

November 6, 2020

Tyisha Walker-Myers  
President, Board of Aldermen  
City of New Haven  
165 Church St, 2<sup>nd</sup> Floor  
New Haven, CT 06520

Re: Frontline Technologies Group, LLC d/b/a Frontline Education

Dear Ms. Walker-Meyers,

I respectfully submit the enclosed submission requesting the approval of the Board of Alders for the recently concluded Agreement Between the New Haven Board of Education and the Frontline Technologies Group, LLC, October 1, 2020 – June 30, 2024. As this is a multi-year contract, the approval of the Board of Alders is required.

The Board of Education's team, which included Human Resources Director Lisa Mack and me, discussed with representatives from Frontline Technologies Group the expansion of the existing agreement. The additional modules specifically tailored for the Human Resources needs of Local Education Authorities will dramatically reduce the amount of time staff spends processing onboarding paperwork for new employees. In addition, the new modules will allow HR staff to specific minority certified staff as potential new employees for NHPS, consistent with long-term hiring goals.

The new Agreement is for just over three years and covers October 1, 2020 through June 30, 2024. The two parties negotiated a multi-year agreement to take advantage of the savings opportunities presented by Frontline. Overall, the multi-year contract will save approximately \$22,000 over the life of the agreement compared to Frontline's 'list' price for the new modules.

The Board of Education team believes this is a fair contract; and it was approved by the Full Board of Education at its September 28, 2020 meeting. Thank you for your consideration of this new agreement. I look forward to the Alders' prompt approval of the Agreement.

Thank you again for your time and attention.

Very truly yours,

Phillip J. Penn  
Chief Financial Officer