

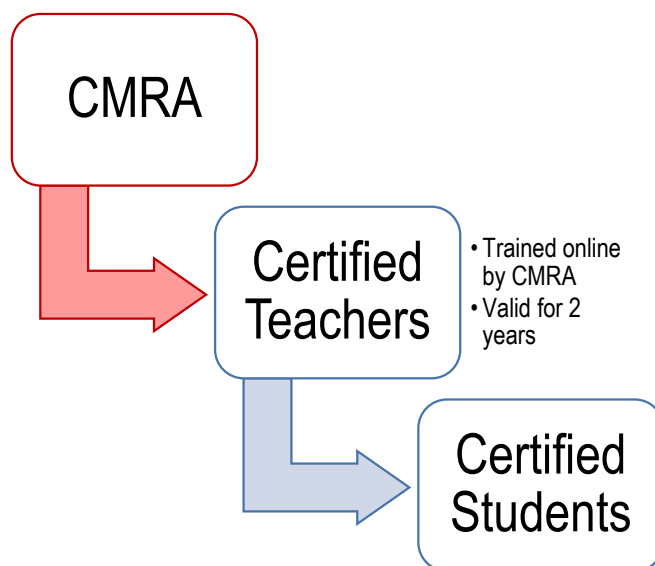
EXHIBIT A

EDUCATIONAL SERVICES DESCRIPTION

A.1 - SERVICE OVERVIEW AND PACKAGE COST STRUCTURE

Certified Teacher Approach

CMRA will train and certify up to two teachers per package in up to two supported educational robotics technologies through the use of live and recorded webinars and our CS2N Learning Management System. Upon the conclusion of a training course, teachers complete a certification exam, which allows them to start teaching students eligible for their own certification. Students also obtain their certification (badges) via CMRA's LMS. Teachers must be re-certified every two (2) years.



Note: The cost of the packages below does not cover any travel expenses.

Packages (seat licenses)

Package:	Standard		
Type	#	Training	Certification
Teacher	2	✓	✓
Student	60	*	✓

* Student training provided by Certified Teachers at Organization

Package Cost

Package	Initial Cost ^(b) (Year 1)	Annual Cost ^(c) (Year 2)	Annual Cost (Year 3)	Annual Cost (Year 4)
Standard Bundle Package ^(a)	\$5,999	\$5,999	\$6,179	\$6,369
Additional Standard Bundle Package**	\$4,999	\$4,999	\$5,149	\$5,299

Mini Packages**

	#	
Teacher Certification Package	2	\$2,000
Student Certification Package	30	\$2,000

** Requires a Standard Bundle Package

(a) Bundle Package

In addition to training and certification of teachers and certification of students, the Standard Bundle Package includes the followings (see Section A.2 below for a detailed, itemized list):

- ✓ Premium tech support. (Prioritized e-mail, chat, phone, and Zoom support)
- ✓ Guaranteed Certified Instructors (No additional costs due to teacher turnover, etc.)
- ✓ Use of approved CMRA branded informational materials.
- ✓ Use of CMRA Learning Management System (LMS) by Certified Teachers

(b) Annual Cost

The annual cost covers the student certification, certified teacher training, and the renewal of the license for teachers to use CMRA's LMS to certify students. Additionally, certified teachers need to obtain a new certification every two years and the annual cost covers such certification renewal. There is no additional cost for training a new teacher due to turnover and changes in staffing.

Payments

The costs of the selected package(s) are non-refundable, fixed price costs. For the first year and each subsequent year of the contract, the related non-refundable costs of the selected package(s) are due and payable to CMRA as specified in the CMRA Bundle Package Agreement.

Certification Requirements

To become CMRA Certified Teachers and Students must comply with the following requirements:

Teachers	Students
1. Be trained by CMRA	1. Be taught by a CMRA Certified Teacher
2. Complete all certification requirements and pass final exam with 70% or higher	2. Complete all certification requirements and pass final exam with 70% or higher

A.2 - ITEMIZED SERVICE DESCRIPTION

1. Premium access to Carnegie Mellon Robotics Academy Curricula via CS2N LMS
 - a. Access to curriculum and student certifications is limited to robot platforms (ie. VEX IQ, LEGO MINDSTORMS EV3) and level (ie Beginner, Intermediate) where partner has Certified Teachers.
 - b. Available curricula:
 - i. **Introduction to Programming VIRTUAL EV3** as exists on 1/31/2022
 - Description: Students learn how to program using a **virtual** LEGO EV3 and block-based programming software embedded within the curriculum. Topics include Setup, Movement, Sensing, Program Flow, and Search & Rescue.
 - To deliver this curriculum and certification, teachers will complete CMRA's training course for the LEGO MINDSTORMS EV3 and pass the corresponding certification exam.
 - ii. **Introduction to Programming EV3 with EV3 Classroom** as exists on 12/1/2020
 - Description: Students learn how to program the LEGO MINDSTORMS EV3 using the EV3 Scratch-based programming software. Topics include Setup, Movement, Sensing, Program Flow, and Search & Rescue.
 - To deliver this curriculum and certification, teachers will complete CMRA's training course for the LEGO MINDSTORMS EV3 and pass the corresponding certification exam.
- iii. **Introduction to Programming VEX IQ with VEXcode Blocks** as exists on 12/1/2020
 - Description: Students learn how to program the VEX IQ using the VEXcode Blocks programming software. Topics include Setup, Movement, Sensing, Program Flow, and Search & Rescue.

- To deliver this curriculum and certification, teachers will complete CMRA's training course for the LEGO MINDSTORMS EV3 and pass the corresponding certification exam.
 - *The VEX IQ robot kits are **NOT** provided under this Agreement.*
- iv. **Coding and Computational Thinking with VEX V5** as exists on 12/1/2020
 - Description: Students learn how to program the VEX V5 using the VEXcode Pro programming software. Topics include Getting Started, Robot Brain, Movement, Wait Until, Functions, Loops, Conditionals and a Capstone challenge.
 - To deliver this curriculum and certification, teachers will complete CMRA's training course for the VEX V5 and pass the corresponding certification exam.
 - *The VEX V5 robot kits are **NOT** provided under this Agreement.*
- v. **Software Foundations with Arduino (ShieldBot)** as exists on 12/1/2020
 - Description: Students learn how to program the ShieldBot, an Arduino Uno-based robot, using the Arduino programming software. Topics include Testbeds, Open Loop Navigation, Sensing, Camera Navigation, and Camera Programming.
 - To deliver this curriculum and certification, teachers will complete CMRA's training course for the Arduino Uno and pass the corresponding certification exam.
 - *The ShieldBot robot kits are **NOT** provided under this Agreement.*
- c. Premium CS2N access is defined as:
 - i. Access to premium content
 - ii. Unlimited CS2N Group Creation
 - iii. Unlimited CS2N Activities within a Group
 - iv. Bulk Generation of Student Accounts
 - v. Certified Teacher Ability to Assign Tracks
 - vi. Technical Support as outlined in 8b
- 2. Certified Teacher Training:
 - a. To become a Certified Teacher, candidates must be trained by a CMRA trainer.
 - i. Training provided by CMRA can be completed face-to-face or during the pre-scheduled CMRA online training sessions. Default pricing shown assumes online training sessions, but can be upgraded to face-to-face for \$400 per teacher.
 - b. Certified Teachers need to renew their certification every 2 years by reviewing refresher materials and taking a refresher exam.
 - c. Certified Teachers will need to complete the necessary training and pass the final exam with a 70% or higher.
 - d. CMRA will train and certify new teachers within the partner organization due to turnover of staffing changes at no additional cost, within the package limits.
- 3. Student Certification
 - a. For students to become certified, students must be trained by a Certified Teacher.
 - b. Students will need to complete the necessary assignments and pass the final exam with a 70% or higher.
- 4. CMRA Informational Material
 - a. CMRA will work with the partner organization to add their logo to the CMRA Partner website.
 - b. CMRA will provide informational material in the form of brochures, graphics or charts that the partner organization can use as-is in its own material.
- 5. Translation
 - a. Translation and localization of the curriculum, training materials, and certification materials is not part of this agreement. These services are available and cost is negotiated on a case-by-case basis.
 - i. In all cases CMRA maintains ownership of the translated materials.
- 6. Premium Support
 - a. CMRA directly provides prioritized support for the Certified Teachers via e-mail, live chat, phone, and Zoom.