s, 8 – 2x3s</td>
<td>$24</td>
</tr>
<tr>
<td>Package E</td>
<td>1 – 5x7, 4 – 2x3s, 16 – 1x2s</td>
<td>$18</td>
</tr>
<tr>
<td>Package F</td>
<td>2 – 3x5s, 8 – 1x2s</td>
<td>$12</td>
</tr>
</tbody>
</table>

### Upgrades

- Name & Year on prints - $7
- Graphic Borders - $6
- Retouching - $10
PRICING SCHEDULE
ELEMENTARY/MIDDLE SCHOOL SPRING PORTRAITS

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

Please note that all submitted prices must include the 25% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Strawbridge Studios, Inc.

\[\text{Signature} \quad \text{Date April 22, 2019}\]

Print Name and Title Ken Strawbridge, President

\(\text{Initial} \quad \text{Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.}\)

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
**Elementary/Middle Spring Pricing**

Spring Speculation Package includes:

2 – 8x10, 3 – 5x7, 2 – 3x5, 8 – 2x3, 1 – 8x10 Collage, 2 – 5x7 Collages

<table>
<thead>
<tr>
<th>Quantity Purchased</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 sheet</td>
<td>$12.00</td>
</tr>
<tr>
<td>2 sheets</td>
<td>$18.00</td>
</tr>
<tr>
<td>3 sheets</td>
<td>$23.00</td>
</tr>
<tr>
<td>4 sheets</td>
<td>$27.00</td>
</tr>
<tr>
<td>5 sheets</td>
<td>$30.00</td>
</tr>
<tr>
<td>Entire Package (7 sheets)</td>
<td>$35.00</td>
</tr>
</tbody>
</table>
DATE: February 4, 2021

CONTRACT MODIFICATION

CONTRACT NO.: RFP #R19225

MODIFICATION NO.: 2

CONTRACTOR: VICTOR O'NEILL STUDIOS, LLC
Attn: Michael Harris
7601 Lewinsville Road, Suite 200
McLean, VA 22102
PHN: 703.532.0013 / 800.320.2894
FAX: 703.532.2030
mike@vosphoto.com

SUBJECT: CONTRACT RENEWAL

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

By mutual agreement, contract RFP #R19225, Photography Services for Elementary, Middle, and High Schools is renewed for a period of one year from July 1, 2021 through June 30, 2022, in accordance with section 4 of the contract. The Terms and Conditions will be as specified in RFP #R19225 R1. This represents the second renewal option for this contract.

VICTOR O'NEILL STUDIOS, LLC
BY: [Signature]
AUTHORIZED SIGNATURE
TITLE: Owner
DATE: 2/11/21

LOUDOUN COUNTY PUBLIC SCHOOLS
BY: Andrea Philpaw
AUTHORIZED SIGNATURE
TITLE: Director, Procurement/Risk Management
DATE: 3/4/21
PICTURE DAY!

[Optional PreOrder Link Area]

1. PICK YOUR PACKAGE(S) ELIGE UN PAQUETE

- **A** $37
  - 1 - 8x10
  - 2 - 5x7
  - 4 - 3.5x5
  - 8 - 2.5x3.5 (gift)
  - 16 - 1.75x2.5 (mini)

- **B** $33
  - 2 - 8x10
  - 4 - 5x7
  - 8 - 3.5x5
  - 12 - 2.5x3.5 (gift)
  - 16 - 1.75x2.5 (mini)

- **C** $29
  - 1 - 8x10
  - 1 - 5x7
  - 2 - 3.5x5
  - 8 - 2.5x3.5 (gift)
  - 16 - 1.75x2.5 (mini)

- **D** $22
  - 1 - 5x7
  - 2 - 3.5x5
  - 8 - 2.5x3.5 (gift)
  - 16 - 1.75x2.5 (mini)

2. ADD ONS

   - Change Background Color
     - Blue $5
     - Purple
     - Green
     - Default background will be traditional.

   - Retouching Basic $9

3. BONUS OPTIONS

   - Bonus F 2 - 5x7 $15
   - Bonus G 1 - 8x10 $15
   - Bonus H 2 - 3.5x5 Magnets $15
   - Bonus I 1 - Digital Download $28

4. ORDER FORM (PLEASE PRINT CLEARLY)

   SCHOOL/TEACHER/GRADE
   LAST NAME/Appellido
   FIRST NAME/Nombre (as it appears on your school record)
   STUDENT ID #
   EMAIL

   TOTAL PAYMENT $

   If payment by check, please make payable to: Victor O'Neill Studios — Payment by check is your express authorization that all returned checks and max allowable late fee (or $30) will be debited/drafted from your account. To revoke/change, please call 800.460.0124

---

Thank You for your Order!

Victor O'Neill Studios
SCHOOL PORTRAIT PHOTOGRAPHY

Questions? Please email underclass@vosphoto.com

2 of 18
Go to this web address to place order:
www.vosphoto.com/prepay4mypurdypics

BUILD YOUR OWN

**PACKAGES**

Choose from 4 items below:
1. 8x10
2. 5x7
3. 3.5x5
4. 2.5x3.5
8. 2.5x3.5 Gift Wallets
16. 1.75x2.5 Mini Wallets
2. 3x5 Magnet prints

Pick 4 default package:
18x10, 2.5x7, 4.5x3, 8-Gift Wallets

**BUILD YOUR OWN**

**PACKAGES**

Choose from 5 items below:
1. 8x10
2. 5x7
3. 3.5x5
8. 2.5x3.5 Gift Wallets
16. 2.5 Mini Wallets
2. 3x5 Magnet prints
2. 3-inch Buttons
1. Dog Tags
1. Double-sided Keychain
1. Digital Download

Pick 5 default package:
18x10, 2.5x7, 4.5x3, 8-Gift Wallets, Digital Download

**PACKAGES**

Choose from 7 items below:
1. 8x10
2. 5x7
3. 3.5x5
8. 2.5x3.5 Gift Wallets
16. 2.5 Mini Wallets
2. 3x5 Magnet prints
2. 3-inch Buttons
1. Dog Tags
1. Double-sided Keychain
1. Digital Download
1. Mouse Pad
1. Digital Download

Pick 7 default package:
18x10, 2.5x7, 4.5x3, 8-Gift Wallets, Digital Download

**PAY ONLINE Before PHOTO DAY**

Go to this web address to place order:
www.vosphoto.com/prepay4mypurdypics

Without name on wallets
A $37 B $33 C $29 D $22 E $54
Upgrade: With name on wallets
A+ $42 B+ $38 C+ $34 D+ $27 E+ $59

Every student will be photographed for school records.
If not paying online, bring the order form with payment on picture day.
Si no paga en línea, traiga
el formulario de pedido
con pago el día de la foto.

Victor O'Neill Studios, LLC
Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

______________________________
Victor O'Neill Studios

______________________________
Firm's Legally Authorized Signature

______________________________
Date 4/22/19

Print Name and Title Michael Harris, Owner

______________________________
(Handwritten)

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
## Pricing Schedule Senior Portraits

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Unit Price</th>
<th>Extended</th>
<th>Includes 20% Commission</th>
</tr>
</thead>
<tbody>
<tr>
<td>Graduate - 1 Pose</td>
<td>2 5x7s 4 3.5x5s 24 Die-Cut Wallets</td>
<td>$14.17</td>
<td>$70.84</td>
<td>$85</td>
</tr>
<tr>
<td>Bronze - 2 Pose</td>
<td>2 8x10s 4 5x7s 8 3.5x5s 24 Die-cut Wallets</td>
<td>$13.98</td>
<td>$125.82</td>
<td>$151</td>
</tr>
<tr>
<td>Collegiate - 3 Pose</td>
<td>3 8x10s 6 5x7s 12 3.5x5s 72 Die-cut Wallets</td>
<td>$11.62</td>
<td>$209.17</td>
<td>$251</td>
</tr>
<tr>
<td>Westover - 4 Pose</td>
<td>(1) 11x14 (Mounted) 4 8x10s 8.5x7s 16 3.5x5s 96 Die-cut Wallets</td>
<td>$11.24</td>
<td>$286.67</td>
<td>$344</td>
</tr>
<tr>
<td>Platinum - 5 Pose</td>
<td>16x20 Canvas Wall Print 5 8x10s 10 5x7s 20 3.5x5s 120 Die-Cut Signature Wallets 11x14 Collage - 5 Images (1) Social Media Image Download Boutique Keepsake Box</td>
<td>$10.56</td>
<td>$454.00</td>
<td>$545</td>
</tr>
<tr>
<td>Imperial – 6 Pose</td>
<td>20x24 Canvas Wall Portrait 8 8x10 10 5x7 12 3x5s 144 Signature Wallets (1) Social Media Image Download 11x14 Collage - 5 Images 5 Image CD Boutique Keepsake Box</td>
<td>$9.01</td>
<td>$540.83</td>
<td>$649</td>
</tr>
</tbody>
</table>

### Build Your Own Items (all prices include 20% commission):
- 11x14: $97.00
- 8x10: $46.00
- 2.5x7s: $46.00
- 4 3.5x5s: $46.00
- 8 Wallets: $46.00
- 24 Wallets: $66.00
- 48 Wallets: $103.00
- Instant Digital Image Download: $95 w/Copyright Release
- 5 Image Disk: $250 w/Copyright Release
- 10 Image Disk: $395 w/Copyright Release
- 20 Image Disk: $595 w/Copyright Release
- 8x10 3 Image Collage: $70

---

Victor O'Neill Studios, LLC

Loudoun County Public Schools

RFP #R19225 Photographic Services
Options:
- Basic Retouching: N/C-Included with every order
- Advanced Retouching: $49 per image; Removes braces, stray hair, whiten teeth
- Add Name and year to wallets: $10
- Supreme Upgrade: $38.00 Includes name and year on all wallets, Boutique packaging, and (1) social media image download

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Extended</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deluxe Sitting</td>
<td>- Up to 4 casual outfit changes (12 poses). - Includes (8 poses) in Traditional Yearbook* and additional (4 poses) in Cap and Gown. Plus 3 bonus poses. Total 27 poses included.</td>
<td>$40.00</td>
</tr>
<tr>
<td>Standard Sitting</td>
<td>2 casual outfit changes (6 poses). Includes 8 poses in Traditional Yearbook* and 4 poses in Cap and Gown. Total 18 poses included</td>
<td>$20.00</td>
</tr>
<tr>
<td>Yearbook Only</td>
<td>3 poses in Traditional Yearbook*</td>
<td>$0.00</td>
</tr>
</tbody>
</table>

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Victor O'Neill Studios

[Signature]

Firm's Legally Authorized Signature

Date 4/23/19

Print Name and Title Michael Harris, Owner

[Initial] Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
PRICING SCHEDULE
SENIOR GRADUATION PICTURES

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Includes 20% Commission</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 - Congratulations</td>
<td>1-8x10</td>
<td>$35</td>
</tr>
<tr>
<td></td>
<td>2-5x7</td>
<td></td>
</tr>
<tr>
<td></td>
<td>8-2.5x3.5</td>
<td></td>
</tr>
<tr>
<td>2 - Thank You</td>
<td>4-3.5x5</td>
<td>$29</td>
</tr>
<tr>
<td></td>
<td>24-2.5x3.5</td>
<td></td>
</tr>
<tr>
<td>3 - Memories</td>
<td>5-4x5s</td>
<td>$25</td>
</tr>
<tr>
<td>4 - Achievement</td>
<td>1-5x7</td>
<td>$15</td>
</tr>
<tr>
<td></td>
<td>8-2.5x3.5</td>
<td></td>
</tr>
</tbody>
</table>

Additional items – Includes 20% commission

- Digital download $25
- Digital download (3) images $50
- Digital download (5) images $70
- Digital download (10) images $100
- 1 8x10 - $15
- 1 5x7 - $12
- 1 4x6 - $12
- 1 3x5 - $12
- 8 wallets - $15

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Victor O’Neill Studios

[Signature]

Firm's Legally Authorized Signature

Date 4/22/19

Print Name and Title Michael Harris, Owner

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
PRICING SCHEDULE
DANCE PICTURES

**Magic Mirror Experience:** Victor O’Neill Studios is excited to offer a new, cutting edge product. This open air oversized, touch screen mirror provides students a fun and fresh option to capture their memories. The setup can accommodate up to 4 students, complete with props. Each group will receive two high quality prints (either 4x6 or strip format) each containing 3 images. Graphics can be personalized with school name and prom-themed background (selected by school before event). This is a PREPAID option and no money will be accepted on site. The cost is $875. We will post these images to a gallery after your event for students to download additional copies for a nominal fee.

**PhotoFun Experience:** Victor O’Neill Studios offers a full length photo booth option. Our unique open air photo booth experience offers prom attendees a one-of-a-kind group photo experience. The setup can accommodate up to 10 students, complete with props and two high quality 4x6 photo prints that contain 4 images. This is a PREPAID option and no money will be accepted on site. The cost is $825. We will post these images to a gallery after your event for students to download additional copies for a nominal fee.

**Formal Portraits** - Victor O’Neill Studios is offering a formal portrait option that allows for up to 4 friends or 2 couples to be photographed on a neutral background. We will print two high quality 4x6 photo prints for each couple or group photographed. This is a school PREPAID option and no money will be accepted on site. The cost is $625.
Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Victor O’Neill Studios

Firm's Legally Authorized Signature  Date 4/22/19

Print Name and Title Michael Harris, Owner

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
## Pricing Schedule
**Panoramic Senior Class Picture**

<table>
<thead>
<tr>
<th>Description</th>
<th>Includes 20% Commission</th>
</tr>
</thead>
<tbody>
<tr>
<td>Senior Class Panoramic Print (8x20)</td>
<td>$16</td>
</tr>
<tr>
<td>Senior Class Panoramic Print Mounted (8x20)</td>
<td>$19</td>
</tr>
</tbody>
</table>

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

**NAME OF FIRM** (please print):

**Victor O'Neil Studios**

[Signature]  

Firm's Legally Authorized Signature  Date **4/22/19**

**Print Name and Title**  
**Michael Harris, Owner**

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
PRICING SCHEDULE
HIGH SCHOOL SPORTS PICTURES

FIRMS SUBMITTING A PROPOSAL FOR THIS SERVICE SHOULD SIGN THIS FORM AND ATTACH INFORMATION REGARDING PHOTOGRAPHIC SERVICE OPTIONS AND PRICES.

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Includes 20% Commission</th>
</tr>
</thead>
</table>
| Package A “Pro Player” | 1- 8x10 Team  
2- 5x7 Individual  
8- 2x3 Wallets  
2- Magnets  
2- Buttons | $59 |
| Package B “All Star” | 1- Memory Mate  
2- 5x7 Individual  
2- Magnets | $39 |
| Package C “Champ” | 1- 8x10 Team  
1- 5x7 Individual  
2- Buttons | $34 |
| Package D “Hall of Fame” | 1- 5x7 Team  
1- 5x7 Individual  
1- Magnet | $24 |
| Package E | 1- Digital Download  
1- 8x10 Team Print | $35 |

A la Carte Items (all prices include 20% commission):
F - 8x10 SportsMate - $24  
G - 4x5 Image Magnets - $15  
H - Buttons - $14  
I - 1 8x10 Individual - $15  
J - 1 8x10 Team - $18  
K - 2 5x7 Individuals - $15  
L - 1 5x7 Team - $15  
M - 8 2x3 Wallets - $12  
Banner Up 24x30 Vinyl or Mesh banner - $59

Build Your Own Package! $49 (includes commission):
Pick any 4 of the following
- 1 8x10 SportsMate
- 1 8x10 Team
- 1 8x10 Individual
- 1 5x7 Team
- 2 5x7 Individuals
- 2 4x5 Photo Magnets
- 2 Photo Buttons

After-Picture Day / Online Ordering Only (all prices include 20% commission)
Digital Download (Individual): $28.00
Acrylic Statuette - $45.00
8x10 Wall Clinger - $30.00  
12x24 Wall Clinger - $50.00  
(1) 8x10 Magazine Cover - $15.00  
(1) 8x10 Calendar - $15.00  
(8) Trading Cards - $15.00  
(2) 3.5x5 Image Magnets - $15.00  
(5) 2x8 Ticket Magnets - $15.00  
(1) Single-Sided 1.125x2 Dog Tag - $15.00  
(1) 1.75x2.75 Key Chain - $15.00  
Hinged Acrylic Team and Individual - $48.00  
(1) 11x18 Image Towel - $28.00  
(2) 3x5 foot individual vinyl banner with grommets

Please note that all submitted prices must include the 20% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):
Victor O’Neill Studios

__________________________________________
Firm's Legally Authorized Signature

Date 4/22/19

Print Name and Title Michael Harris, Owner

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
## PRICING SCHEDULE ELEMENTARY SCHOOL
### FALL PORTRAITS

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Includes 40% Commission</th>
</tr>
</thead>
</table>
| Package A| 1-8x10  
2-5x7  
2-3.5x5  
4-2.5x3.5  
16-1.75x2.5 | $37                     |
| Package B| 2-5x7  
4-3.5x5  
8-2.5x3.5  
16-1.75x2.5 | $33                     |
| Package C| 1-8x10  
1-5x7  
2-3.5x5  
8-2.5x3.5  
16-1.75x2.5 | $29                     |
| Package D| 2-3.5x5  
8-2.5x3.5  
8-1.75x2.5 | $22                     |
| Package E| 2-8x10  
2-5x7  
2-3.5x5  
4-2.5x3.5  
16-1.75x2.5  
1-Digital Image | $42                     |

Bonus Items (all prices include 40% commission):
- 2 5x7s: $15
- 2 Magnets: $15
- 1 8x10 Calendar: $15
- 1 8x10 Print: $15
- 1 Digital download: $28

Options:
- Color Background: $5
- Basic Retouching: $9
- Add Name to Wallets: $5

Build Your Own Package: Select 4 items below $29 (includes 40% commission)
- 4 3x5
- 1 8x10
- 8 2x3 Gift Wallets
- 2 5x7
- 2 3x5 Photo Magnets
- 1 Key Chain

Complimentary Teacher Package:
- 1-3x5
- 8-1.75x2.5
Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Victor O’Neill Studios

______________________________  Date 4/22/19
Firm's Legally Authorized Signature

Print Name and Title Michael Harris, Owner

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
### Pricing Schedule

**Middle School Fall Portraits**

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Includes 40% Commission</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Package A</strong></td>
<td>1-8x10 2.5x7 2-3.5x5 4-2.5x3.5 16-1.75x2.5</td>
<td>$37</td>
</tr>
<tr>
<td><strong>Package B</strong></td>
<td>2-5x7 4-3.5x5 8-2.5x3.5 16-1.75x2.5</td>
<td>$33</td>
</tr>
<tr>
<td><strong>Package C</strong></td>
<td>1-8x10 1-5x7 2-3.5x5 8-2.5x3.5 16-1.75x2.5</td>
<td>$29</td>
</tr>
<tr>
<td><strong>Package D</strong></td>
<td>2-3.5x5 8-2.5x3.5 8-1.75x2.5</td>
<td>$22</td>
</tr>
<tr>
<td><strong>Package E</strong></td>
<td>2-8x10 2.5x7 2-3.5x5 4-2.5x3.5 16-1.75x2.5 1-Digital Image</td>
<td>$42</td>
</tr>
</tbody>
</table>

**Bonus Items (all prices include 40% commission):**
- 2 5x7s: $15
- 2 Magnets: $15
- 1 8x10 Calendar: $15
- 1 8x10 Print: $15
- 1 Digital download: $28

**Options:**
- Color Background: $5
- Basic Retouching: $9
- Add Name to Wallets: $5

**Build Your Own Package:** Select 4 items below $29 (includes 40% commission)
- ☐ 4 3x5
- ☐ 18x10
- ☐ 8 2x3 Gift Wallets
- ☐ 2 5x7
- ☐ 2 3x5 Photo Magnets
- ☐ 1 Key Chain

**Complimentary Teacher Package:**
- 1-3x5
- 8-1.75x2.5
Please note that all submitted prices must include the 40% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Victor O’Neill Studios

Firm’s Legally Authorized Signature

Date 4/22/19

Print Name and Title Michael Harris, Owner

Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.
## PRICING SCHEDULE
### ELEMENTARY/MIDDLE SCHOOL SPRING PORTRAITS

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Price includes 25% Commission</th>
</tr>
</thead>
<tbody>
<tr>
<td>Package A</td>
<td>1-8x10</td>
<td>$51</td>
</tr>
<tr>
<td></td>
<td>2-5x7</td>
<td></td>
</tr>
<tr>
<td></td>
<td>2-3.5x5</td>
<td></td>
</tr>
<tr>
<td></td>
<td>8-2.5x3.5</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Digital Download</td>
<td></td>
</tr>
<tr>
<td>Package B</td>
<td>1-8x10</td>
<td>$45</td>
</tr>
<tr>
<td></td>
<td>2-5x7</td>
<td></td>
</tr>
<tr>
<td></td>
<td>4-3.5x5</td>
<td></td>
</tr>
<tr>
<td></td>
<td>8-2.5x3.5</td>
<td></td>
</tr>
<tr>
<td></td>
<td>16-1.75x2.5</td>
<td></td>
</tr>
<tr>
<td>Package C</td>
<td>2-5x7</td>
<td>$28</td>
</tr>
<tr>
<td></td>
<td>4-3.5x5</td>
<td></td>
</tr>
<tr>
<td></td>
<td>4-2.5x3.5</td>
<td></td>
</tr>
<tr>
<td></td>
<td>8-1.75x2.5</td>
<td></td>
</tr>
<tr>
<td>Package D</td>
<td>4-3.5x5</td>
<td>$19</td>
</tr>
<tr>
<td></td>
<td>4-2.5x3.5</td>
<td></td>
</tr>
<tr>
<td></td>
<td>8-1.75x2.5</td>
<td></td>
</tr>
<tr>
<td>Package E</td>
<td>2-3.5x5</td>
<td>$14.00</td>
</tr>
<tr>
<td></td>
<td>8-1.75x2.5</td>
<td></td>
</tr>
</tbody>
</table>

**Bonus Items (all prices include 25% commission):**
- 2- 5x7s: $8
- 1- 8x10 Calendar: $12
- 1- 8x10 Print: $8
- 2- 3 inch buttons: $14
- 1- Key Chain: $12
- 2- Magnets: $15
- 1 Digital download: $28

**Build Your Own Package! $29 (includes commission):**

Pick any 4 of the following:
- 4 3x5
- 1 8x10
- 1 2x3 Gift Wallets
- 2 5x7
- 2 3x5 Photo Magnets
- 1 Key Chain
Please note that all submitted prices must include the 25% commission as defined in Section 9.3 of this RFP.

NAME OF FIRM (please print):

Victor O'Neill Studios

Firm's Legally Authorized Signature

Date 4/22/19

Print Name and Title Michael Harris, Owner

(Initial) Student images on SFTP mechanism shall be provided to the LCPS Information Management office, as per Section 5.9 of this RFP.

By signing this proposal, firm certifies, acknowledges, understands and agrees to be bound by the conditions set forth in the Special Provisions of this RFP.