



NEW HAVEN PUBLIC SCHOOLS

## Finance and Operations Memorandum

**From:** Brown, Christopher Acting Director of IT

**Date:** 6/13/2025

**Re:** Award of CEN Contract Number UC-01-79, TIPS Technology Contract Number 220105 to SECURLY INC to provide Securly Classroom, an essential tool that empowers educators to create a safe and focused digital learning environment. It helps teachers manage student device usage, keep students on task, and protect them from inappropriate content, enhancing academic outcomes and ensuring online safety.

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**Answer all questions** and have a representative ready to present the details of each question during the Finance & Operations meeting or this proposal may not be advance for consideration by the full.

Company Information		
Vendor Name:	SECURLY	
Doing Business as: (DBA)	N/A	
Vendor Address:	DEPT LA24957 Pasadena, CA 91185	
Vendor Contact Name:	Marissa Angel	
Vendor Contact Email:	Marissa@securly.com	
Purchase Overview Information		
New or Renewal?	NEW	
Effective Dates: (mm/dd/yy) <small>Multi-yrs. require Board of Aldermen approval</small>	From 07/01/25	To 06/30/2028
Total Amount: <small>If Multi-yr. include yr. to yr. breakdown (Note any session costs or hourly rates)</small>	<div>\$188,700.00</div> Over the 3-year contract term  \$ 62,900.00 Annually	
Funding Source Name: Acct. # (incl. Location Codes): <small>Multiple funding sources require breakdown</small>	3C242463 58704	



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Contract #: (Local or State)	CEN MEMBER PRICING TIPS
Brief Description of Services: Do Not Write "See Attached"	Coverage Term: 07/01/2025 – 06/30/2028 Award of CEN Contract Number UC-01-79, TIPS Technology Contract Number 220105 to SECURLY INC to provide Securly Classroom, an essential tool that empowers educators to create a safe and focused digital learning environment. It helps teachers manage student device usage, keep students on task, and protect them from inappropriate content, enhancing academic outcomes and ensuring online safety.

**Procurement Selection Information**

**1. How was the Vendor selected?** \*Attach appropriate supporting documents

☒ **Quotes**

☐ **Scaled Bid #** \_\_\_\_\_

☐ **RFP#** \_\_\_\_\_

☐ **Sole Source #** \_\_\_\_\_

☐ **State Contract #** \_\_\_\_\_

☐ **Exempt Professional**

☐ Accountant

☐ Actuary

☐ Appraiser

☐ Architect

☐ Artist

☐ Dentist

☐ Engineer

☐ Expert Professional Consultant

☐ Land Surveyor

☐ Lawyer

☐ Physician/Medical Doctor

**2. If Quotes used, when was the last time alternative quotes were requested?**

**MAY 2025 THIS IS THE ALTERNATE QUOTE**



**3. If the vendor was selected through Solicitation (Sealed Bid/RFQ/RFP) process, answer the following:**

**a. Please explain how the vendor was chosen?** *\*Attach Vendor Proposal*

We currently use Securly Email software designed to enhance the safety, security, and compliance of student and staff email communications within the district. Securly Email uses AI technology to provide real-time monitoring, threat detection, and content filtering to prevent cyberbullying, self-harm, violence, explicit content, and inappropriate communications. Securly Classroom is an add on feature that will provide NHPS teachers real-time monitoring and control of student devices to ensure students remain focused during class.

**b. Who were the members of the selection committee?** *(Minimum 3 members required)*

**Educators that participated in reviewing Securly:**

Melody Troxler – Wilbur Cross  
Wayne Festa – Career  
David Low – Sound  
Laura Discenza – Davis  
Petrina Blakslee – COOP  
Valerie Rodriguez – MASH  
Laura Hutchins – Worthington Hooker  
Lemuel Soto – Betsy Ross  
Leon Smith – Hillhouse  
James Huckabey – Bishop Woods  
Paula Diatzman – East Rock  
Patrick Welton - Clinton  
Adonica Robertson - ESUMS  
Stephanie White - FAME  
Taylor Samuels Gonzalez – King Robinson  
Valerie Knowls – King Robinson  
Caterina Salamone – King Robinson  
Nirmada Mahdalika - COOP  
Brenda Greene – King Robinson  
Anthony Fiore - HSC  
Alison Doyon - ESUMS  
Vishrudh Balaji Anbukkathir – Obama



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Vendor Classification and Background
<b>4. Do the department's employees have any possible conflict of interest with the selected vendor? If yes, please explain:</b>
No
<b>5. Is this Vendor a Minority owned or Woman owned Business?</b>
No
<b>6. Is the vendor a Public Corporation or a Not for Profit Organization? If, Not for Profit Organization specific Local or National?</b>
Yes
<b>7. Is this a service existing staff could provide? If no, why not?</b>
No
<b>8. What specific skillset does this vendor bring to the project or program?</b>
Direct purchase from vendor instead of reseller.



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<b>9. Explain how the vendors performance will be measured and monitored to ensure that the need and obligations are met.</b>
N/A
<b>10. What specific need will be the vendor address?</b>
N/A
<b>11. If Renewal, has the vendor met all obligations under previous/existing agreement/contract?</b>
N/A
<b>Financial Information</b>
<b><u>If Renewal:</u></b>
<b>12. Has the cost increased? If yes, by how much and why?</b>
N/A (New Contract)
<b>13. If a continuing service, provide evaluation or archival data to demonstrate effectiveness.</b>
N/A
<b>14. Why do you believe this Purchase is fiscally sound?</b>
YES, The purchase of Securly Classroom is a fiscally sound decision as it strengthens the district's educational technology strategy, improves learning outcomes, and minimizes financial risks—all while ensuring compliance and maximizing operational efficiency.
<b>15. What are the implications of not approving this agreement?</b>



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**Reduced Classroom Management Control:**

Without Securly Classroom, teachers have limited ability to monitor and manage student device activity in real-time. This can lead to increased off-task behavior, distractions, and inappropriate use of technology during instructional time.

**Increased Digital Safety Risks:**

The absence of this monitoring tool heightens the risk of students accessing inappropriate, harmful, or unsafe online content, exposing the district to potential safety incidents and compliance liabilities.

**Potential Non-Compliance with Safety Policies:**

Failure to implement monitoring solutions like Securly Classroom could result in non-compliance with district, state, or federal digital safety policies, such as CIPA (Children's Internet Protection Act).

**If New:**

**16. Has the cost of service increased from previous years? If yes, explain.**

N/A

**Program Information**

**17. Program Type:**

- ☐ Afterschool Program
- ☐ Extended Hours Program
- ☐ School Readiness
- ☐ Head Start
- ☐ Professional Development
- ☐ Other: (specify) Digital Learning Environment Support

**18. Approximate # of Students served through the program?**

ALL

**19. Approximate # of Staff served through the program?**

ALL



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**20. Will the output of this agreement contribute to the building's internal capabilities? If yes, explain.**



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No

**21. How is this aligned to the [NHPS Strategic Operating Plan](#)?**

Supports the district's commitment to improving digital instruction and ensuring student safety online, aligned with NHPS' 5-Year Strategic Operating Plan 2024-2029.





## NEW HAVEN PUBLIC SCHOOLS



Official Quote

Thank you for considering Securly for your student safety needs. The details of your quote are below.

Created By	Quote Date	Customer	Contact Email
marissa@securly.com	5/15/2025	New Haven Public Schools	Christopher.brown@new-haven.k12.ct.us

Securly Quote Details:					
Item	SKU	Term	Qty	Annual Unit Price	Total Price
Classroom Premium	CHTPREM-20K-39999	3 Year	25000	\$2.51	See below
Non-Recurring Items					
Implementation: Classroom Standard	IMPL_CR_ST	One-Time	1	\$450.00	See below

<b>Key Considerations:</b>
- This quote reflects CEN member pricing
- Quote valid thru 6/30/25

Year 1 Payment:	\$63,200.00
Year 2 Payment:	\$62,750.00
Year 3 Payment:	\$62,750.00
Grand Total:	\$188,700.00

For additional information for questions please contact:

Marissa Angel - Strategic Customer Success Manager (704) 612-6512



Securly, Inc. - Dept LA 24957  
Pasadena, CA 91185



PH: 1-855-SECURLY  
FAX: 1-855-SCRLYFX



www.securly.com  
orders@securly.com



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Hello Christopher,

A quick note to confirm (in-writing), that we can defer your invoice as needed.

For example - if you want to move forward with Securly Classroom over the summer to ensure it's rolled out in time for your teachers to get trained on and using the product before back to school *BUT* want to defer your invoice until later in the fall or winter, that is something I can very easily adhere to.

Ultimately, you have the ability to customize and define your timeline, including your preferred invoice schedule.

As always, I'm just a phone call away if you have any questions and/or would like to discuss this live together.

### Marissa Angel

Enterprise Customer Success Manager

[Schedule a call with me](#)



Charlotte, NC

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[marissa@securly.com](mailto:marissa@securly.com)

(704) 612-6512