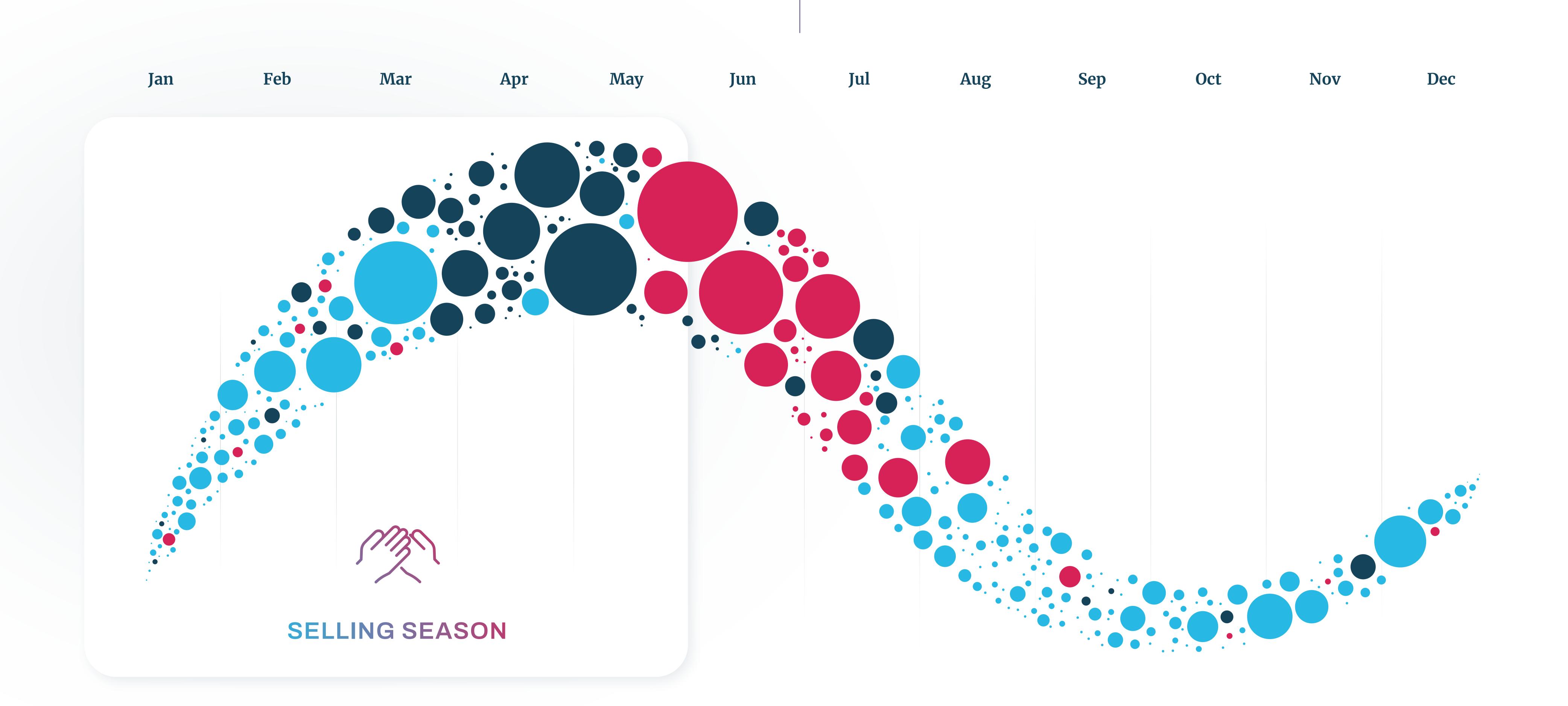
K-12 DISTRICT SALES CYCLE

A GUIDE FOR PRODUCT AND MARKET DEVELOPERS

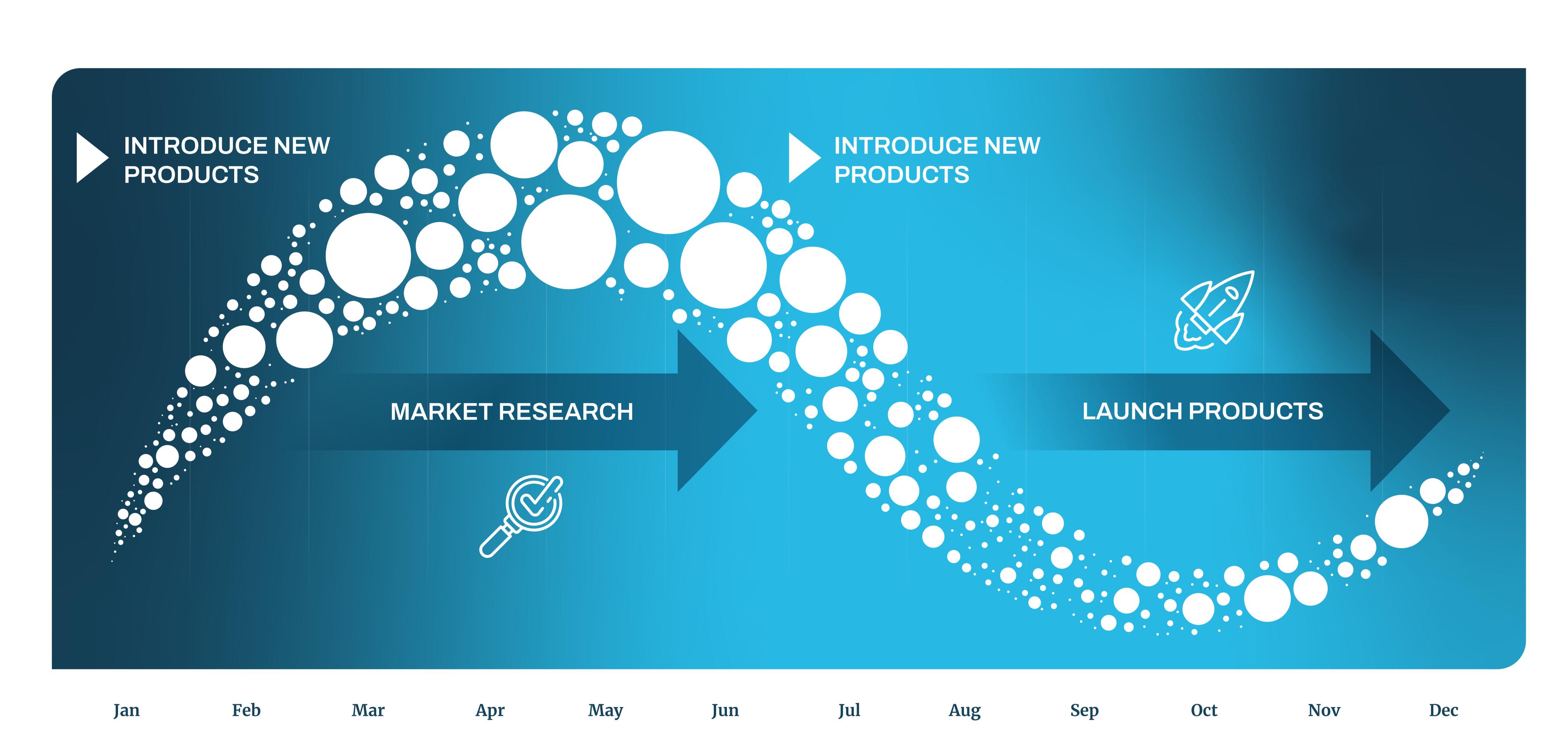




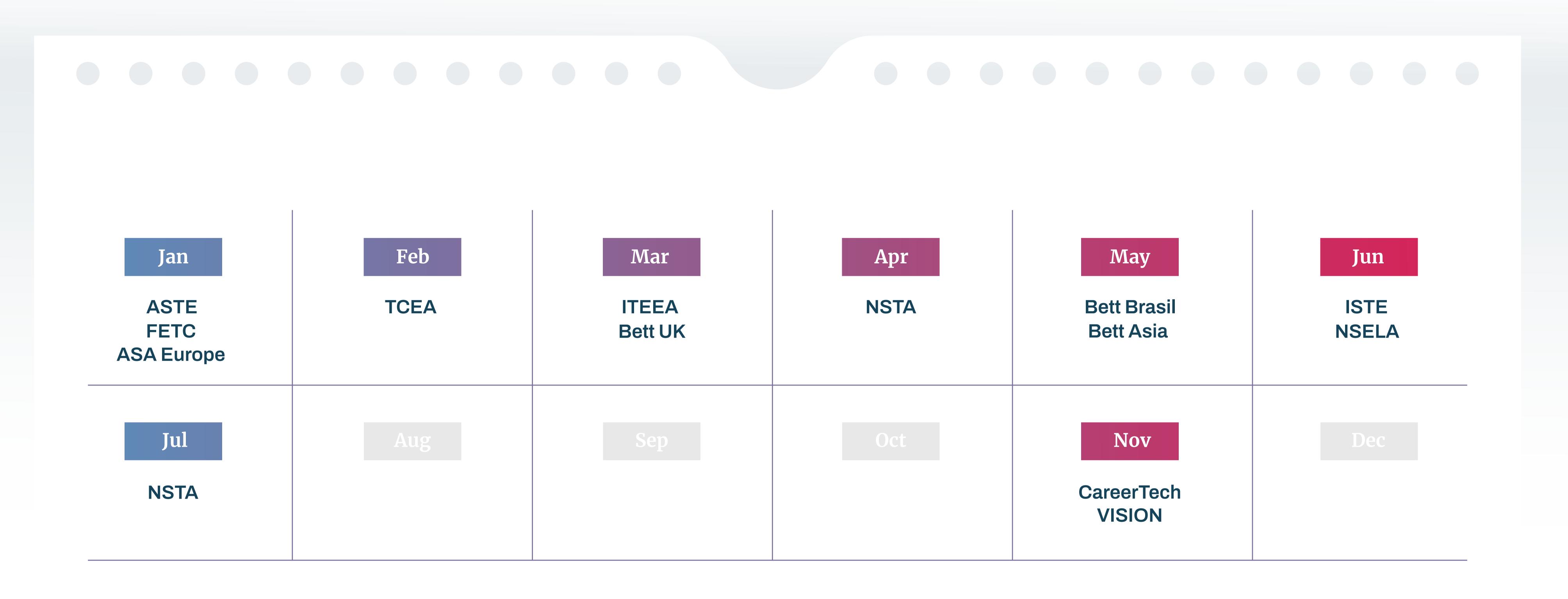




GUIDE FOR PRODUCT DEVELOPMENT



IMPORTANT EVENTS



GUIDE FOR MARKET DEVELOPMENT





