Contract Overview	
Contract Type	New Consultant Services Contract
Contract Title	Academic and Educational Goods and Services
Method of Procurement	Cooperative An RFP was issued by The Interlocal Purchasing System (TIPS) for Academic and Educational Goods and Services on August 1, 2025. On October 18, 2025, an award was made to Better Lesson Learning LLC formerly known as BetterLesson, Inc
Contract #	4400014639
Vendor Name	Better Lesson Learning LLC

Contract Summary	
Description of Services	The Contractor will provide Abl, a platform that will allow school leaders to gain a comprehensive view of students' college and career readiness across and within their schools, including access to a proven library of strategies and an engaged community of practice. Within the platform, school leaders will create strategic plans to increase readiness. School leaders will access features that allow them to monitor their current student performance against their areas of focus. The system includes support, additional asynchronous learning opportunities, and help desk. It also includes system and client success access for participating high schools.
Contract Start Date	Date of contract execution following School Board Approval at a Regular Meeting.
Contract End Date	October 31, 2029
Initial Term of Contract	Three (3) Years
Contract Renewals	One (1) one-year
Total Contract Value	$ 4,020,633
Annual Value	$1,340,211
Funding Source	School Operating
Pricing Structure	Firm fixed price per school
Contract Terms	FCPS standard contract terms apply, with negotiated revisions to administrative, legal and compliance related provisions.

Strategic Alignment	
Sponsor	Marty Smith, chief of staff
Strategic Plan Goal	☐ Goal 1 - Strong Start: PreK-12 ☐ Goal 2 - Safe, Supported, Included, and Empowered ☐ Goal 3 - Academic Growth and Excellence ☑ Goal 4 - Equitable Access and Opportunity ☐ Goal 5 - Leading for Tomorrow's Innovation
Department	Strategy Planning and Learning
Description of Need	FCPS requires essential infrastructure to provide schools with a comprehensive platform for advanced student academic planning. There is a critical need for a system that can effectively identify students who would benefit from adjustments to their course selections or academic plans, ultimately enhancing their preparedness for post-secondary success. Implementing a solution like the AbI platform, with its robust analytics, is necessary to fill this gap and directly align with and advance FCPS Strategic Plan Goal 4.
Background Information	Post-secondary readiness is essential for student success and is an expectation of the FCPS Strategic Plan. Academic intensity (as measured by a specific pattern of courses students take) is the number one predictor of this readiness. The AbI platform provides building leaders (administrators, school counselors, department chairs, etc.) with customized school reports and student specific data. This empowers them to identify areas for strengthening student readiness through intentional planning, advisement, and support. A pilot took place in SY2024-25 with the majority of high schools and was expanded to all high schools and pilot middle schools during SY2025-26. The initial impacts of the pilot work were presented during the 2025-26 Goal 4 School Board worksession. All comprehensive high schools and middle schools will participate in this work during SY2026-27. This effort supports all Strategic Plan goals. The contract is structured for a three-year term to align with the TIPS cooperative contract and to secure pricing during that period. It includes termination for convenience and appropriation of funds provisions, which allow FCPS to terminate the contract if funding is not available in a subsequent year.

Prior Contract Information	
Method of Procurement	Cooperative
Vendor	Always Be Learning, Inc
Annual Spend	$1,340,238

Compliance and Reviews			
Cybersecurity Review	☑ Yes	☐ No	☐ Not applicable
IT Review	☑ Yes	☐ No	☐ Not applicable
Legal Review	☑ Yes	☐ No	☐ Not applicable
Risk Management Review	☐ Yes	☐ No	☑ Not applicable