TAPPY LABS

AI Vendor Evaluation Scorecard for School Leaders

The administrator's complete framework for evaluating personalized AI at scale

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🚨 CRITICAL UPDATE: Why Traditional Vendor Selection Fails in the AI Era

The Problem: Most evaluation frameworks treat AI like traditional software. But personalized AI requires entirely new criteria.

The Revolution: We're moving from "software that schools buy" to "intelligence that learns from students and pays teachers."

The Data: Districts using personalized AI see **2.3x faster student portfolio completion** and generate **$2.3M in teacher revenue** annually.

📊 PART 1: Current Market Reality Check

Traditional Vendor Comparison (What Everyone Else Shows)

Vendor	Security Score	Integration	Support	Overall Grade
Google for Education AI	95/100	Excellent	Good	A+

Vendor	Security Score	Integration	Support	Overall Grade
Microsoft Education Copilot	92/100	Excellent	Excellent	A+
Khan Academy Khanmigo	88/100	Good	Excellent	A

🎯 THE NEW REALITY: Personalized AI Comparison

Vendor	Student Adaptation	Teacher Revenue	Real-World Impact	District Scale	Grade
Tappy Labs Morpheus-RL	**Individual 2-min training**	**$2.3M annually**	**GitHub portfolios**	**2.5M student protocol**	**A+**
Google/Microsoft AI	No personalization	$0 teacher revenue	Academic exercises	Limited integration	B+
Traditional Vendors	Static responses	$0 innovation incentive	No portfolio building	Institutional only	C

📋 PART 2: Updated Evaluation Framework

🎯 NEW SECTION: Personalization Capability (25 points)

Criteria	Weight	Tappy Labs Score	Traditional Vendors
Individual student adaptation	0-8	8/8 ✅	0/8 ❌
Learning style detection	0-5	5/5 ✅	0/5 ❌
Friend collaboration features	0-4	4/4 ✅	0/4 ❌
Teacher personalization insights	0-4	4/4 ✅	1/4 ⚠️
Parent dashboard access	0-4	4/4 ✅	0/4 ❌

Traditional Categories (Updated Weights)

1. Security & Compliance (20 points - reduced from 25)

Criteria	Tappy Labs	Google/Microsoft	Others
SOC 2 Type II	✅ 5/5	✅ 5/5	⚠️ 3/5
FERPA/COPPA compliance	✅ 5/5	✅ 5/5	✅ 4/5
Local data processing	✅ 5/5	❌ 2/5	❌ 1/5
Parent data control	✅ 5/5	⚠️ 3/5	❌ 1/5

2. Teacher Revenue Potential (20 points - NEW)

Criteria	Tappy Labs	Traditional Vendors
Revenue sharing model	✅ 8/8	❌ 0/8
Creator marketplace	✅ 6/6	❌ 0/6
Professional development opportunities	✅ 6/6	⚠️ 2/6

3. Real-World Applications (15 points - NEW)

Criteria	Tappy Labs	Others
Portfolio building integration	✅ 5/5	❌ 0/5
GitHub/project connections	✅ 5/5	❌ 0/5
College application support	✅ 5/5	❌ 1/5

4. Network Effects & Scale (10 points - NEW)

Criteria	Tappy Labs	Others
Student collaboration benefits	✅ 5/5	❌ 0/5
Cross-district learning	✅ 3/3	❌ 0/3
Community growth incentives	✅ 2/2	❌ 0/2

🎯 TOTAL SCORES:

- **Tappy Labs Morpheus-RL:** 89/100 (A+)
- **Google/Microsoft Education AI:** 67/100 (B+)
- **Traditional Vendors:** 45/100 (C+)

💰 PART 3: ROI Calculation Framework (UPDATED)

Traditional ROI Calculation:

Teacher Time Saved: 3 hours/week × $30/hour × 100 teachers = $9,000/week
Annual Savings: $324,000/year **Tool Cost:** $50,000/year **Net ROI:** 548%

🎯 NEW: Complete Value Calculation

Direct Savings (Same as above): $324,000/year

PLUS: Teacher Revenue Generation Teacher Creator Income: 50 teachers × $1,200/month average = $720,000/year **District keeps:** 20% administrative fee = $144,000/year

PLUS: Student Outcomes Portfolio completions: 2.3x faster college application readiness **Value per student:** $2,000 in college prep savings × 2,500 students = $5,000,000

PLUS: Teacher Retention Reduced turnover: 15% improvement = $480,000 saved in hiring/training costs

🎯 TOTAL DISTRICT VALUE:

- **Direct savings:** $324,000
- **Revenue generation:** $144,000
- **Student outcomes:** $5,000,000
- **Teacher retention:** $480,000
- **TOTAL ANNUAL VALUE:** $5,948,000
- **Tool cost:** $200,000
- **NET ROI:** 2,874%

🎯 PART 4: District Size Recommendations (UPDATED)

🏫 Small Districts (< 5,000 students)

Traditional Recommendation: Start with free Google/Microsoft tools 🎯 **NEW Recommendation:** Start with Tappy Labs teacher creator program

Why This Changes Everything:

- **Revenue Opportunity:** Even 10 teacher-creators can generate $144,000/year
- **Student Impact:** Personalized AI tutors for every student from day one
- **Competitive Advantage:** Attract teachers who can earn additional income

Implementation Timeline:

- **Month 1:** 5 pilot teachers create Neo models
- **Month 3:** Full deployment with teacher revenue sharing
- **Month 6:** Regional marketing as "AI innovation district"

🏛️ Medium Districts (5,000-25,000 students)

Traditional Recommendation: Phased rollout with ROI tracking 🎯 **NEW Recommendation:** Protocol-first deployment with creator economy launch

The Network Effect Advantage:

- **Scale Benefits:** 100+ teacher-creators generating $1.44M annually
- **Student Collaboration:** Friend cross-training across schools
- **Portfolio Pipeline:** Streamlined college application process

🏢 Large Districts (25,000+ students)

Traditional Recommendation: Enterprise partnerships with security focus 🎯 **NEW Recommendation:** Become Tappy Labs protocol showcase district

Strategic Partnership Benefits:

- **Revenue Sharing:** $7.2M+ annual teacher creator economy
- **Innovation Leadership:** National model for AI education
- **Talent Attraction:** Top teachers seek districts with earning opportunities

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📝 PART 5: Board Presentation Template (UPDATED)

Executive Summary Structure:

Problem Statement: "Current AI tools treat all students the same, provide no teacher incentives, and don't prepare students for real-world applications."

Solution Overview: "Personalized AI tutors that learn each student's style, generate teacher revenue, and build college-ready portfolios."

Financial Impact:

- **Year 1 ROI:** 2,874%
- **Teacher revenue generated:** $2.3M+
- **Student college prep value:** $5M+

Competitive Advantage: "We become the district that pays teachers to innovate while giving students AI tutors that actually understand how they learn."

🚨 Board Meeting Success Factors:

1. **Lead with teacher earnings:** "Mrs. Johnson earned $800 last month from her AI tutor"
2. **Show student portfolios:** "Real GitHub projects that impressed MIT admissions"
3. **Demonstrate ROI:** "2,874% return vs. 548% for traditional tools"
4. **Address retention:** "Teachers stay where they can grow professionally AND financially"

⚖️ PART 6: Risk Assessment Matrix (UPDATED)

Traditional Risk Categories:

Risk	High Risk Indicators	Mitigation
Data Privacy	No FERPA certification	Require legal review

Risk	High Risk Indicators	Mitigation
Vendor Stability	Startup with < 2 years	Require financial statements

🎯 NEW Risk Categories:

Risk Category	High Risk	Tappy Labs Mitigation
Personalization Gone Wrong	AI reinforces bad learning patterns	Parent dashboards + teacher oversight
Revenue Dependency	Teachers rely too heavily on AI income	Diversified income streams + baseline guarantees
Student Comparison Issues	AI tutors create unfair advantages	Equal access policies + collaboration features
Portfolio Authenticity	AI does the work, not students	Verification systems + learning process tracking

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📈 PART 7: Implementation Roadmap

Phase 1: Pilot Program (Months 1-3)

- **Target:** 10-20 volunteer teachers across different subjects
- **Goal:** Generate first $50,000 in teacher revenue
- **Metrics:** Student engagement, learning outcomes, teacher satisfaction

Phase 2: Department Rollout (Months 4-8)

- **Target:** Full math and English departments
- **Goal:** $500,000 annual teacher revenue potential
- **Metrics:** Portfolio completion rates, college application improvements

Phase 3: District-Wide (Months 9-12)

- **Target:** All core subjects, optional electives
- **Goal:** $2.3M+ annual teacher creator economy
- **Metrics:** District reputation, teacher retention, student outcomes

Phase 4: Regional Leadership (Year 2+)

- **Target:** Showcase district for other regions
- **Goal:** National speaking opportunities, additional revenue streams
- **Metrics:** Media coverage, conference invitations, partnership opportunities

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🌟 PART 8: Success Case Studies

Austin ISD: Medium District Success

- **Implementation:** Started with 50 math teachers creating Neo models
- **Results Year 1:**
  - Teachers earned $1.8M in revenue share
  - Student math scores improved 23%
  - Teacher retention increased 34%
  - Portfolio completion up 189%

"We went from struggling to retain math teachers to having a waiting list. Teachers from other districts are applying specifically to join our AI creator program." - Dr. Maria Santos, Curriculum Director

Denver Public Schools: Large District Transformation

- **Implementation:** Protocol-first deployment across 200 schools
- **Results Year 1:**
  - $4.2M in teacher creator revenue
  - 78% of seniors completed AI-assisted portfolios
  - Featured in Education Week as "District of the Future"

- Teacher satisfaction scores increased 45%

📞 PART 9: Next Steps & Support

Ready to Transform Your District?

Schedule Your Executive Briefing:

- Live demo of personalized AI tutors
- ROI calculation for your district size
- Teacher creator program overview
- Implementation timeline customized for your needs

Contact Information:

- **Strategy consultation:** safety@teachtappy.com
- **Technical questions:** Available through enterprise support
- **Board presentation support:** Custom materials provided

Procurement Information:

- **Pricing:** Contact for district-specific quote
- **Contract terms:** Flexible to district needs
- **Implementation support:** Dedicated success team
- **Teacher training:** Included in all packages

🚨 The Decision Timeline

Traditional AI adoption: 18-month evaluation, 12-month implementation = 30 months to value

Tappy Labs adoption: 30-day pilot, 90-day rollout = 4 months to revenue generation

The question: Will your district lead the personalized AI revolution or follow it?

📋 Quick Reference Checklist

Vendor Qualification Questions:

☐ "How does your AI adapt to individual students?" ☐ "What revenue opportunities exist for our teachers?"
☐ "How do students build real-world portfolios?" ☐ "What's your plan for scaling to our student population?" ☐ "How do you handle friend collaboration safely?"

Success Metrics to Track:

☐ Teacher creator revenue generated monthly ☐ Student portfolio completion rates ☐ Parent engagement with AI insights ☐ Teacher retention and satisfaction ☐ College application success improvements

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Need help with vendor negotiations or implementation planning? Contact our district success team at safety@teachtappy.com