



LightSail

The Literacy Solution



READ. LEARN. GROW.

WHAT IS LIGHTSAIL?

THE ADAPTIVE LITERACY SOLUTION

LightSail is a proprietary **adaptive digital reading** and **cross-curricular platform** that helps students, classes, schools, reading intervention programs, and governments **exceed their literacy goals**. For over six years, LightSail has been a globally significant educational technology company, serving millions of learners in the USA, Latin America, India, China, and Africa.

Our international team of developers and educators has created a **web-based** platform that **personalizes** the student's reading experience. Using the Lexile® framework, LightSail gives students an **objective measure** of their reading ability and growth, **motivating** them to **increase** both the **volume** of their reading – and the **difficulty** of their chosen texts. LightSail is in traditional classroom settings, at home, and even in no-Internet, no-electricity learning environments, with LightSail-in-a-Box.

While LightSail comes with a **huge library** of high-quality content, it also has the **flexibility** to **import content** in multiple languages and dialects, create **in-text assessments** across subject areas, align to relevant curriculum standards, and distribute assignments. This means that Departments of Education can **preserve** their **historical investments** in text-based curriculum content, along with troves of educator-created materials, by **importing** it **seamlessly** into LightSail. LightSail thus transforms traditional text into **intelligent, literacy-based resources** for educator and learner alike, providing **immediate benefit** from measurement of **over sixty data points**, and **real-time reporting**. Teachers, program managers, M&E professionals, donor organizations, and education ministries have immediate access to **meaningful data** about student reading **progress, performance** against curriculum standards, teacher **engagement** metrics, and program **impact**.

LightSail is committed to **innovation** in technology, **increasing literacy levels**, and working with governments and partners, in-country, to meet specific country commitments and needs. LightSail is **experienced** in **capacity building** and supporting literacy globally and at all levels, from leaders and administrators to teachers and support staff, by providing **scalable, sustainable, equal-opportunity, and accountable programs**.

Over **10,000** books with embedded assessments!

LightSail students get access to personalized libraries filled with thousands of engaging texts, covering STEM, Social Sciences and Fiction. Students are matched with appropriately leveled texts, within their zone of proximal development, using the Lexile Framework and LightSail proprietary technology. Content can be customized by curriculum and country.

LightSail brings the best titles, complete with embedded formative assessments that engage students and adapt their reading experience to build stamina and ensure growth.

The benefits for educators go beyond the engagement and improved literacy rates amongst their students. The platform allows the educator to plan classes that can be extended and adapted beyond what they have managed to achieve in the past.

Lightsail-in-a-Box

The LightSail-in-a-Box solution was specifically developed for the needs of learning environments with limited or no Internet and electricity. This game-changing solution is implemented using robust portable hardware and our own cutting-edge software.

LightSail-in-a-Box brings all of LightSail's online literacy tools to offline learning environments. Lightsail-in-a-Box also provides a scalable entrepreneurial opportunity for a group of "Backpack Reader Leaders" in youth-led social enterprises that promote literacy and reading most especially in rural areas.





Key Components of the LightSail Literacy Solution



1	Every two weeks, LightSail assesses the students' reading level, expressed in a Lexile® value. Based on this, it automatically adapts the recommended books in the library to the students' continually improving performance, so that they can read books that are within their Zone of Proximal Development.
2	<ul style="list-style-type: none">At the core of LightSail's DNA is the Lexile® framework.Lexile® is a highly respected, world recognized independent metric for measuring students' reading ability, as well the complexity of any given book.Students take a benchmark assessment before starting to read on the platform. This gives the student their starting Lexile value.
3	<ul style="list-style-type: none">Even with no Internet or electricity, LS Literacy Solution is fully operational - It's called LightSail-In-A-Box.Be it inside urban classrooms or remote rural learning environments, LightSail is 100% functional.Even without Internet or electricity, students and teachers have access to multiple reports, trends, and thousands of books.
4	<ul style="list-style-type: none">LS is completely focused on demonstrating the performance improvement and ROI for schools, donors and foundations.Data points are for both student and teacher performance at the class, grade, school, and regional / country level, based on security access levels.
5	<ul style="list-style-type: none">Import content from anywhere in seconds.Import *any* language.Get Lexile value of any content in secondsCreate questions in seconds.Align those questions to your reading standards.
6	<ul style="list-style-type: none">2K Antares books + LS Classics complimentary.Rosen 4.5K supplemental curriculum aligned books.LS has close relationship and curated thousands of books with 20 of the largest publishers in the world.Rosen online curated content.
7	<ul style="list-style-type: none">Literacy is about both reading and writing. Our writing module is planned for launch in 2019.It will coach students how to compose their own texts, and rate their writing according to the Lexile® framework, students can collaborate and share their writing.
8	<ul style="list-style-type: none">LS can measure and track student fluency and pronunciation, in a comparative view showing student growth for the year.Teachers, parents, and students can track progress.
9	<ul style="list-style-type: none">Parents get a front seat for viewing their child's literacy performance in real time.Using our Gifting feature, parents for the first time have tools to incentivize and motivate their kids to read more.
10	<ul style="list-style-type: none">We all know that students love to watch videos. But how to do it in a controlled environment with short 1-5 minute videos that are pedagogically relevant to what the student are reading right now?Having control over how many minutes students can watch based on a video-to-reading-minutes ratio set by the district admin, principals, and teachers is very important.
11	LightSail's Innovation for Development programme embodies its commitment to development and literacy promotion. An Independent Trust and Public Benefit Organisation houses and supports initiatives for development, to ringfence funding assistance for pilot testing, capacity development, and bringing literacy to developing nations.

Lexile® Framework

20+ years of scientific, research-based approach to literacy

Matching Readers with the right Text



The Lexile® Framework places both the reader and text on the same developmental scale, making it easy to connect the student with books targeted to their reading ability.

Visit our website at lightsailed.com
Email us at saul@lightsailed.com
United States +1 917 438 6808
South Africa +27 21 201 2785

A MESSAGE FROM OUR INTERNATIONAL TEAM



"Literacy is indisputably the cornerstone of sustainable development. Without the ability to read or write, access to education is severely limited, and potentially contributory citizens – children and adults alike – are silently excluded from meaningful civic engagement and unable to contribute at any significant level to their own, or society's, upliftment." -- Tamzin Ractliffe, Director, The Impact Trust

The case for Literacy is clear. This is true in both developed and developing countries. Many educators and learners who have experienced LightSail's solution refer to it as a gift. So as a for-profit-with-purpose company, the challenge we have taken on at LightSail is to share that gift with as many learners around the world as possible.

The key to achieving this goal continues to be partnering with like-minded commercial and not-for-profit organizations around the world. Each organization and country partner contributes their own local knowledge, skills and trusted relationships with communities, educators, schools, libraries, and governments as they join us on this journey to support literacy learners globally.

Through these partnerships and relationships, LightSail's reach has extended to India, Mexico, China, South Africa, and Turkey.

LightSail's growing appeal and recognition by educators and partners internationally is underpinned by:

- Our collaboration with Metametrics and the international best practice of embedded and adaptive Lexile® assessments.
- A flexible product architecture and interface that allows for adaptations to country-specific, partner and learner requirements.
- A continued global awareness that digital reading platforms can help address literacy gaps, especially in the developing world, where there is often a distinct shortage of access to physical books and leveled reading materials for young language learners.
- An ever-growing library of thoughtfully assessed and curated texts from our own Antares series and leading publishers that cater to diverse student literacy levels, interests, and curriculum needs.
- Innovative technologies providing for the import, curation, and real-time assessment of student and educator performance.
- Off-line solutions for rural communities.

I look forward to hearing from you should you wish to join our global partnership and distribution program so that we can bring LightSail to your country and your community.

Saul Abrahams
Vice President of Global Business Development
saul@lightsailed.com | +27 21 201 7285

A MESSAGE FROM OUR U.S.A TEAM



Dear Educators,

A common question posed to me by teachers and administrators is, "How do we bridge the gap between the utility of literacy technology and the breadth of content that is traditionally associated with print and library collections?"

The need for quality books and texts to support students has always been clear to us, and that is one of the reasons LightSail students are able to access popular titles from the world's leading publishers. We also authored more than a thousand Antares Lexile® leveled books as part of our complimentary library. These, along with Antares Classics, are highly valued by budget-conscious administrators and literacy champions.

As always, in our quest to bring greater value to schools and inspiring books to students, we seek out publishing partners who can support our mission in advancing children's literacy.

I am extremely excited to announce LightSail's partnership with Rosen Publishing. Rosen Publishing is a leading and trusted K-12 educational publisher that has served school libraries, public libraries, and classrooms with high quality and innovative books since 1950.

Through this partnership, the Rosen-LightSail library will contain 6,500 complimentary titles for grades 3 to 12. This collection contains both best selling, high interest, and curriculum aligned fiction and non-fiction.

Together with LightSail's award-winning digital reading platform, unparalleled student and teacher analytics, Content Builder, and the Rosen-LightSail library, LightSail is the literacy solution of choice for supporting your learners.

Happy Reading,
Eric Solat

Eric Solat
Vice President of Sales for North America
esolat@lightsailed.com | 646.863.9696

THE MOST ADAPTIVE READING EXPERIENCE



RESULTS

JHU research confirms inner-city NYC students grew 2.7x expectations

LightSail partnered with Johns Hopkins School of Education to research the impact of reading minutes on students' Lexile® growth through LightSail's SummerSail program. SummerSail was developed as a tool to reverse the "summer slide," a phenomenon that greatly contributes to the achievement gap due to students losing 2-3 months of learning over the summer months.

Reading just
30 minutes
a day on LightSail
leads to
3.9x gains.

When considered over the course of a student's schooling career, by the time students are in ninth grade, the "summer slide" accounts for more than half of the achievement gap (Alexander et al, 2007; Cooper, 1996).



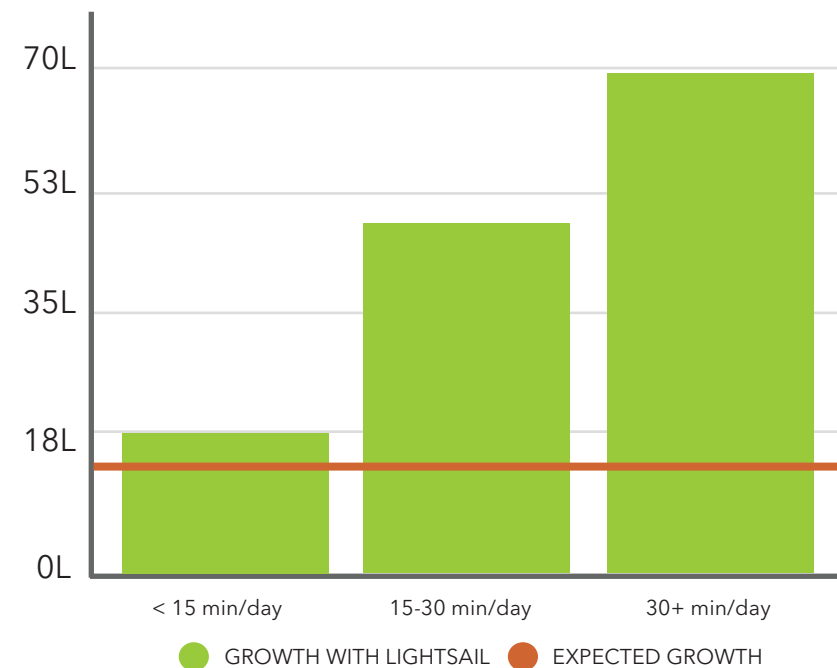
JOHNS HOPKINS
SCHOOL of EDUCATION

Our research indicated that LightSail works!

- Students who read 30 or more minutes a day made Lexile® gains 3.9x the number of students who read fewer than 20 minutes a day.
- Students overall were very positive about LightSail: 82% of students indicated that LightSail was easy to use and navigate. 72% responded that reading books on LightSail was more enjoyable than reading printed books.

EFFICACY STUDY

17 High Need NYC DOE Middle Schools
LEXILE GROWTH VS. DAILY READING MINUTES



82%

of students think
LightSail is easy
to use

72%

of students
find reading on
LightSail more
enjoyable than
print books

Average Lexile®
Growth YTD
with
Targeted Support
+85L

"Research suggests the students who read on LightSail over the summer for 30 minutes or more, returned to school at a reading level projected for November versus where we'd expect to see them lose ground - this is a meaningful gain of five to eight months over the devastating 'summer slide' scenario."

-Pam Allyn,
Founder of LitWorld

Average
Lexile® Growth
per Week
4.24L

ROBIN HOOD REPORT 2016-2017

Analyzed User Activity	Targeted	Non-Targeted
Average Lexile® Growth YTD	85L	46L
Average # of Weeks Since First Reading	20	23
Average Lexile® Growth/ Average Weeks	4.24	3.56
MetaMetrics® Weighted Growth Per Week	1.49	1.45
Multiplier Over Typical Growth	2.84	2.46

Middle School Quality Initiative/ Robin Hood School Gains in 2016-2017

In March 2016, Robin Hood Foundation awarded a \$130,000 grant to The Fund for Public Schools for the purpose of supporting LightSail usage in the NYC Department of Education (DOE). The partnership between Robin Hood and LightSail is a component of the DOE's Middle School Quality Initiative (MSQI), which focuses on expanding college and career success in district middle schools. Through this partnership, LightSail provided a full-time coach who provided on-site PD during the 2016-2017 school year for teachers and intensive targeted support for principals, resulting in best practices that spread school-wide. Students receiving targeted support outpaced typical growth by 2.84x, and students using LightSail made greater Degrees of Reading Power (DRP) gains than the national norms, especially for students in schools receiving targeted support.

CONTENT

LightSail brings the best titles, complete with embedded formative assessments that engage students and adapt their reading experience to build stamina and ensure growth. Our Instruction Team has assessed nearly 10,000 of the most popular titles across 76 publishers to help build a library that will serve each of your readers, regardless of age, interest, or ability.

The transition from print to digital libraries can be a big step, one that impacts your teachers, your readers, and your budget. But the acceleration in literacy and learning being experienced by the schools that have made the shift is speaking for itself.

The cornerstone of LightSail’s library is that students get access to personal-ized libraries filled with thousands of engaging, just-right texts to choose from based on their current Lexile®. These just-right texts are called Power Texts, which are in a student’s Zone of Proximal Development or ZPD. The Library adapts to each student, grow-ing as they grow, providing them with higher Lexile® texts to reflect increased comprehension abilities.

Now all students can discover who they are as readers through a broad and appealing library filled with great texts.

Antares Reading™

These fiction and nonfiction texts are specifically designed to engage young and developing readers. Every user has access to all 1,600 Antares books written at the BR-1100L range aimed at grades K-8, written in English and Spanish.











LightSail Classics

The LightSail Library offers more than 300 classic titles from authors such as Mark Twain, Jack London, and Charles Dickens. With unlimited copies of each title available and assessments embedded in every one, these texts are ideal for whole class novel study and guided groups.



COMPLIMENTARY LIGHTSAIL LIBRARY

LightSail’s library features an exciting partnership with the Rosen Publishing Group, giving LightSail students and educators access to an additional 4,500 books*. Rosen Publishing is a leading international educational publishing house that was established in 1950 to serve the needs of students in grades Pre-K -12 with high interest, curriculum-correlated materials. LightSail’s literacy coaches and the the Rosen curriculum experts have thoughtfully curated this rich and diverse library from a number of publishing partners, under the Rosen umbrella, that are trusted by educators and parents alike. The library features engaging content serving the needs of a cross section of learners at all levels.

ELEMENTARY SCHOOL		MIDDLE SCHOOL	HIGH SCHOOL
 Cavendish Square is committed to responding to the ever-changing needs of today’s students by providing a robust, diverse list for learners from kindergarten to high school and into college.		 Rosen Central delivers a comprehensive, thoughtful voice to the middle school experience by providing insight into the self and into the events, issues, and conflicts in today’s world.	 For more than sixty years, Rosen Young Adult has delivered trusted go-to resources for teens, parents, librarians, and teachers who are seeking books that explore impactful situations.
 Enslow Publishing is committed to being your educational content partner in today’s evolving world. Our aim is to provide high-quality fiction and nonfiction content that will enrich student learning across the K-12 space and inspire readers to become lifelong learners.		 Gareth Stevens Publishing offers engaging titles for readers pre-K through grade 6 that cover curriculum-based topics with fun twists and new perspectives to draw in readers of all levels and interests.	
 KidHaven Publishing is committed to the development of critical thinking skills in elementary students.		 West 44 Books, the new hi-lo middle grade and young adult fiction imprint of Enslow Publishing, is an exciting platform for new, authentic voices and gripping stories. With West 44 Books, struggling readers, especially those from at-risk populations, no longer have to sacrifice page-turning fiction.	
 Working together with reading experts and educators, Windmill’s editors have developed fiction and nonfiction books that are both fun to read and that impart important information.		 Greenhaven Publishing titles deliver unique perspectives that give grades 7-12+ students access to a multiplicity of viewpoints in a wide variety of subject matter.	
		 Lucent Press is dedicated to presenting young adult readers with content that inspires them to think critically about current events, curriculum-based topics, and issues that affect their lives every day.	

Do you want access to more books?

These sample libraries are packed with highly requested titles – books that students will actually read.

PREMIER ELEMENTARY



SAMPLE TITLES	AUTHOR
The Indian in the Cupboard	Banks, Lynne Reid
Stories Julian Tells	Cameron, Ann
War Comes to Willy Freeman	Collier, James Lincoln
Animal Helpers	Curtis, Jennifer Keats
The Lemonade War	Davies, Jacqueline
The Magician's Elephant	DiCamillo, Kate
Dodsworth in New York	Egan, Tim
What Is a Reptile?	Kalman, Bobbie
The Tail of Emily Windsnap	Kessler, Liz

PREMIER MIDDLE

SAMPLE TITLES	AUTHOR
What Color is My World	Abdul-Jabbar, Kareem
Return to Sender	Alvarez, Julia
Today's Air Force Heroes	Aronin, Miriam
The Secret of the Indian	Banks, Lynne Reid
The Watsons Go to Birmingham	Curtis, Christopher Paul
The 10 P.M. Question	De Goldi, Kate
Payback Time	Deuker, Carl
Johnny Tremain	Forbes, Esther Hoskins
The Obsidian Blade	Hautman, Pete



ELEMENTARY STEM BOOSTER

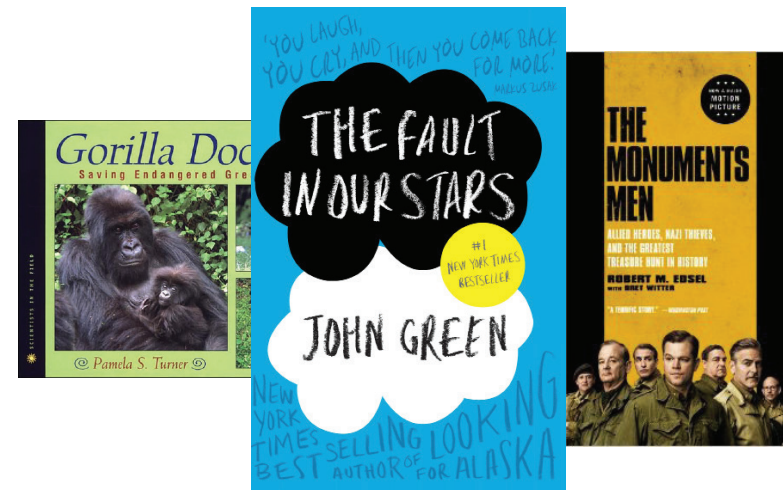


HIGH SCHOOL SOCIAL STUDIES BOOSTER



MIDDLE SCHOOL BIOGRAPHIES BOOSTER

PREMIER HIGH SCHOOL



SAMPLE TITLES	AUTHOR
In the Time of Butterflies	Alvarez, Julia
I Know Why the Caged Bird Sings	Angelou, Maya
Outbreak! Plagues That Changed History	Barnard, Bryn
The Boy in the Striped Pajamas	Boyne, John
The Perks of Being a Wallflower	Chomsky, Stephen
The Monuments Men	Edsel, Robert M.
Abraham Lincoln and Frederick Douglass	Freedman, Russell
The Fault in Our Stars	Green, John
Geeks: How Two Lost Boys Rode the Internet Out of Idaho	Katz, John
Letters to a Birmingham Jail	Loritts, Bryan
1984	Orwell, George
Animal Farm	Orwell, George

ABOUT LEXILE®

What is the Lexile® framework?

The Lexile® framework for reading uses a shared metric to score both how challenging a text is to comprehend, and a reader's ability to comprehend texts. Lexile® measure also does not correspond directly to grade levels. Just as fifth-graders wear different size shoes, they read at different levels too. Regardless of levels, however, learners improve reading skills more quickly when they read texts at their level.

How does LightSail use Lexile® to support reading growth?

LightSail has compiled an extensive library of texts that have been leveled using the Lexile® framework. Texts range from BR (Beginning Reader) to 1700+ Lexile®. LightSail assesses students' Lexile® measure through an initial assessment the first time a student logs into the platform. Texts with a Lexile® measure matching the ideal range of a student's measure are designated as Power Texts, and LightSail recommends these texts with a green lightning bolt symbol. As your students reads texts on LightSail, they respond to reading comprehension questions embedded into each text, and those responses are used to update their Lexile®, dynamically updating the matched Power Texts.

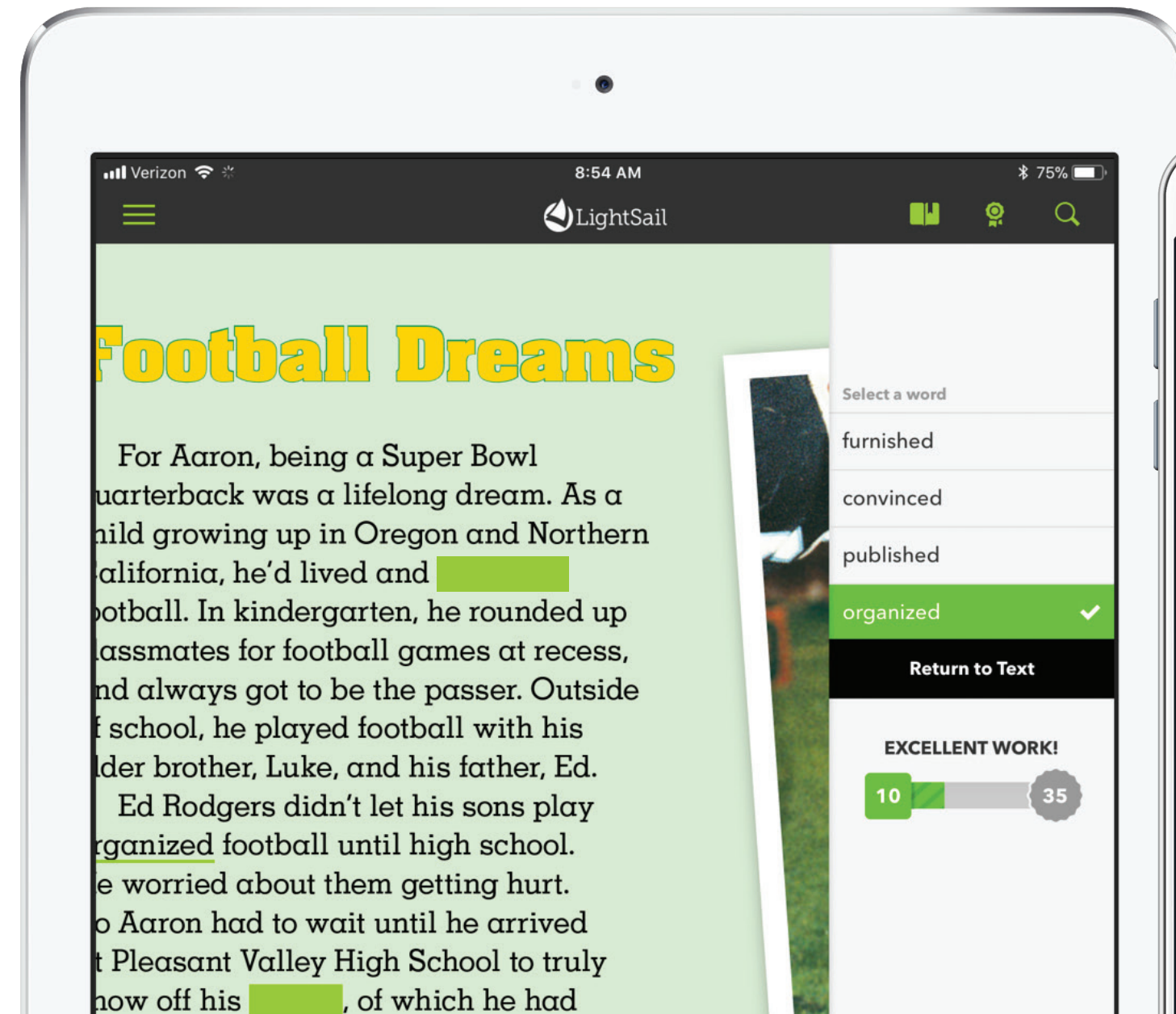
ASSESSMENTS

LightSail provides students with an authentic reading experience while also collecting data through embedded Cloze (fill-in-the-blank) assessments.

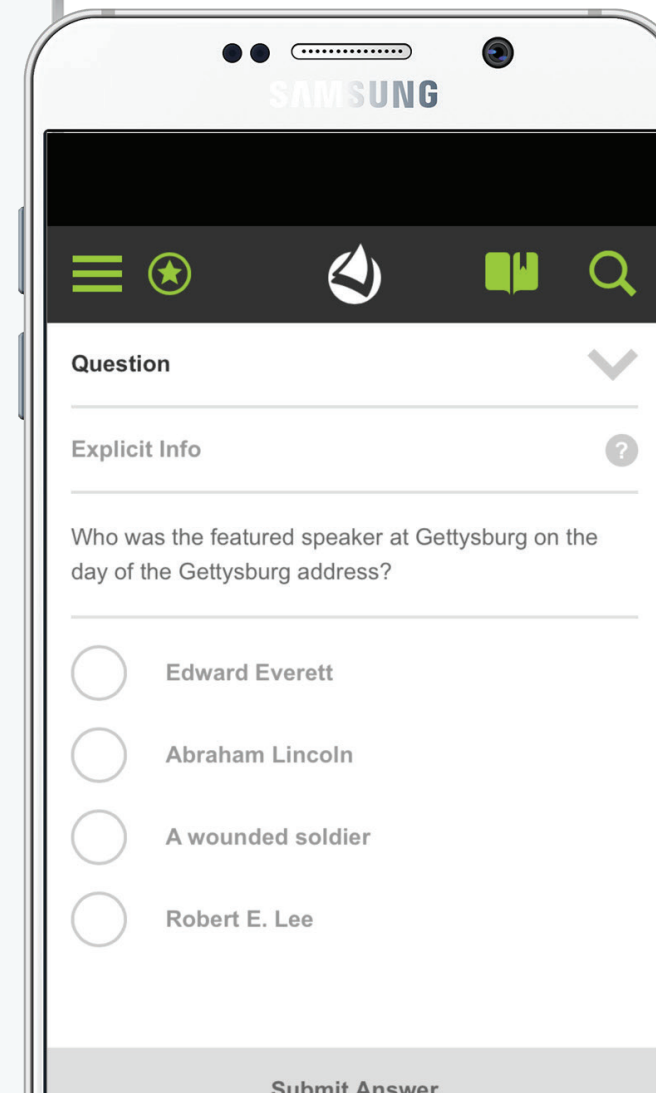
These assessments are placed through a special engine created in partnership with MetaMetrics®. As students read, a word is covered up. Students select the word they think best fits in the blank from a list of four options, receive immediate feedback – and then continue reading. Cloze items appear every 1 to 2 pages in all English titles except plays, poetry, and graphic novels.

CLOZES

Clozes allow Lightsail to monitor a student's Lexile® measure, helping identify where that student is on the spectrum of reading comprehension. The more time a student spends reading and answering Cloze items, the more frequently LightSail adjusts Lexile® levels to reflect a student's level of comprehension.



CHOOSE FROM VARIOUS QUESTION TYPES: MULTIPLE CHOICE, SHORT RESPONSE, FILL IN THE BLANKS, POLLING AND DEPTH OF KNOWLEDGE (DOK)

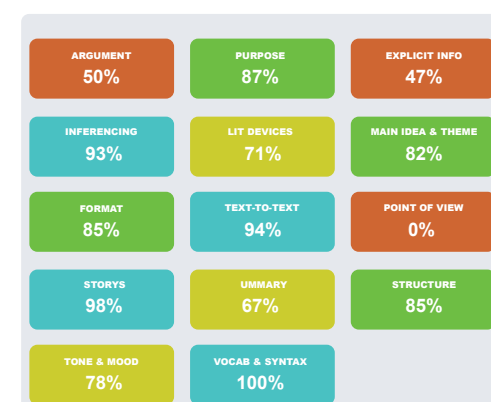


In addition to Cloze assessments, multiple choice and short response assessments provide teachers with additional insight into students' reading comprehension abilities. Both assessments are embedded at logical points throughout the texts, and are aligned to specific standards.

Multiple choice assessments are graded automatically, and teachers can view student progress categorized by standards on the Reports page.

Short Response questions are graded by teachers using blind grading. LightSail provides teachers with exemplar-based rubrics and rationales in order to facilitate grading, and to provide students with quality, actionable feedback.

Breakdown by Reading Tags for Ariel Winter



STUDENT GOAL
Get at least 75% of the short response and multiple choice questions. Read closely to improve your score.

- No Score**
Placement test not yet completed
- Below**
Overall score of 64% or below
- Approaching**
Overall score of 65% - 74%
- On**
Overall score of 75% - 89%
- Above**
Overall score of 90% or above

CONTENT BUILDER

Our Content Builder allows teachers, school administrators, and district administrators to customize students' learning experience to meet their curriculum needs by importing content from ANYWHERE, and adding assessments and thoughts.

IMPORT CONTENT FROM ANYWHERE

Utilize Existing LightSail Texts

Educators can use LightSail's complementary library, as well as any premium titles they have purchased, in the Content Builder.

Text and Cloze Import

Educators can import texts such as articles via web links, PDFs, or Google Docs to the LightSail platform to further expand their libraries, and address unique curriculum needs. LightSail can also Cloze imported texts, so that teachers can continue to monitor student Lexile® growth.

Annotations/Thoughts & Coding Strategies ▼

Educators can model and monitor coding strategies. Educators can also share thoughts with individual students or groups in the eReader. Students can easily refer to their annotations and highlight evidence to support writing assignments and class discussions.

Embed Assessments & Polls ▲

Educators can customize existing LightSail assessments to meet their needs, in addition to creating their own embedded multiple choice, short response, extended response, poll, and fill in the blank questions, using Depth of Knowledge questioning techniques.

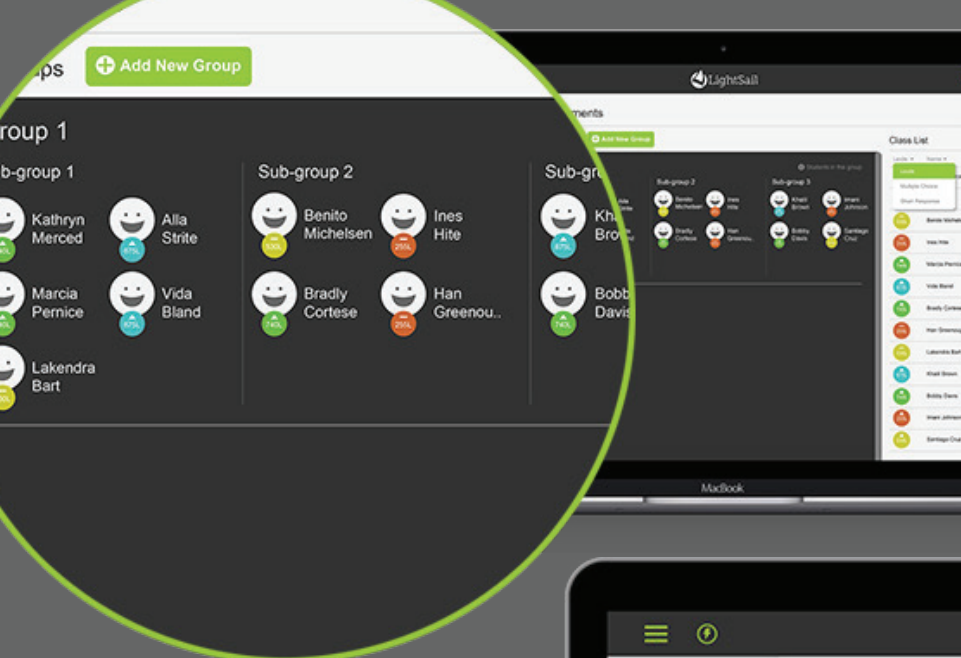
Create Own Assignments ▼

Educators can create their own assignments such as anticipation guides, exit tickets, or longer form assessments to supplement student reading and analyze student progress based on custom criteria in the Results section.

CUSTOMIZE WITH ASSESSMENTS & ANNOTATIONS

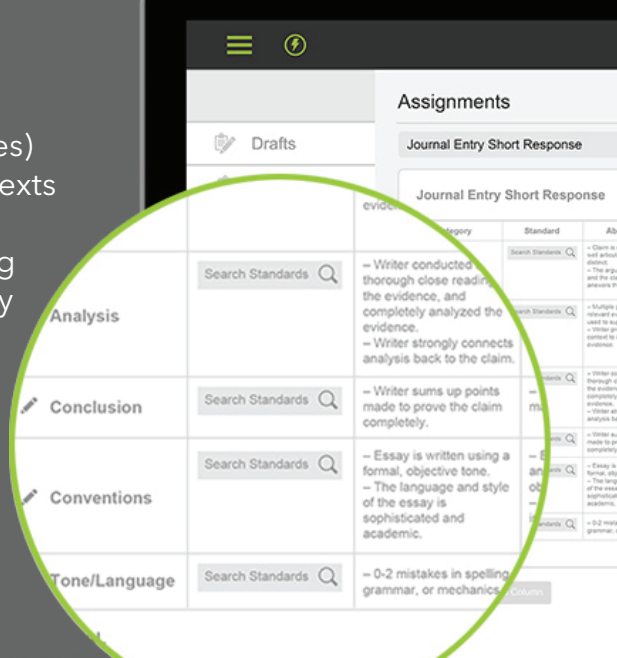
3

ORGANIZE ASSIGNMENTS & GRADING



Group Students Based on Data
Educators can create custom groups or dynamic groups (based on Lexile® ranges) of students, in order to assign targeted texts and assignments, and provide differentiated and individualized learning for all students. Educators can then easily track literacy progress of the custom groups in the Results section.

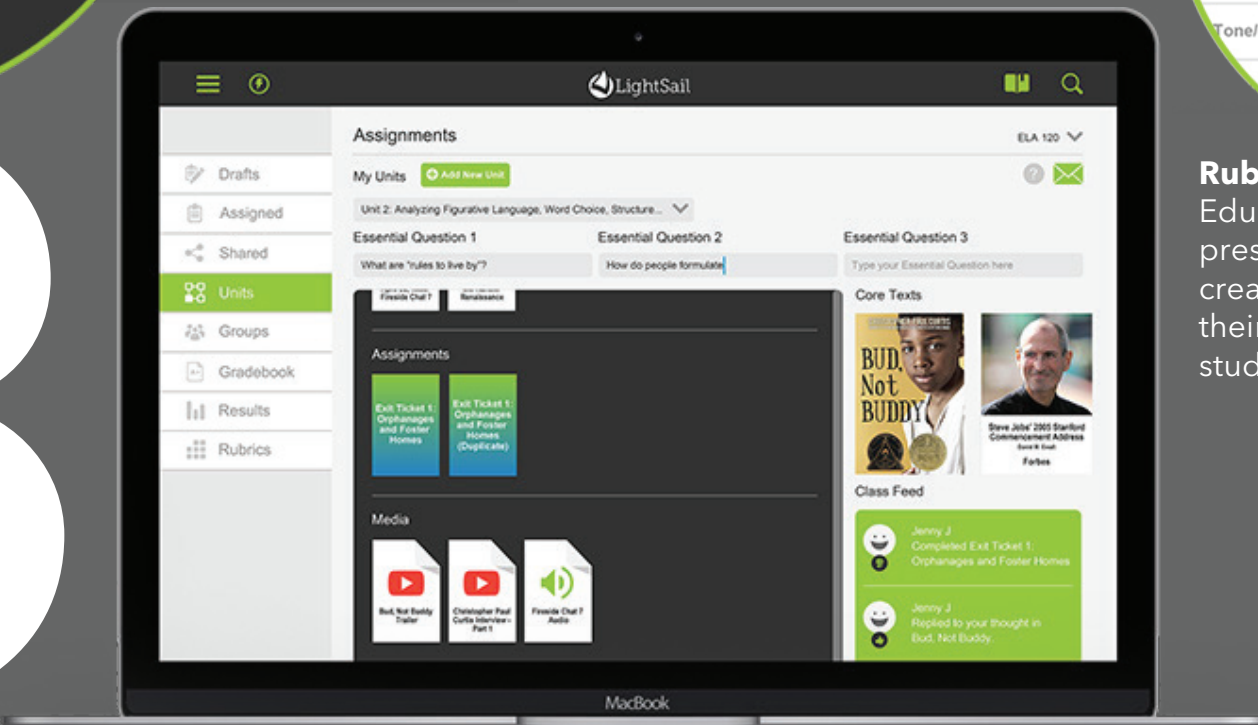
GROUPING



Rubrics ▲
Educators can use or edit preset LightSail rubrics created by teachers, or upload their own rubrics to track student progress over time.

Organize Assignments by Unit
Educators can organize assignments, core texts, and supplemental texts into units, complete with essential questions to frame the units.

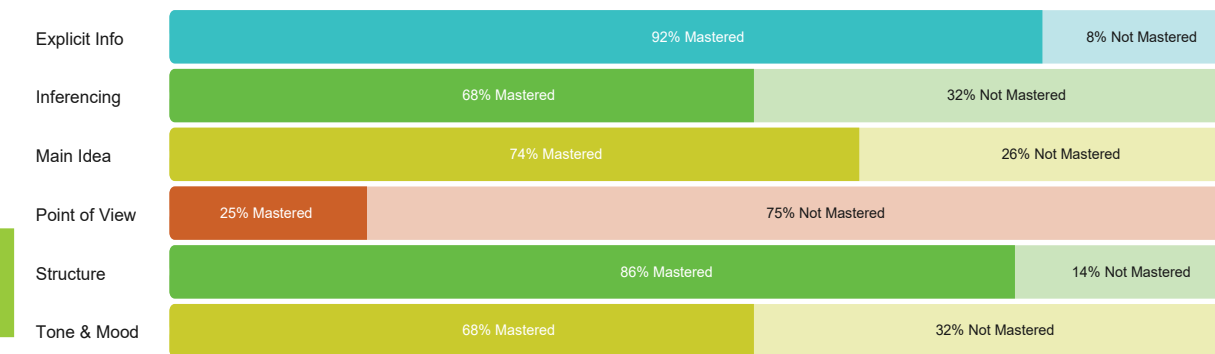
UNITS



4

MONITOR RESULTS

Unit Standard Analysis



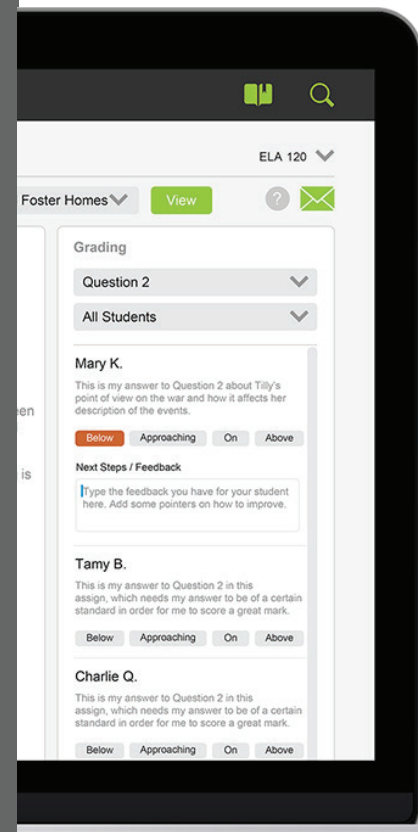
Standard-Based Results
All assessments are tagged with Common Core standards or LightSail Reading Tags. Student results are presented in easy to read graphs to help educators spot strengths in data and determine gaps.

Assignment Results

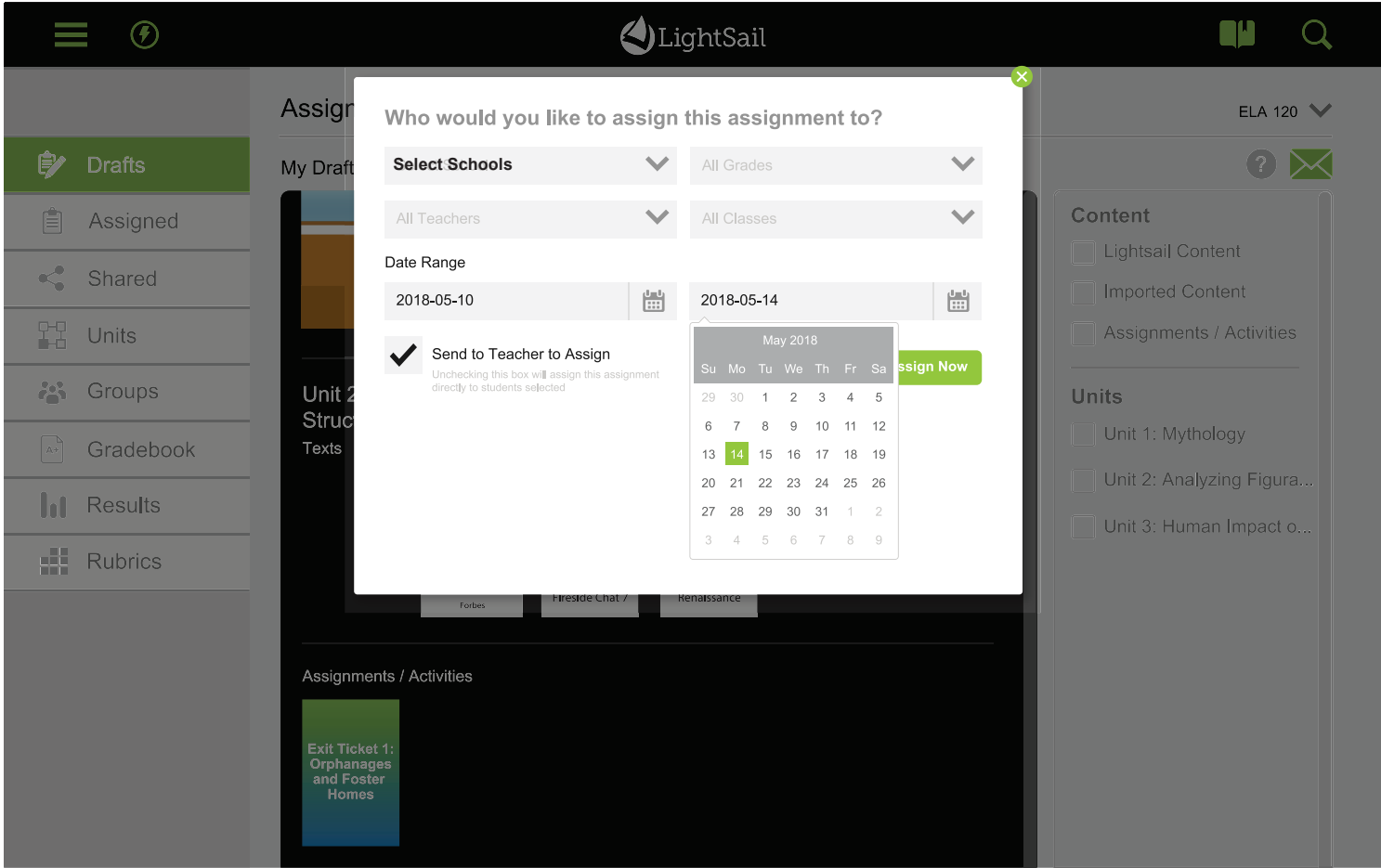
LightSail develops powerful color-coded graphs and visualizations so educators can easily use data to inform instruction. Sort and filter results at the district, school, grade, teacher, and student level to gauge students' literacy growth based on a myriad of custom criteria. ▼

Grading

Educators can quickly grade assignments by question for individual students, or for all students at once to quickly spot trends in student answers. Multiple choice questions are automatically graded, while short response questions are graded by the teacher using rubrics and written feedback.



CONTENT BUILDER DATA AT DISTRICT LEVEL



District Assignments ▲

Districts can create assignments, such as common baseline and benchmark assessments, using the Content Builder's multiple choice, short response, extended response, and true/false assessment tools. Districts can assign the assignment to particular schools, grades, teachers, and classes. LightSail's deadline feature allows districts to set date ranges by which teachers can assign and students can complete district assessments. Districts can assign assessments directly to teachers or to students.

District Data Monitoring ►

Once assignments are graded, within the Content Builder, districts can sort and filter results at the school, teacher, and student level to gauge students' literacy growth based on a myriad of custom criteria, such as IEP students, ELL students, first-year teachers, teacher improvement plans, grade ranges, standards, rubric skill elements, etc. Districts can sort the data to create custom groups of students or teachers in order to provide targeted supports, and track progress of the groups over time.

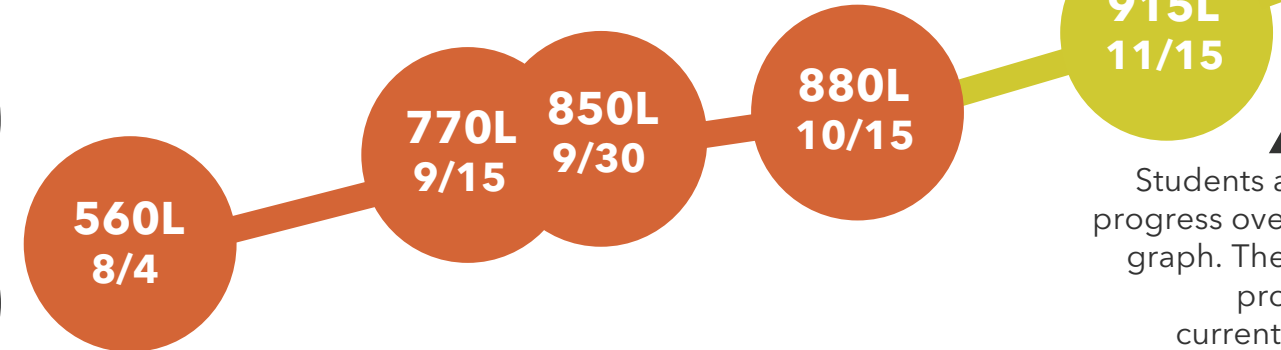
Real-Time District Results from Content Builder



STUDENT PROGRESSES



◀ **Student Progress on Standards/ LightSail Reading Tags**
Color-coded boxes allow teachers to capture snapshots of their students’ reading progress on specific standards and skills in order to design and implement data-informed interventions and next steps.



▲ **Lexile® Measure Timeline**
Students and teachers can track Lexile® progress over time with a color-coded line graph. The gray bubble shows students’ projected Lexile® level based on current performance so students can monitor how they are progressing before they receive a Lexile® update.

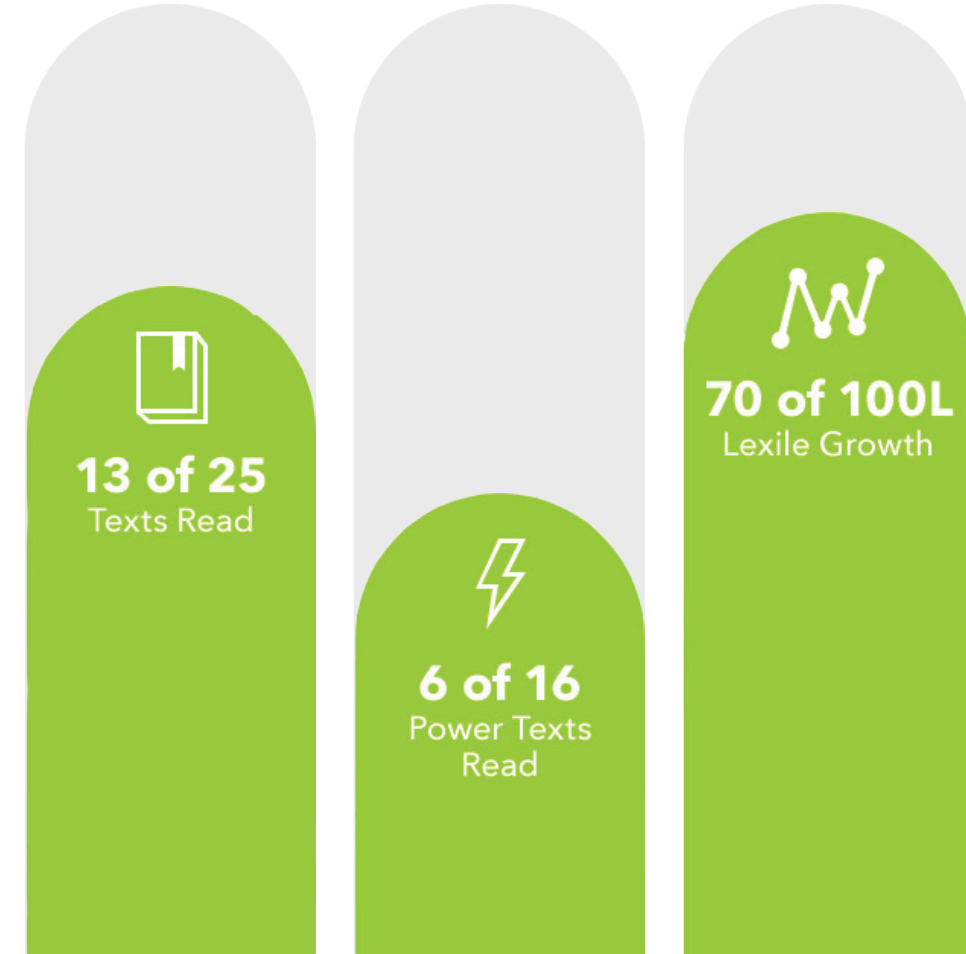
▶ **Minutes Read/ Thoughts Calendar**
The calendar feature allows teachers and students to track the amount of minutes students read each day, as well as the number of thoughts created in their books. The calendar feature is perfect for holding students accountable for classroom reading and annotation goals.

Daily Minutes Read							April	
SUN	MON	TUE	WED	THU	FRI	SAT		
27	28	29	30	31	1	2		
3	4	5	6	7	8	9		
10	11	12	13	14	15	16		
17	18	19	20	21	22	23		
24	25	26	27	28	29	30		
24	13	4	-	17				

ACCOUNTABILITY



▼ **Minutes Read Doughnut**
Students start off with a year-long goal for reading minutes. They can track their progress toward this goal using the visually appealing minutes read doughnut. When students meet their goals, they automatically receive a new goal to work towards.



◀ **Goal Setting with Progress Bars**
The progress bars feature allows students to visually track their progress towards Lexile® and Texts Read goals. Once students reach their goals, additional goals are developed to further challenge students.

Cloze Report

LightSail’s Cloze Report allows teachers to visually gather data on student’s Cloze assessment progress. The boxes are color-coded to allow teachers to easily determine which students need targeted supports. Teachers can filter students to create targeted groups for small group instruction.

Student Assessments
Jul 31, 2017 - Mar 31, 2018

Today Yesterday Last 7 Days Last 4 Weeks YTD Custom

Select Grades1 Class selected

		Multiple Choice		
Student	Class	Overall Average	Total Score	Literature
Tora Anderson	English 2	90%	100%	100%
Carlton Black	English 2	89%	97%	93%
Jeremiah Brown	English 2	87%	96%	100%
Kelley Barnes	English 2	97%	93%	100%
Cecilia Bryan	English 2	92%	89%	91%
Veronica Butler	English 2	79%	87%	86%
Danny Clark	English 2	86%	84%	90%
Hollis Davis	English 2	71%	76%	75%
Joseph Davis	English 2	78%	74%	87%
Jane Gonzales	English 2	60%	64%	55%
Milda Harris	English 2	64%	55%	66%

Student Assessments Report

The Student Assessments Report allows teachers to analyze student performance on multiple choice questions (MCQs) and short response questions (SRQs). MCQs and SRQs are further segmented into standards and skills to allow teachers to understand which types of questions students need additional support with, and develop targeted standards and skill-based interventions.

Student Clozes
Jul 31, 2017 - Mar 31, 2018

Select Grades1 Class selected

Run Report

		Year to Date						Current Cycle (Jul 31, 2017 - Mar 31, 2018)					
		Total Clozes		Power Clozes		Cloze Retakes		Total Clozes		Power Clozes		Cloze Retakes	
Students	Class	Answered	Score	Answered	Score	Answered	Score	Answered	Score	Answered	Score	Answered	Score
Tora Anderson	English 2	1098	95%	789	96%	540	98%	150	98%	128	98%	56	
Carlton Black	English 2	792	93%	567	89%	375	94%	124	94%	102	94%	60	
Jeremiah Brown	English 2	1353	91%	1203	95%	870	97%	156	33%	127	33%	45	
Kelley Barnes	English 2	569	89%	435	91%	325	95%	140	95%	123	95%	71	
Cecilia Bryan	English 2	476	87%	357	84%	245	87%	131	86%	107	86%	68	
Veronica Butler	English 2	1466	84%	1274	90%	864	94%	102	100%	84	100%	37	
Danny Clark	English 2	1032	82%	761	85%	698	89%	137	75%	102	75%	56	
Hollis Davis	English 2	899	76%	675	80%	524	85%	68	94%	34	97%	23	
Joseph Davis	English 2	756	74%	721	69%	593	77%	112	50%	74	50%	45	
Jane Gonzales	English 2	496	64%	342	71%	231	73%	45	73%	21	73%	10	
Milda Harris	English 2	363	55%	265	60%	145	64%	57	64%	20	64%	7	

Student Reading Activity Report

The Reading Activity Report allow teachers to understand students’ reading activity in terms of text completion, thoughts created, and pacing. Teachers can filter students in order to develop targeted groups for similar students.

LightSail

Student Reading Activity
Jul 31, 2017 - Mar 25, 2018

Today Yesterday Last 7 Days Last 4 Weeks YTD Custom

Select Grades1 Class selected

Run Report

		Minutes Read			Days Logged In			Average Minutes Read per Day	
Student	Class	Total	In-School Hours	After School Hours	Total	In-School Hours	After School Hours	Overall Average	In-School Hours
Tora Anderson	English 2	6662	5889	772	172	172	103	39	41
Carlton Black	English 2	5138	4510	628	140	140	65	37	37
Jeremiah Brown	English 2	5030	4689	341	159	159	80	32	37
Kelley Barnes	English 2	4314	4162	151	124	124	28	35	35

Teacher Progress Dashboard

For quick reference, student statistics appear right when teachers log in to give them an overall snapshot of student Lexile® and reading progress. Teachers can use this feature to determine which students require in the moment conferencing. Teachers can navigate to students’ progress and portfolio pages to gather more information for effective conferencing.

827
Minutes Read YTD in Class 6 as of March 30

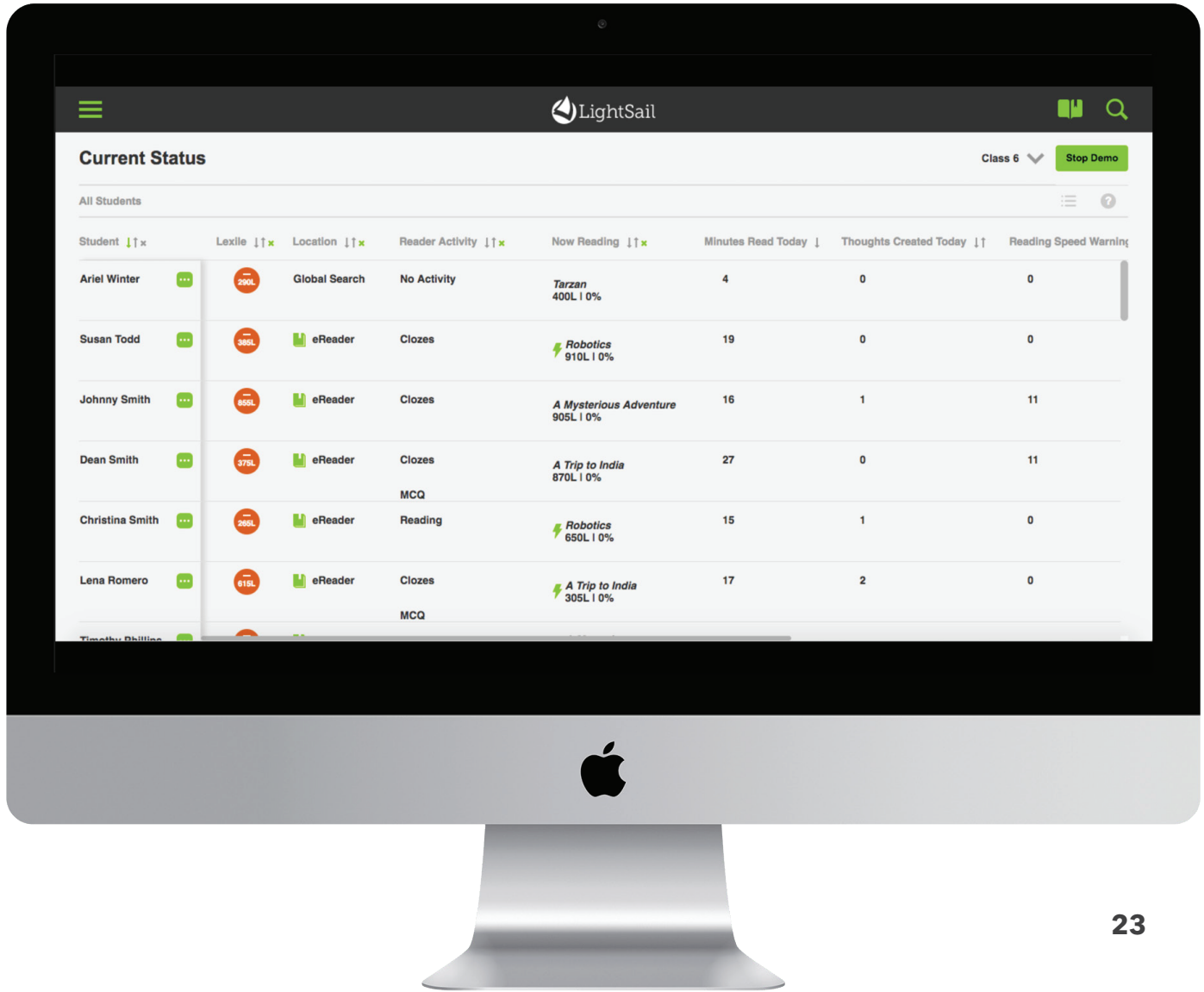
NameLexileMinutes YTD

Tora Anderson	1,260L	227.43 Read
Carlton Black	1,050L	74.06 Read
Jeremiah Brown	820L	69.27 Read

Current Status

The Current Status Page allows teachers to get a quick overview of student activity in real-time. Teachers use the Current Status Page to ensure that students are actively engaging in the lesson, and to conference with students in the moment to either push their thinking or provide more scaffolded supports.

REAL-TIME MONITORING



VOCABULARY

Missed Clozes populate flashcards

Cloze Sets

Cloze Set 1 (2 Clozes, 8 Words)

Cloze Set 2 (3 Clozes, 12 Words)

Cloze Set 3 (1 Cloze, 4 Words)

Cloze Set 4 (1 Cloze, 4 Words)

Cloze Set 5 (4 Clozes, 16 Words)

Word Work Module

A strong grasp of vocabulary is an integral part of reading comprehension. To that end, LightSail incorporated the Word Work module to ensure that students are constantly increasing their vocabulary acquisition through embedded Cloze assessments, and authentic review of vocabulary. When a student answers Cloze assessments incorrectly, the words are compiled in the student's personalized Word Wall. The student can then review the words in flashcard format, and retake Cloze assessments so that teachers can monitor vocabulary growth. Additionally, students can highlight words as they are reading to instantaneously define a word. These self-defined words appear on an additional segment of the student's Word Wall, so that students can revisit the words, and further grow their vocabulary and reading comprehension.

Student studies answer choice flashcards

"punctual"

Answer choice 4 of 4



Definition
[adjective] arriving at exactly the time that has been arranged

Example
Ted's always very punctual.

Back

Next

Student retakes missed Cloze again

In the RAAM, there are no stages. The race is simply about who can cycle cross the country the fastest. This means that the riders who really want to win must rest as little as they possibly can! It is not [] for riders in the RAAM to ride 250-300 miles every single day! The only time they climb off of their bikes is to get 2 or 3 hours of sleep at night. Many riders have said that the hardest part of the RAAM is the sleep deprivation. Recently, however the rules changed. Riders must stop for 40-hour [] at set points in the race. Race organizers feel that this is safer for everyone.

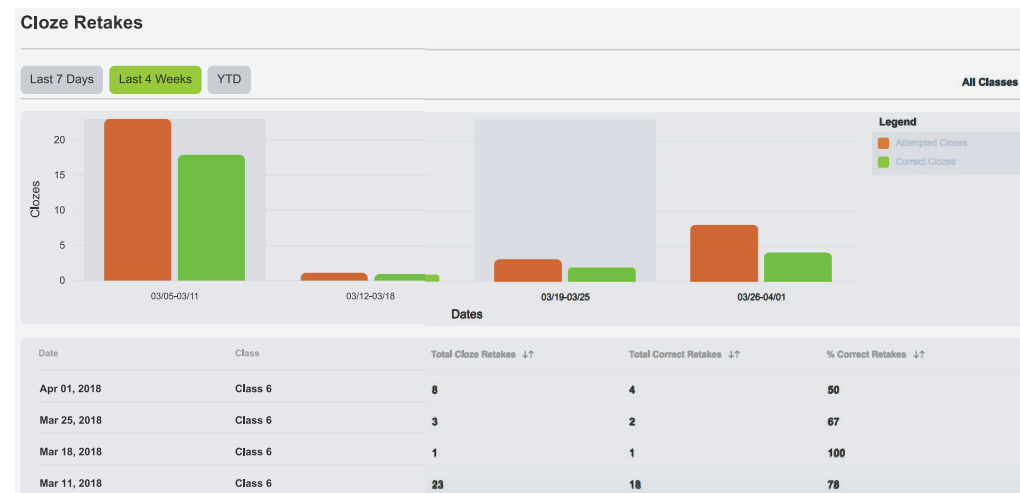
Select a word

- gorgeous
- uncommon
- abundant
- punctual

Submit Answer

0 10 ONLY 10 AWAY!

Teachers and students can monitor Cloze retake scores



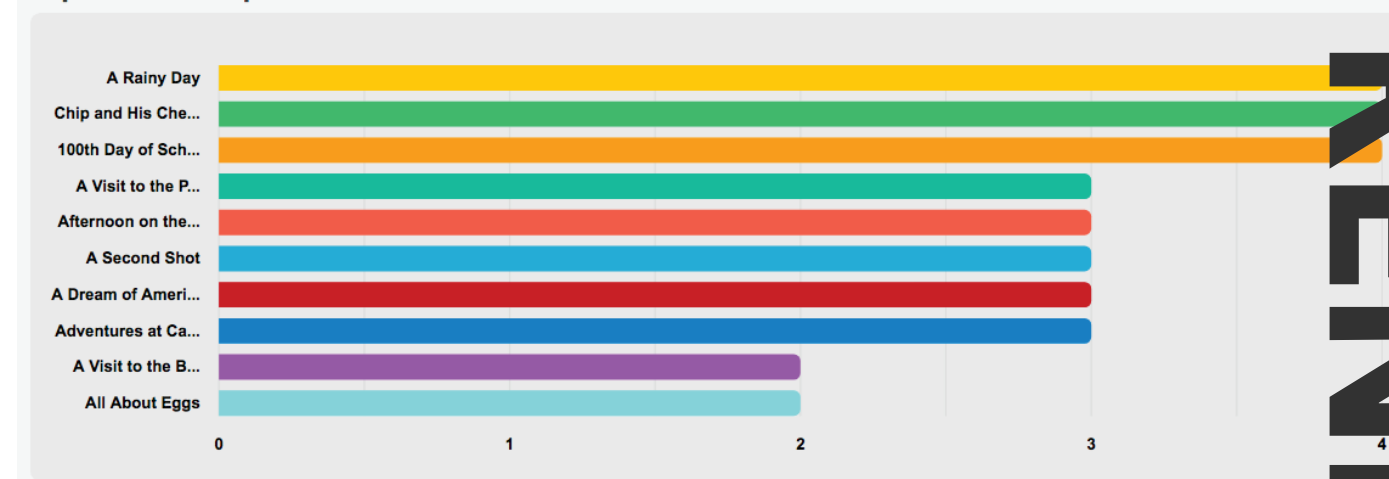
Close Retake Trends

With Word Work, students have a second chance to get the Cloze item question right. Teachers can see how students perform on Cloze retakes across three different date ranges using the Cloze Retake Trends page.

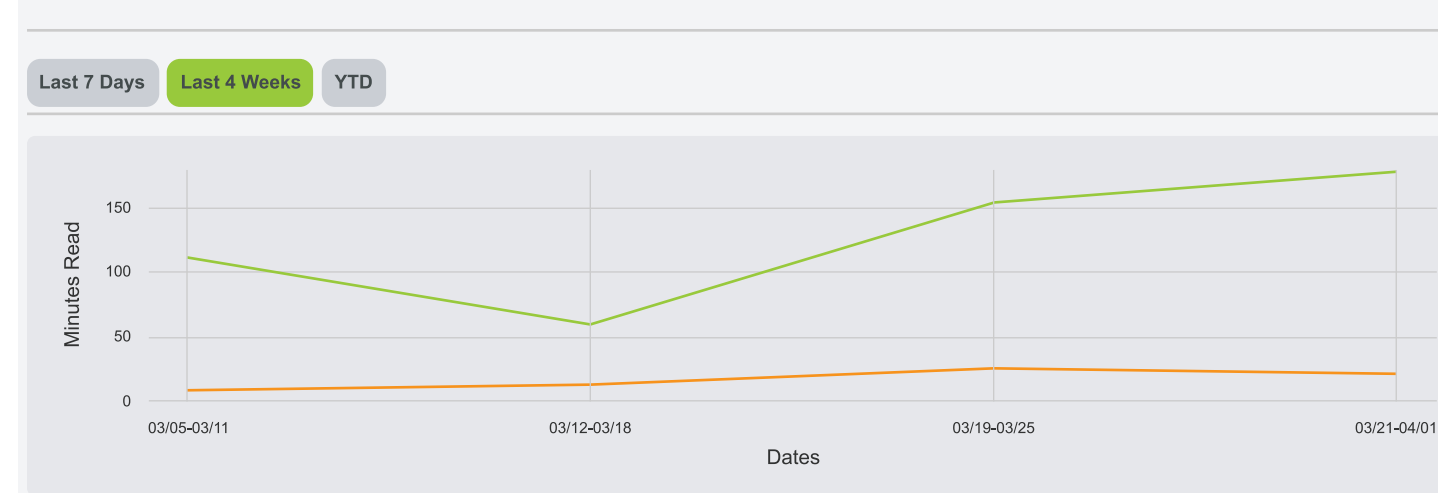
Text Trends

Students often check out books, but as a teacher you do not always know if they finish the books they start. Using Text Trends, a teacher is able to see the top 10 most checked out books, the top 10 most completed texts, and the top 10 most abandoned books (and the reason why!).

Top 10 Most Frequent Checked Out Texts



Minutes Read Trend



Minutes Read Trends

Teachers are able to see a visual representation of the total minutes read and average minutes read for a specific class or multiple classes across the last 7 days, last 4 weeks, and YTD. This allows teachers to quickly spot dips or spikes in reading.

WORD WORK

Parent Summary Report ▲

The Parent Summary Report gives parents a detailed look at their child's reading progress. Parents are able to see key metrics such as Lexile® growth, minutes read, texts completed, pages read, Cloze performance, and more. Parents are even able to see key vocabulary missed to help support their child at home.

Parent Summary Report ▲





The Parent Summary Report gives parents a detailed look at their child's reading progress. Parents are able to see key metrics such as Lexile® growth, minutes read, texts completed, pages read, Cloze performance, and more. Parents are even able to see key vocabulary missed to help support their child at home.

Parent Portal Menu ▲


LightSail parents are able to reward their children for the hard work they do on LightSail separate from the goals set by their teacher. Parents set gift goals, and they are able to provide their child with positive reinforcement through private messages, and stay updated on their child's progress towards that goal. Once a goal is achieved, students are alerted that they have earned their gift, whether that is extra TV time, a movie outing, or a new game.




Type	Frequency	Description
Total Minutes Read	Daily	Reading minutes
Minutes Read at School	Weekly	Reading minutes
Minutes Read at Home	Monthly	Growth
Lexile Growth	Daily	Reading minutes
Word Work Percentage	Weekly	Reading minutes
Total Minutes Read	Monthly	Growth

Jenny Jones



 New Gift Goal

Progress	Status
60%	NEW
27%	NEW
50%	NEW
100%	EXPIRED
35%	EXPIRED
100%	EXPIRED

LightSail parents are able to reward their children for accomplishing specific goals in LightSail. We know reading can be a challenge at times, so we developed a gifting feature for parents to motivate their children to continue growing as readers. Parents work with their children to customize the reading goals and rewards that their children will receive. Parents can send their children messages, and stay updated on their children's progress toward their goal using LightSail's reporting features. Once a goal is achieved, children and parents are alerted that they have earned their reward, whether that is a day off of chores, a movie outing, a new game, or anything else your family decides. With gifting, parents are able to both foster a love of reading, and promote literacy growth.



Gifting Alerts

The reader is working towards three different goals: a daily, weekly, and monthly goal. The focus is around minutes read to give the reader constant motivation to read more and grow as a learner.

Student Dashboard View of Gift Goals

LightSail

Dashboard

My Texts

Class Feed

Mars: The Red Planet

By Antares Reading

50%

Assigned by Mr/s. Jones

Due in 42 Days

Check In

Read

A Home in the Trees

Antares Reading

Check In

You have received a new gift!

You have completed your weekly goal of 50 minutes read and have earned your movie gift from Mom!

CONGRATULATIONS!

Mars: The Red Planet

Antares Reading

Check In

Recommended for You

Camels

Antares Reading

Cherry Blossoms in Washington D.C.: A Gift From Japan

Antares Reading

Clean Water

Antares Reading

Climbing Everest

Antares Reading

Community Clean Up Day

Antares Reading

Jenny J Completed the Power Challenge

Antares Reading

Jenny J Logged into LightSail for the first time

Antares Reading

Gift Goals from Mom

Daily: Read 15 minutes today for 20 extra minutes of TV

NEW

Weekly: Read 75 minutes for movie night on Friday

NEW

Weekly: Read 60 minutes to go to a soccer match on Saturday

NEW

View All

Total Minutes Read in ELA 120

1	Jenny J	19,561
2	Andis P	19,004
3	Chris R	18,678
4	Sarah V	18,136
5	Gideon W	17,982
6	Ryan B	16,561
7	Andrei T	16,004
8	John W	15,678
9	Sally F	15,136
10	Thomas Z	14,982
11	You	14,678
12	Evan B	14,136
13	Andrei K	13,982

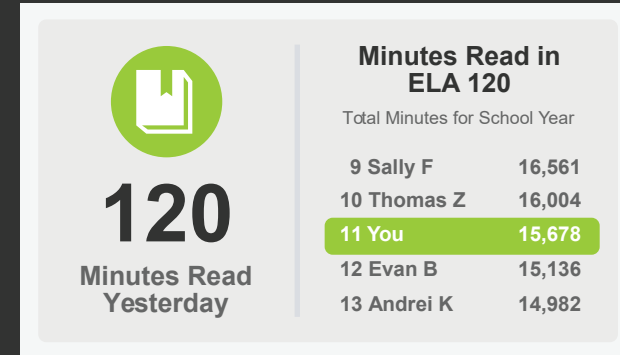
GAMIFICATION ENGINE

LightSail believes that reading should be fun! As a result, we have built in a number of ways to reward students for positive reading behaviors, including a scalable gamification engine.



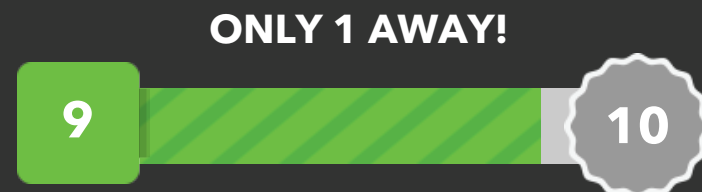
Badges ▲

Badges provide extrinsic motivation for students to continue reading and meet their stamina, genre, and assessment goals. The gamified experience keeps students motivated to reach additional goals, and is great way for teachers to highlight positive reading habits.



Minutes Read Leaderboard ▲

Students who have read the most minutes in the class are highlighted for their teachers and peers on the Dashboard. This is a great way to add an element of friendly competition to reading time. This feature can be toggled on and off at both a class and student level.



▲ On a Roll Meter

The On a Roll Meter increases as students answer Cloze questions correctly in a row. Students receive a badge for each goal they reach. The goal increases as students continue to improve their ability to answer Cloze questions.



▲ Gifting

Parents are able to reward students for meeting their personalized goals in our Parent Portal. Each parent can customize the gift their child will receive, and provide them with encouraging notes as a student nears their reading goal.

Create Dynamic Fundraising Reading Campaigns with a purpose



Create a Fundraising Campaign

Who is participating in the fundraiser

Select School(s) Select Grade(s) Select Class(es) Select Students(s)

Give your Fundraiser a Name ☒ Select Metric measuring performance ☒ Minutes Read ☐ Words Read ☐ Pages Read ☐ Cloze Performance

Fundraiser Summary ☒ **Fundraiser Goals** ☒

Hello, and welcome to the Frederick Douglass Middle School Reaching Young Readers Fundraiser!

Two of our school focuses this year are fostering a love of reading, and supporting our local community. We decided to merge our two focuses by creating a fun fundraising campaign centered around literacy and community service.

In this fundraiser, students receive monetary pledges based on the number of minutes each student reads on LightSail. The more students read, the more they will grow as learners, and the more they will raise for Reaching Young Readers, a local community nonprofit that provides quality books and literacy supports to families in need. With your support, our students will continue to grow their love of literacy, and share that love with other youngsters in our community.

The team at Frederick Douglass Middle School thanks you for your committed support with supporting our community as they grow into the critical readers and thinkers that our world needs today!

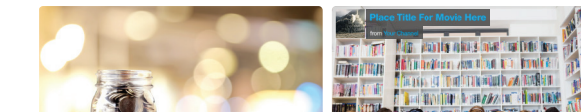
	Per Student	Overall
Pledging	\$50	\$48,000
Reading Minutes	400	384,000

Fundraiser Leaderboard ☒

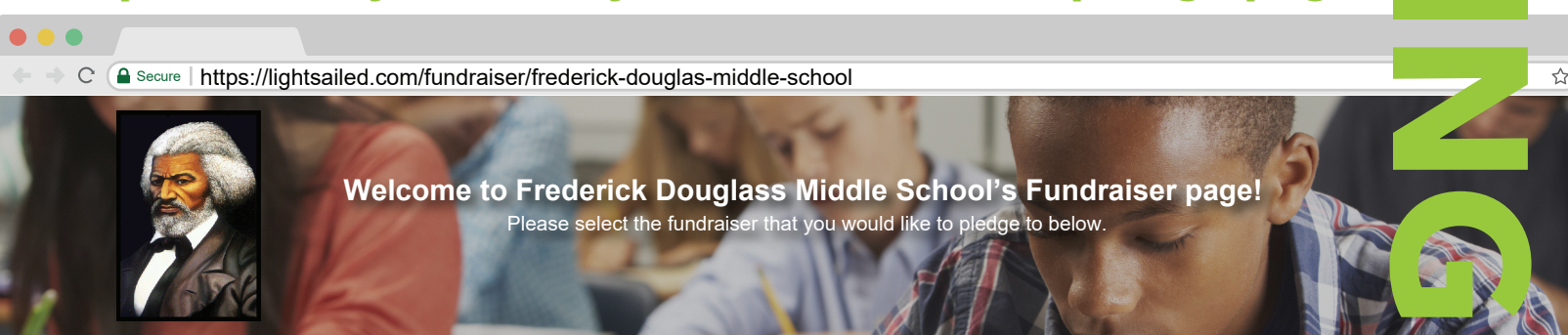
☒

☐

Photos and Videos



Then, students' family and friends can pledge donations based on the students' reading progress, all tracked by LightSail's comprehensive reading behavior metrics.



Select School Fundraising Campaign Your relationship to the student Select Student Amount Read per Minute Total Minutes Pledged for

Frederick Douglass Middle School - Neighbourhood Shelter, Blankets for Winter Fundraiser!

Fundraiser Story

Hello, and welcome to the Frederick Douglass Middle School Neighbourhood Shelter, Blankets for Winter Fundraiser!

Two of our school focuses this year are fostering a **love of reading**, and **supporting** our **local community**. We decided to merge our two focuses by creating a fun fundraising campaign centered around literacy and community service.

In this fundraiser, students receive monetary pledges based on the number of minutes each student reads on LightSail. The more students read, the more they will grow as learners, and the more they will raise for



Step one: Create your Fundraising Campaign

◀ Pledging

Support young readers as they continue to grow their love of reading, as well as their community and social consciousness! LightSail's fundraiser feature allows districts and schools to partner with community and non-profit organizations to create pledge fundraisers that encourage both literacy growth and community service. Educators select the reading behavior they want to focus on, including minutes read, words read, pages read, or Cloze performance.

Step two: Get your Family and Friends to the pledge page!

TOURNAMENTS

32

Accelerate reading minutes at scale by school, district and country level!

LightSail has designed highly flexible, scalable, and gamified tournaments that track students' minutes read – at home or at school – across the entire LightSail user base, as well as at the district, school, grade, and class level. Students can participate in more than one tournament by entering competitions at the various aforementioned levels. Tournaments are designed to motivate students to engage in positive reading competitions – and develop healthy reading habits alongside their peers. The tournaments also promote corporate responsibility by allowing the sponsorship of tournaments.

Tournament Creation

LightSail allows districts, school, and classes to create tournaments using our highly adaptive tournament engine. Educators can name their tournament, define the scope, select the participants, choose the tournament type, choose the metric for success, and decide the prizes at each round. Educators also have the option to link a tournament to a fundraiser. Students are automatically enrolled in a tournament and notified if they have moved to the next round in real-time.

The screenshot displays the 'Add Tournament' form in the LightSail application. The form is titled 'Add Tournament' and includes a close button (X) in the top right corner. It contains several sections for configuring a tournament:

- Name:** Nike Country - Minutes Read by School Tournament
- Select Scope:** Radio buttons for School (selected), Grade, Class, and Students.
- Select School(s):** A dropdown menu showing '(8 selected) Redwood Middle...'.
- Select Grade(s):** A dropdown menu showing 'Grade 3'.
- Select Class(es):** A dropdown menu showing '(48 classes selected) All'.
- Select Students(s):** A dropdown menu showing '(960 students selected) All'.
- Select Type of Tournament:** Radio buttons for Knockout (selected), Leaderboard, and Hybrid.
- Select Metric measuring Performance:** Radio buttons for Minutes Read (selected), Words Read, Pages Read, and Cloze Performance.
- Link Fundraiser to this campaign?:** Radio buttons for Yes (selected) and No.
- Fundraiser Selection:** A dropdown menu showing 'Nike Country - Minutes Read by School Tournament Fundraiser'.
- Set dates for each round of the tournament:** A table with columns for Round #, Start Date, End Date, and Round Prize.

Round #	Start Date	End Date	Round Prize
1st Round	2018-06-11	2018-06-15	Add Prize
Sweet 16	2018-06-18	2018-06-22	Pizza for everyone
Elite 8	2018-06-25	2018-06-29	Movie Tickets for the Winners
Semi-Final	2018-07-02	2018-07-06	\$50 per person
Final	2018-07-09	2018-07-13	\$200/\$100 Winner/Runner Up

LightSail has designed highly flexible, scalable, and gamified tournaments that track students' minutes read – at home or at school – across the entire LightSail user base, as well as at the district, school, grade, and class level. Students can participate in more than one tournament by entering competitions at the various aforementioned levels. Tournaments are designed to motivate students to engage in positive reading competitions – and develop healthy reading habits alongside their peers. The tournaments also promote corporate responsibility by allowing the sponsorship of tournaments.

Tournament Creation

LightSail allows districts, school, and classes to create tournaments using our highly adaptive tournament engine. Educators can name their tournament, define the scope, select the participants, choose the tournament type, choose the metric for success, and decide the prizes at each round. Educators also have the option to link a tournament to a fundraiser. Students are automatically enrolled in a tournament and notified if they have moved to the next round in real-time.

Your Tournaments

Name	School
Texas - Minutes Read By Class	Redwood Middle School
Texas - Minutes Read By Class	Harpeth Middle School

Add Tournament

Nike Country - Minutes Read by School Tournament

Select Scope

☒ School

☐ Grade

☐ Class

☐ Students

Select School(s)

(8 selected) Redwood Middle School

Select Grade(s)

Grade 3

Select Class(es)

(48 classes selected) All

Select Students(s)

(960 students selected) All

Select Type of Tournament

☒ Knockout

☐ Leaderboard

☐ Hybrid

Select Metric measuring Performance

☒ Minutes Read

☐ Words Read

☐ Pages Read

☐ Cloze Performance

Link Fundraiser to this campaign?

☒ Yes

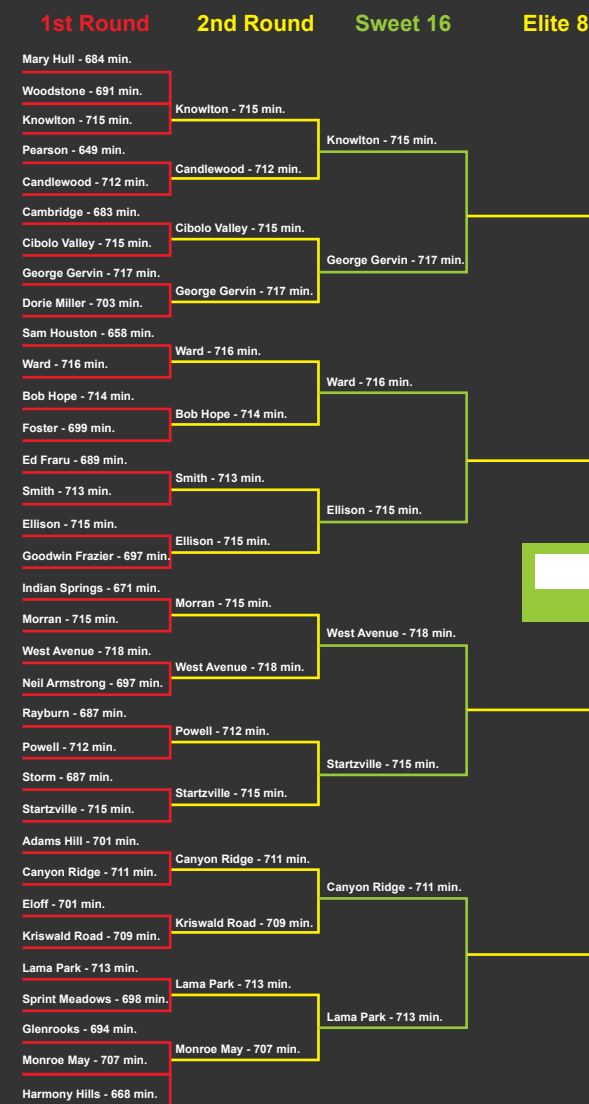
☐ No

Nike Country - Minutes Read by School Tournament Fundraiser

Set dates for each round of the tournament

Round #	Start Date	End Date	Round Prize
1st Round	2018-06-11	2018-06-15	Add Prize
Sweet 16	2018-06-18	2018-06-22	Pizza for everyone
Elite 8	2018-06-25	2018-06-29	Movie Tickets for the Winners
Semi-Final	2018-07-02	2018-07-06	\$50 per person
Final	2018-07-09	2018-07-13	\$200/\$100 Winner/Runner Up

Create



Sponsored by **Nike**



LightSail
lightsailed.com

LightSail Tournament Engine

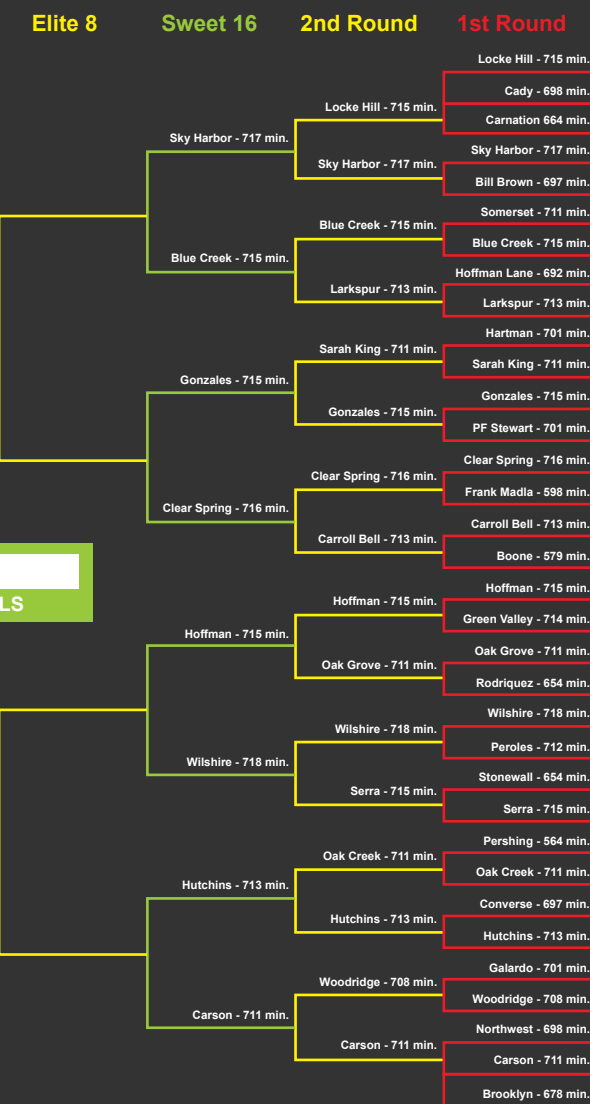


Image for illustration purposes only

MAINTAINING ENGAGEMENT

REACH WITH NO LIMITS



After months of painstaking research and digital reading platform comparisons, it became clear that LightSail is THE solution to support our students in meeting their English literacy academic goals, and to instill a love for reading in them.

-Noel Trainor
Founder at Knotion, Mexico

No internet? No electricity? No Problem!



5 in 10 people globally have access to Internet



1 in 4 youth in developing countries are illiterate



6 in 10 people in the developing world cite lack of content as a reason for not reading



LIGHTSAIL IN-A-BOX

12 cm x 9 cm

The statistics speak for themselves. As a result, LightSail is releasing a new product, LightSail In-a-Box, to empower rural communities without access to the Internet. LightSail In-a-Box includes the entire LightSail framework and 6,000 complimentary texts. It will operate with zero Internet in extreme conditions, from -40° Celsius to 110° Celsius. The box will include no moving parts so there will be no need to worry about dust or other environmental elements damaging the device. We are confident LightSail In-a-Box will aid in lowering illiteracy rates around the world.

Customized language support for*



*Portuguese and Korean app version available in Q4 2018

LIGHTSAIL ENABLES COMMUNITIES TO LEARN AND EARN WITH A SUSTAINABLE LITERACY INCOME MODEL.



LS-IN-A-BOX

Read 1000s of books with
No internet! No electricity! No problem!

A MESSAGE FROM OUR INSTRUCTIONAL TEAM



At LightSail, we take pride in partnering with you to accelerate student literacy growth and bringing the love of reading to your classrooms. We know that no two schools or organizations are alike, and we work hard to offer a range of services to support your ever-changing professional development needs. Research shows excellent teachers are one of the most powerful influencers on student achievement. We want to help you support and develop excellent teachers.

Our team of coaches has designed professional development that is customized for your needs, from embedded videos in our platform for point-of-use support to full-time, onsite literacy coaching for your teachers. Our partnership starts with a 1:1 planning meeting to design your customized professional development road map to meet your goals.

Does your organization want to become self-sufficient and build a strong team of literacy coaches and facilitators? We offer Train-the-Trainer courses that include certification and turnkey materials.

Do your teachers need continuing education credit? We offer many virtual and in-person workshops on topics such as

- Developing students' close reading strategies
- Targeting skill gaps using real-time data
- Engaging students in meaningful discussions
- Writing strong, measurable IEP goals
- Creating school-specific curriculum units in ELA and content areas.

Do teachers need to see LightSail in action with their students in their own classrooms? We offer transformational, in-class modeling, with an ongoing coaching plan to show teachers how to use LightSail as an instructional tool to achieve their literacy goals. The ongoing process includes teacher debriefs after each modeled lesson, data reviews and support from our coaches to develop their own lesson plans.

Bridget O'Brian
Vice President of Global Implementation and Partnerships
bridget@lightsailed.com | 607.414.0043

MEET SOME OF OUR COACHES



Stephen Barber
Curriculum & Instruction Manager

Stephen started his teaching career as a Teach for America corps member in Memphis where he taught American Literature and Politics to 11th graders. Following TFA, he was the founding Dean of Curriculum and Instruction at an international boarding school in South Korea. Then, he joined KIPP Houston where he taught 10th grade English. Stephen works closely with LightSail's rich content to help schools align the tool to their own curriculum.

Allison Kelly
Instructional Coach

Allison started her teaching career in New Jersey as a 9-12th grade English teacher. During this time, she also worked with Atlantic Cape Community College and Rowan University teaching Composition and Literature. After teaching in New Jersey for ten years, she relocated to Florida where she worked as a College Prep, IB, and ESOL English teacher for three years. As a Department Chair, she learned the power of goal setting and data-driven instruction to amplify instructional best practices.



Charles Siboto
Instructional Coach / Proof Editor / Blogger

Charles Siboto started his career working as an editor for children's and youth literature for four years in Cape Town. His passion is story-telling and getting children to read for fun. He spent a year in Germany teaching English and working as a freelance editor, proofreader, and writer. Charles joined LightSail's South Africa team because of his love for improving literacy in schools. He works directly with LightSail's wealth of content as an editor and also in the schools with the teachers and children as an instructional coach.

Elizabeth Siracusa
Instructional Coach

Elizabeth started her career in education as a 4th grade teacher in Vermont for seven years. She specialized in literacy and social studies instruction. She made it her mission to foster a word-conscious classroom, integrating vocabulary learning into every part of the school day. She coaches teachers on building lessons that support vocabulary rich activities and close reading strategies.



Our mission is to provide students, teachers, and administrators with the literacy skills they need to be successful, and we know this starts when teachers are empowered with the right support.

I. LightSail Features and Functionality

- ## II. Instructional Strategies

- ### III. Differentiation

- Targeting Skill Gaps Using Real-Time Data
- Identifying and supporting RTI models (Response to Intervention)
- Planning for Student-Led Conferences
- Giving Effective Feedback
- Writing Effective IEP Goals
- Differentiating the Whole Class Novel
- Building Rigor for a Gifted & Talented or Advanced Placement Classroom

“Our coach modeled how to use LightSail’s annotation tools during a conference to record goals within the text that the student is reading. This gave both me and my students a new, powerful data point for tracking progress.”

**-Melissa Rice, Teacher
Rockville Centre Union Free School District**

NOTES



LightSail
READ. LEARN. GROW.

TO FIND OUT MORE CONTACT
SALES@LIGHTSAILED.COM