



## Exhibit A Frontline Customer Order Form

Q-263143

MSA-001f400000S8wZm

04/24/2026

550 E. Swedesford Road, Suite 360, Wayne, PA 19087

## Customer:

Coshocton City School District  
1207 Cambridge Rd  
Coshocton, Ohio, 43812-2742  
United States

**Contact:** Terri Eyerman**Title:** Treasurer**Phone:** (740)622-1901 ex 1113**Email:** terri.eyerman@coshoctoncityschools.com

## Order Form Details:

**Pricing Expiration:** 5/31/2026**Quote Currency:** USD**Account Manager:** Nick Dowty**Startup Cost Billing Terms:** One-Time, Invoiced after signing**Subscription Billing Frequency:** Annual**Sale Type:** New**Initial Term:** 7/01/2026 – 6/30/2027

## Pricing Overview

## Amount

## One-Time Fees

\$39,933.00

## Annual Recurring Fees

\$13,461.10

One-Time Fees Itemized Description	Quantity	Amount (each)	Amount
Frontline Implementation	1	\$3,825.00	\$3,825.00
Touchpoint Smartclock Max	8	\$3,644.80	\$29,158.40
Touchpoint Punchbuddy Touch Hardware + 1 Year License	8	\$531.25	\$4,250.00
Touchpoint White Glove Service & Support	8	\$0.00	\$0.00
Touchpoint Implementation Fee	8	\$294.95	\$2,359.60
Touchpoint Device Shipping	8	\$42.50	\$340.00

Annual Recurring Fees Itemized Description	Subscription Start	Subscription End	Amount
Time & Attendance, unlimited usage for internal employees	7/01/2026	6/30/2027	\$11,861.10
Time & Attendance Training Subscription Package - Bronze	7/01/2026	6/30/2027	\$1,600.00



## Exhibit A Frontline Customer Order Form

Q-263143

MSA-001f400000S8wZm

04/24/2026

550 E. Swedesford Road, Suite 360, Wayne, PA 19087

### Additional Order Form Information

#### Tax Information

**Tax Exemption:** Your order may be eligible for a tax exemption. Please ensure we have the most recent tax exemption form on file. Please send your completed exemption form to [salestax@frontlineed.com](mailto:salestax@frontlineed.com). Otherwise, the appropriate tax will be applied at the time of invoicing.

#### PO Information

PO Status:

PO #:

**Note:** If a Purchase Order is required, Customer shall submit the PO to Frontline within ten (10) business days of signing this Order Form by emailing it to [billing@frontlineed.com](mailto:billing@frontlineed.com), otherwise a PO shall not be required for payment

#### Professional Services Information

Customer has one year from date of Customer's signature of this Order to utilize any Professional Services described in this Order. The Professional Services expire thereafter with no credit or refund due to Customer.

**Exhibit A Frontline Customer Order Form**

Q-263143

MSA-001f400000S8wZm

04/24/2026

550 E. Swedesford Road, Suite 360, Wayne, PA 19087

Invoicing Schedule	Due Date	Amount
<b>Invoice: One Time</b>	<b>Upon Signing</b>	<b>\$39,933.00 + applicable sales tax</b>
Frontline Implementation		\$3,825.00
Touchpoint Smartclock Max		\$29,158.40
Touchpoint Punchbuddy Touch Hardware + 1 Year License		\$4,250.00
Touchpoint White Glove Service & Support		\$0.00
Touchpoint Implementation Fee		\$2,359.60
Touchpoint Device Shipping		\$340.00
<b>Invoice: Annual</b>	<b>7/31/2026</b>	<b>\$13,461.10 + applicable sales tax</b>
Time & Attendance, unlimited usage for internal employees		\$11,861.10
Time & Attendance Training Subscription Package - Bronze		\$1,600.00



550 E. Swedesford Road, Suite 360, Wayne, PA 19087

### MASTER SERVICES AGREEMENT

This Master Services Agreement is made effective as of the date of the signature below (the "Effective Date") by and between Frontline Technologies Group LLC dba Frontline Education, its subsidiaries and affiliates with an address at 550 E. Swedesford Road, Suite 360, Wayne, PA 19087 (collectively "Frontline"), and the client identified below ("Client"). Frontline and Client are sometimes referred to herein, individually, as a "Party" and, collectively, the "Parties."

By signing below, the Parties agree to be legally bound by the terms and conditions contained in the Frontline Master Services Agreement ("Master Services Agreement", which is available at <https://www.frontlineeducation.com/master-services-agreement/> and is incorporated herein by reference. The attached Order Form, exhibits (if any), Statements of Work and the referenced Master Services Agreement are collectively the "Agreement". To place orders subject to this Agreement, at least one Order Form (as defined in the Master Services Agreement) must be incorporated into this Agreement. Client may make future purchases of products and services from Frontline (and its subsidiaries and affiliates) under this Master Services Agreement by executing an Order Form and any future Order Forms without an attached or referenced Master Services Agreement will be deemed subject to this Master Services Agreement. This Agreement constitutes the complete and exclusive statement of the agreement between the Parties with respect to the Software and the Services set forth herein and any other software, products or other services provided by Frontline or any of its affiliates or predecessors prior to the Effective Date. For the avoidance of doubt, this Agreement supersedes any and all prior oral or written communications, proposals, RFPs, contracts, and agreements (including all prior license and similar agreements) and the Parties hereby terminate any such agreements. In the event of a conflict between the provisions of the Terms and Conditions and the provisions of any Statement of Work or any Order Form or any Order Form Terms and Conditions, the provisions of the Statement of Work or Order Form or Order Form Terms and Conditions, as applicable, shall govern, but only with respect to the services forth in the Statement of Work or that particular Order Form.



**Exhibit A Frontline Customer Order Form**

Q-263143

MSA-001f400000S8wZm

04/24/2026

550 E. Swedesford Road, Suite 360, Wayne, PA 19087

<b>Frontline Technologies Group LLC dba Frontline Education</b>	<b>Coshocton City School District</b>
Signature: _____	Signature: _____
Name: _____	Name: _____
Title: _____	Title: _____
Address: 550 E. Swedesford Road, Suite 360 Wayne, PA 19087	Address: 1207 Cambridge Rd Coshocton, Ohio 43812-2742
Email: <u>billing@frontlineed.com</u>	Email: _____
Effective Date: _____	

## STATEMENT OF WORK



# Frontline Education

Implementation Services



# Contents

- Introduction .....3
- Project Governance .....3
  - Project Planning .....3
  - Governance Objectives .....4
  - Project Governance Methodology .....4
  - Risk & Issue Management .....4
- Project Team – Roles & Responsibilities .....4
  - Frontline - Executive Sponsor .....4
  - Frontline - Project Manager (if purchased).....4
  - Frontline - Implementation Consultants .....5
  - Frontline – Strategic Consultants (if purchased) .....5
  - Client - Executive Sponsor .....5
  - Client - Project Manager (if purchased) .....5
  - Client - Implementation Process Owners .....6
  - Client - Functional and Subject Matter Experts .....6
  - Client - System Administrator(s) .....6
  - Client - IT Department.....6
- Scope of Work .....7
  - Overall System Configuration .....7
- Project Timelines .....8
- Project Scope Changes - Change Orders .....9
  - Steps to the Change Order Process: Project Scope Change Request Form .....9
- Assumptions .....9
- Completion Criteria .....9



## Introduction

Frontline Education offers a complete customer experience, with professional resources to collaborate with your project team during the implementation. Frontline uses a three-part method to provide a lasting solution that helps Clients achieve their strategic objectives.



**Implementation:** Frontline will collaborate with the Client leadership and project personnel to grasp the strategic objectives of the project. Client will apply Frontline proven methods for carrying out the solution whenever feasible.

**Learning & Capability Building:** Frontline provides a mixed learning approach for clients. By combining independent learning and interactive working sessions, Frontline has an effective way of making sure the successful enablement of Clients.

**Change Enablement:** With all changes, it is necessary to manage that change effectively within your organization. Frontline offers a Change Management plan for their Clients to successfully communicate, manage, and monitor the adoption of the Frontline system.

## Project Governance

### Project Planning

Frontline understands that effective project planning lays the foundation for a successful implementation and is vital to reducing risk. We develop detailed project plans for every implementation that establish objectives and outcomes with a clear schedule of deliverables for both Frontline and client stakeholders for each stage of the project.

Upon initiation of the project, Frontline will work with the Client project leaders and other key stakeholders to identify and document all key project components and project team members. As detailed below, various





stakeholder and work groups will be established and will work collaboratively to refine and finalize project plans for each program component including all timelines and milestones.

## Governance Objectives

A strong governance structure overlays roles and responsibilities to the project management plan, providing complete transparency regarding who will do what and when. Frontline has embedded procedures within our implementation methodology, so that defined controls alert the key stakeholders if problems arise or if scheduled targets are missed. Having this risk management capability, at the highest levels of the project, provides assurance that there is a system of checks and balances, and that the teams are meeting expectations.

## Project Governance Methodology

Our team will provide ongoing monitor and control activities and deliverables for the duration of the project to keep the project on track. These activities provide a view into the health and progress of the project so that management can take effective, efficient, and timely actions when the project's performance deviates from the plan or when a proactive measure to manage risks is required.

## Risk & Issue Management

The Risk and Issue Management Plan processes help to identify risks to the project, how those risks may be responded to and how mitigation plans can be outlined and controlled. Examples of risk include loss of a critical resource, technology changes, dependence on a third party, project sponsorship or management changes.

## Project Team – Roles & Responsibilities

---

A strong Project Team will be integral to the successful management of this project. The team structure will align appropriate levels of Frontline managers and consultants to your management team and staff in a manner proven effective in other large-scale implementation projects.

Frontline's recommended team structure - outlined below - identifies the type of personnel that are commonly involved with the project. It should be anticipated that other personnel will be involved based on the client organizational structure and on an ad-hoc basis to provide specific insights, knowledge or support as the project moves through its different phases.

### Frontline - Executive Sponsor

The Client will be assigned an Executive Sponsor – from the Frontline executive leadership team – to liaise with your senior leadership, act as project champion, and drive overall success of the program.

The Executive Sponsor will provide focus and oversight to the project while building the executive relationship between Client and Frontline and will participate in Executive Steering Committee meetings to review project progress, and significant risks and issues as needed.

### Frontline - Project Manager (if purchased)

An implementation project management resource will be assigned to coordinate all planning, communication, scheduling, risks, project reporting and ensure project success.

- Acting as the day-to-day point of contact for the Client project team to ensure on-time delivery of the Frontline project deliverables
- Managing the implementation project plan and project dashboard for ongoing project status reporting, and conducting recurring Project Status Meetings
- Partnering with Client project team to track risks, issues, action items, and key project decisions
- Managing and tracking project scope change requests
- Partnering with the Client project team to develop on the training schedule and change management plan





## Frontline - Implementation Consultants

Implementation consultants will provide subject matter expertise and will serve as the primary point of contact for all functional and system configuration work, lead consulting and training activities, as well as become the primary means of support during the initial go-live period.

Implementation Consultants responsibilities include:

- Partnering with Client in conducting Discovery and Requirements Gathering sessions
- Conducting configuration, consulting, training, and work sessions as defined by the project plan
- Review data templates with the client and explain expected data.
- Partner with the client and provide consistent and timely validation of the data provided to ensure it meets the minimum requirements for import.
- Provide data errors in an organized format, indicating which data points are non-compliant and require additional review/correction.
- Online training and consultation will be provided to show the client how to maintain data on an ongoing basis after the initial import.
- Partnering with the Client project team to perform unit testing and UAT as defined by the project plan
- Providing support following go-live and transition to Frontline Support through the Support Handoff meeting

## Frontline – Strategic Consultants (if purchased)

Strategic Consultants engage in multi-solution implementations. The Strategic Consultant will work with the Client to determine strategic goals for the Frontline solution, review current processes for redundancy and waste, and make strategic process driven recommendations to achieve overall district objectives.

## Client - Executive Sponsor

The Executive Sponsor provides focus and oversight to the project while building the executive relationship between Client and Frontline, ideally Superintendent, Assistant Superintendent of HR, CFO, etc.

The Executive Sponsor will work with all relevant parties to expedite and resolve issues that require the highest executive level involvement, such as contract amendments and scope adjustments. The Executive Sponsor will serve as project champions to promote the visibility and credibility of the Program.

- Provides leadership and promotes project goals within organization ensuring necessary resources are available
- Participates in Executive Sponsor meetings with Frontline Executive Sponsor/Steering Committee to review project progress, and significant risks and issues as needed
- Serves as a point of escalation beyond the Client Project Manager, if needed.
- Promotes Organizational Change Management in support of project success

## Client - Project Manager (if purchased)

The Client Project Manager will oversee the implementation and execution of all project-related activities, while ensuring the successful completion of each phase and related activities to reach the project milestones successfully.

Additional responsibilities include:

- Acts as the primary project contact responsible for client-side communications, scheduling, deliverable tracking and advancing the project according to plan
- Works collaboratively with Frontline Project Manager to ensure that the project remains on track and risks are identified and mitigated early
- Ensures timely completion of Client project tasks and action items as identified by Project Plan
- Partners with Frontline Project Manager and project teams to track risks, issues, action items, and key project decisions., and works collaboratively with the Frontline Program Director to mitigate risks and resolve issues





- Partners with Frontline Project Manager on Project Change Management Plan, cascading project communications to the Executive Sponsor, Client project team and project stakeholders
- Partners with Frontline Project Manager on training schedule, identifying attendees, availability, and attendance for training sessions

### Client - Implementation Process Owners

Working closely with the Frontline Implementation Consultants, the business process experts will be responsible for the following:

- Define organizational policies and answering policy-based questions and or clarifications
- Understands business requirements and can provide guidance about the future direction of the business area
- Responsible for identifying business impacts and deciding on configuration options in a timely manner
- Provides and coordinates functional support after the project go-live

### Client - Functional and Subject Matter Experts

Working closely with the Frontline Implementation Consultants the subject matter experts will be responsible for the following:

- Provide specialist business process knowledge
- Responsible for configuration decisions and execution of test scenarios
- Ensure configuration and supports business impacts review
- Responsible for data validation

### Client - System Administrator(s)

Working closely with the Frontline Implementation Consultants the system administrators will be responsible for the following:

- Responsible for day-to-day operations, upkeep of system, and user management.
- Create/edit/delete new records, packets, and forms
- Sending/tracking/completing forms
- It is necessary to include functional area system owners (e.g., recruiting, hiring and onboarding, compensation, time and attendance, etc.) who can define current policies, processes, and business needs
- Timely completion of project tasks and action items in support of the project plan and schedule
- Partners with IT Department and Frontline Consultant to verify data imports and data exchange
  - Provide named resource(s) responsible for data extraction.
  - Data must be provided using Frontline's standard templates.
  - The client will extract the data in the format requested, or work with their current vendor to extract the data.
  - If the client cannot generate the data based on the specification, there is no guarantee that Frontline Education staff will be able to import it.
  - It is the responsibility of the client to have reviewed the content of the data before sending to Frontline.
  - The district will work with Frontline Education to map any data that does not match a dropdown/look-up value in Frontline.
  - Any data transformation will be the responsibility of the client. This includes merging data sets, reformatting data, breaking apart or combining fields or removal of duplicate records.
  - Once the data has been imported, the client will review the data as it exists in the system for accuracy. If any discrepancies are found between what was sent and what was imported, Frontline will research and provide resolution or feedback. Once the data imported is deemed accurate, the client will provide sign-off.

### Client - IT Department

Working closely with the Frontline Team the Client technical team will system administrators will be responsible for the following:





- Maintain user access, security, and workflow
- Ensure Frontline Education domains/IP addresses have been incorporated into any firewalls and/or spam filters
- Responsible for updating whitelist from Frontline
- Provide technical support in instances where local network/technology configurations impact usage of our solutions
- Engage with 3<sup>rd</sup> party vendor and manage the relationship for data transfers
- Work with the 3<sup>rd</sup> party vendor directly to provide Frontline with clearly defined specifications for data files
- Act as “subject matter expert” for all data content questions from Frontline representatives.
- Coordinate testing of files with the 3<sup>rd</sup> party vendor.
- Provide any SFTP credential information back to the vendor or facilitate the transfer of the data directly to the vendor.
- Subject Matter Expert for the implementation – including requirements, testing and go-live Support (as needed)

## Scope of Work

### Overall System Configuration

System configuration is accomplished through a blended approach of pre-configuration, Frontline Education configuration services, and Client configuration activities.

The system is collaboratively designed and built out over the course of multiple configuration calls and follow up actions. Natural spaces are planned in the project cadence for review and acceptance of configuration for individual data elements and pieces of functionality. Reference materials with step-by-step walk throughs are provided to help validate system is functioning to accomplish desired goals. Final User Acceptance Testing materials are provided to help both the Frontline and Client project teams walk through and ensure integrity of system configuration as planned.

Frontline Solution	Configuration Scope	Client to Provide
Frontline Time & Attendance	<p><u>Job Type</u>: Frontline will import up to (500) job types.</p> <p><u>Position</u>: Frontline will import up to (500) positions.</p> <p><u>Extra Work Assignments</u>: Frontline will configure up to (100) extra work assignments.</p> <p><u>Staff Group</u>: Frontline will configure up to (5) employee staff groups.</p> <p><u>Accrual Profile</u>: Frontline will configure up to (4) unique leave accrual profiles.</p> <p><u>Pay Period</u>: Frontline will create up to (4) pay periods.</p> <p><u>Account Allocation</u>: Frontline will import Accounts if required for payroll interfacing.</p> <p><u>Permissions</u>: Frontline will configure all administrative users with best practice default permissions.</p> <p><u>Data Imports</u>: (1) Initial data import to include data listed below. After each data import, data must be maintained/updated/added manually in Frontline until the</p>	<p><input type="checkbox"/> User demographic data</p> <p><input type="checkbox"/> Employee FTEs</p> <p><input type="checkbox"/> Business &amp; Pay rules and policies</p> <p><input type="checkbox"/> Timesheet approval workflow</p> <p><input type="checkbox"/> Master calendars</p> <p><input type="checkbox"/> Current timesheet examples</p>





	<p>system is live (dual maintenance).</p> <ul style="list-style-type: none"> <li>○ (1) import of Job Types</li> <li>○ (1) import Account Codes</li> <li>○ (1) import of Positions</li> <li>○ (1) import of Extra Work Assignments</li> <li>○ (1) import of User Settings to enroll new users and provide them with their position assignments</li> </ul> <p>Data excluded:</p> <ul style="list-style-type: none"> <li>○ Historic data conversion, including inactive employees, past position assignments and past timesheets.</li> </ul> <p><b>Reporting:</b> All tables in Frontline are exportable (Excel or CSV). (15) standard reports included. Client may create additional ad hoc reporting with "Report Writer" utility.</p> <p><b>Data Transfer:</b> Data Transfer abilities are available in Frontline Solutions. Frontline will set up (1) data transfer which is setup as either a flat file transfer or an export/import into an applicable vendor system. Specific examples of configurable Data Transfer types include:</p> <ul style="list-style-type: none"> <li>○ (1) established HRIS/Payroll extract report.</li> <li>○ For a complete list of our vendor partners, please refer to: <a href="https://www.frontlineeducation.com/Partners/Find_a_Partner">https://www.frontlineeducation.com/Partners/Find_a_Partner</a></li> </ul>	
--	--	--

## Project Timelines

Based on Frontline experience with Implementing the solution, below is a high-level estimated project timeline and order of implementation. After the Kickoff call, the Frontline project team will work with the Client to finalize an agreed upon timeline and order of importance based on Client goals.

Client should be thinking about various scenarios that may impact the timeline and be prepared to share with the Frontline project team during Kickoff. Examples are:

- School vacation weeks – Client project staff unavailable to work on the project
- Planned leave of absences for Client project staff
- Availability of Client project staff during contract renewal season, back-to-school staffing season, etc....
- The availability of resources to work on each solution - is it possible to run them at the same time since there are different project leads for each implementation, or are there project leads who would handle more than one of the implementations

Frontline will Kick off the overall project within (14) days of contract signature.

Solution	Standard Duration
Recruiting & Hiring Kickoff – Go Live	10 weeks
Frontline Central Kickoff – Go Live	10 weeks
Absence Management Kickoff – Go Live	9 weeks
Time & Attendance Kickoff – Go Live	9 weeks
Employee Evaluation Management Kickoff – Go Live	7 weeks
Professional Learning Management Kickoff – Go Live	6 weeks
Professional Learning Mngmt Foundations Kickoff – Go Live	4 weeks
HRMS Kickoff – Go Live	6 months
HCA Kickoff – Go Live	2 weeks







## Project Scope Changes - Change Orders

---

Frontline shall perform the services specified in this SOW. Any other services or changes identified by the parties will require a duly executed Change Order. If the parties mutually agree to change this SOW, then, Frontline will create a Change Order documenting the change in Statement of Work, additional (or exchanged) services to be delivered and resources required, any changes to the project plan and/or deliverable dates (if applicable), and additional estimated fees (if applicable).

Both parties must properly execute the Change Order before any resources will be assigned or any additional/changed services will be performed.

Reasons for the execution of a Change Order include but are not limited to, any of the following changes to scope:

- Request to delay the Planned Go Live, 30 days or more from the original date
- Changes to the requirements once Discovery has been signed off and Configuration has begun
- Changes to decisions made by the Client that require rework or otherwise affect deliverables
- Changes to client team leading to the need for a pause in implementation, additional training, rework and/or changes to requirements

### Steps to the Change Order Process: Project Scope Change Request Form

- Identify the change of scope
- Document the change
- Scope the change and quote
- Submission to Frontline and Client Executive Sponsors
- Executive Sponsor review
- Executive Sponsor approval / denial

## Assumptions

---

- Frontline Education and Client will provide consistent, named resources to fill project roles throughout project timeline.
- Frontline Education have planned timelines based on presumed effort and availability of client resources. Time and effort will vary depending on actual availability and effort required to collect data and complete data entry and validation.
- Frontline Education and Client will use a collaborative approach to ensure implementation success.
- Client will provide subject matter experts familiar with organizational policies and procedures throughout the project.
- Some dual entry will be required during the transition from Legacy system to Frontline system. The amount will depend on decisions made regarding the transition.
- Data will only be loaded once, and delta files will not be used to update existing data
- Client project team will complete online courses, attend instructor-led training, participate in project status calls, and complete project tasks as planned.

## Completion Criteria

---

- Frontline will make deliverables available to the Client for review and acceptance in accordance with the Implementation Plan timeline.
- Client will provide an adequate number of resources to review Deliverables to confirm conformity in all material respects based on mutually agreed upon requirements and specifications
- Client will provide written notice of acceptance or rejection within ten (10) business days of delivery.
- Deliverables which are not rejected by the Client within the above time frame shall be deemed accepted.
- During final sign-off, Client will approve of the work completed and Frontline will make the Production Environment live.
- Frontline will consider the project complete after final acceptance or under the following conditions:
  - Client has delayed for greater than 60 days without agreement on a Change Order





- Client has become unresponsive for greater than 60 days
- Frontline has requested final signoff and acceptance, or rejection has not been provided within 10 days

