

Deploying EdTech at Scale

How TN SAILS and EdReady are Expanding Math Education Statewide

The NROC Project and TN SAILS



Laura Mason
Curriculum Development Director
TN SAILS - TBR



Micah Smith
Field Coordinator
TN SAILS - TBR



Nicole McCabe
Customer Success Director
The NROC Project / EdReady



HOUSEKEEPING

- Use the Q&A area to submit questions as they arise, and our team members will be actively managing questions in the Q&A and Chat boxes.
- This webinar will be archived at [NROC.org](https://www.nroc.org), and you'll receive a follow-up email with a link to the recording and slides.
- Do you need help with Zoom? Email [community@NROC.org](mailto:community@nroc.org).

WELCOME POLL

- We'd like to know who's joining us today! Please put your name, institution and current role in the chat. Welcome!

THE NROC PROJECT



Developmental Math
AN OPEN PROGRAM

EdReady®
Powered by NROC



2003



Algebra 1
AN OPEN COURSE



Developmental English
AN INTEGRATED PROGRAM



2025

NROC
founded

OER creation
and distribution

Adaptive learning
development

Diversification and
refinement

Scaling for equity
and impact



EdReady Supports:

- Just-in-time learning and accelerated learning
- Grade-to-grade transitions
- Dual Enrollment / early college / P-TECH programs
- High school completion
- College and career readiness
- Low-stakes, formative assessment for placement
- Co-requisite education
- HSE / GED, CASAS, ACT / SAT, TABE or NRS preparation
- Teacher preparation
- Corrections Education
- Adult Education

Mastery Status of Learning Objectives (Unit and Topic Level)



○ **Untested:** this material was not covered by the diagnostic



● **Not Ready:** student has mastered less than 50% of included learning objectives



Needs Review: student has mastered 50-99% of included learning objectives



Doing Well: student has mastered 100% of *tested* learning objectives... but not everything has been tested yet



● **Mastered:** student has mastered 100% of included learning objectives

TABE 9-10 Math - Easy-Medium

updated 07/21/2020 20:11



Show Details



Use Shapes



Not Assessed



Not Ready



Needs Review



Doing Well



Mastered

Units you should study:

Topic Status:

Note: You have not been tested on every topic in the unit(s) below. Click on any unit at any time to check your mastery more fully.

<div></div>	Whole Numbers	<div></div> <div></div> <div></div> <div></div> <div></div> <div></div>
<div></div>	Fractions and Mixed Numbers	<div></div> <div></div> <div></div> <div></div> <div></div> <div></div> <div></div> <div></div> <div></div> <div></div>
<div></div>	Decimals	<div></div> <div></div> <div></div> <div></div> <div></div>
<div></div>	Measurement	<div></div> <div></div> <div></div>
<div></div>	Geometry	<div></div> <div></div> <div></div> <div></div>
<div></div>	Concepts in Statistics	<div></div> <div></div> <div></div> <div></div> <div></div>
<div></div>	Real Numbers	<div></div>

View Study Path



Laura Mason
Micah Smith

SAILS

SEAMLESS ALIGNMENT &
INTEGRATED LEARNING SUPPORT





What is SAILS?

SEAMLESS ALIGNMENT AND INTEGRATED LEARNING SUPPORT

- Partnership between Tennessee Board of Regents and high schools
- Curriculum used in existing senior math course for students who score below 19 on the math portion of the ACT *or* who have GPA of 3.0 or less
- Computer-based, hybrid-model of learning
- *FREE* to high schools and students





The SAILS Program

MISSION:

The mission of SAILS is to provide innovative programs that promote college readiness for Tennessee high school students.

VISION:

Every student. College ready.





FIRST PILOT CLASS

AT RED BANK HIGH
SCHOOL IN 2012



STATEWIDE
EXPANSION
IN 2013



MORE THAN
8,000
STUDENTS ENROLLED
IN 2013-14



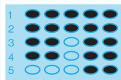
MOVED TO
SYSTEM OFFICE
IN 2018



LAUNCHED
UNIFIED COURSE
IN 2017



SAILS STATISTICS
PILOT IN SPRING 2022
STATEWIDE IN FALL 2022



**SAILS MATH
ACT PREP**
PILOT IN 2023-24



SAILS MRDM
PILOT IN 2024-25

Oversight & Funding

Promising Best Practice

Frank Newman Award

Research & Publications

SAILS Impact – By the Numbers

Student Enrollment & Completion



Oversight & Funding





SAILS Accolades

The SAILS Math program was highlighted by Inside Higher Ed and the Bill and Melinda Gates Foundation as a promising best practice in reducing the need for college remediation.

HIGHER EDUCATION
TRANSFORMATION

BILL & MELINDA
GATES *foundation*

Oversight & Funding

Promising Best Practice

Frank Newman Award

Research & Publications

SAILS Impact – By the Numbers

Student Enrollment & Completion



SAILS Accolades

Tennessee received the *2018 Frank Newman Award for State Innovation* for the SAILS program from the Education Commission of the States.

The national award recognizes states for enacting innovative education reforms and programs that go beyond incremental changes to improve student outcomes on a large scale.



Oversight & Funding

Promising Best Practice

Frank Newman Award

Research & Publications

SAILS Impact – By the Numbers

Student Enrollment & Completion



SAILS Accolades

Oversight & Funding

Promising Best Practice

Frank Newman Award

Research & Publications

The SAILS program has been featured in over 60+ articles and publications, including:



- Higher Education Transformation Case Study, Bill & Melinda Gates Foundation
- Center for Education Policy Research, Harvard University
- Community College Research Center, Columbia University
- Vanderbilt University
- Inside Higher Ed
- The Chronicle of Higher Education
- The Hunt Institute
- The Huffington Post
- The Hechinger Report
- Washington Monthly
- The Herald Chronicle
- Pearson Education
- Education Week
- The Tennessean
- Education Next
- Education DIVE

SAILS Impact – By the Numbers

Student Enrollment & Completion



SAILS Impact through the Years

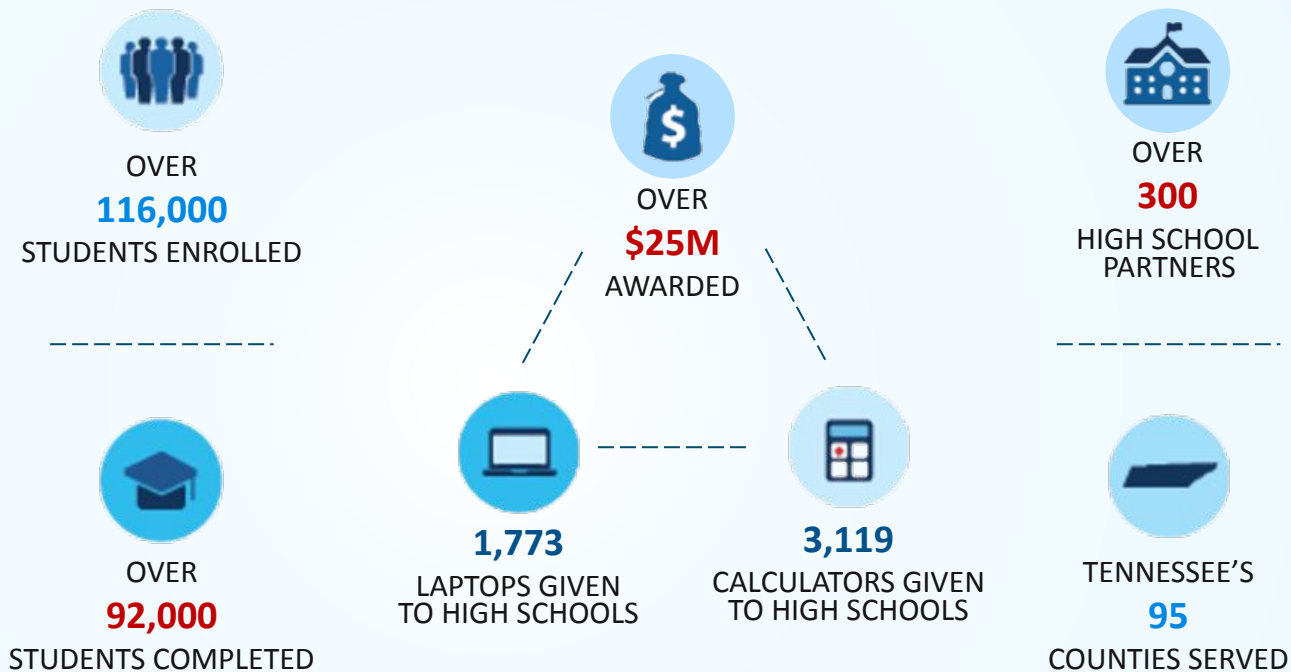
Oversight & Funding

Promising Best Practice

Frank Newman Award

Research & Publications

SAILS Impact – By the Numbers



Student Enrollment & Completion



Student Enrollment & Completion

Oversight & Funding

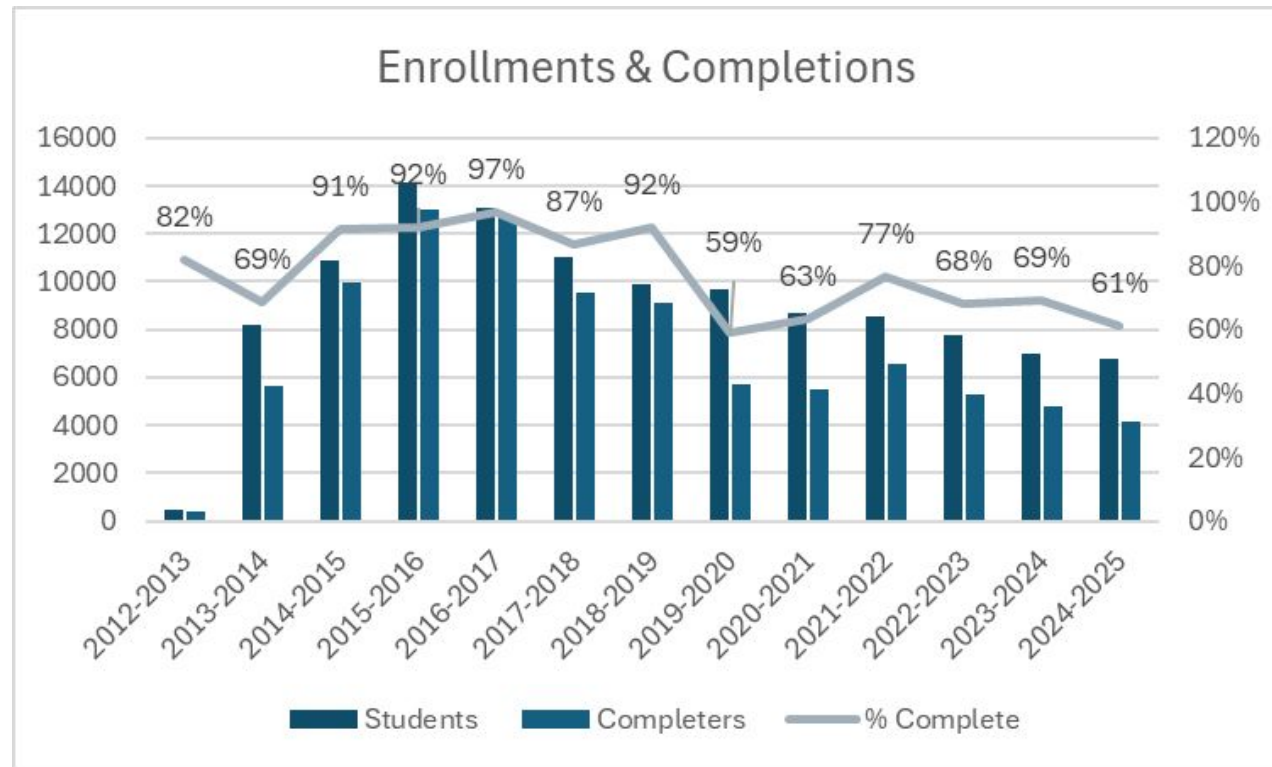
Promising Best Practice

Frank Newman Award

Research & Publications

SAILS Impact – By the Numbers

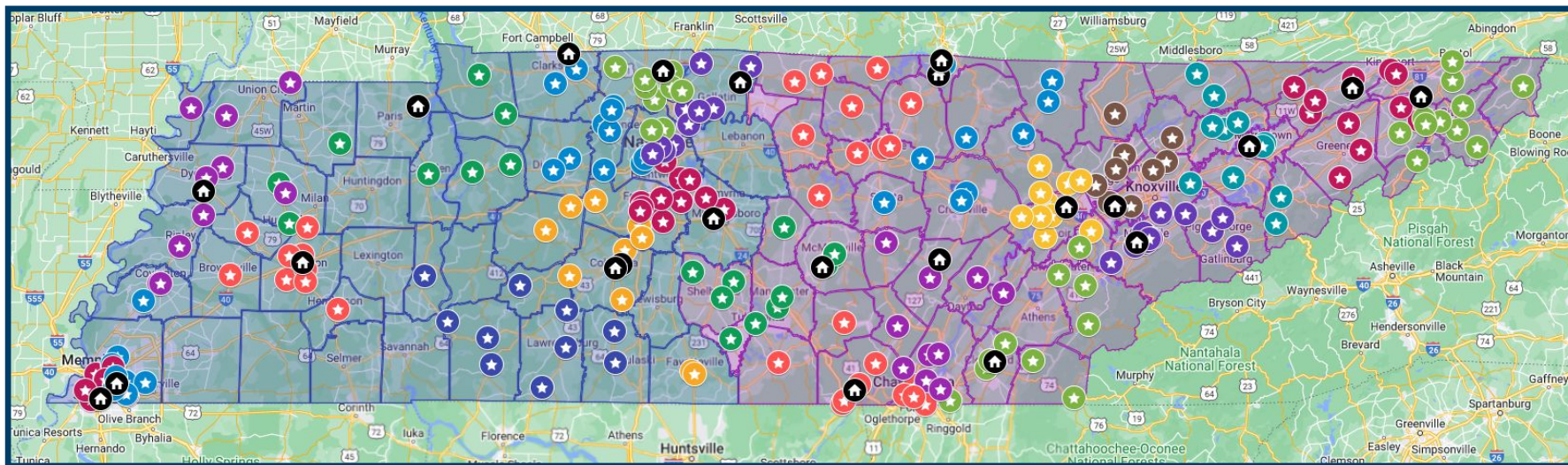
Student Enrollment & Completion





SAILS Across the State

Providing **336** Courses to **6,485** Students in **232** High Schools



 Schools
 Field
Coordinators



The SAILS Staff





A Year in the Life of a Field Coordinator

The Field Coordinator role is one of the primary reasons the SAILS Program is successful.

- **Support** for teachers and students
- **Resource** for administrators and counselors
- **Outreach** for new partnerships
- **Connection** to postsecondary





SAILS Courses

SAILS Course	High School Course Alignment	Implementation	Remediation Waived on Completion
SAILS Statistics	High School Statistics or SDC Statistics	2022 – present	Math 1010 & 1530
SAILS MRDM	Mathematical Reasoning for Decision Making	Fall 2024 –present	TCAT Tech Foundations



Who Can be in SAILS?

SAILS Mathematical Reasoning for Decision Making (MRDM)

Any student wishing to take SAILS MRDM must have successfully completed one of the following required math sequences:

- Algebra I, Geometry, and Algebra II
- Integrated Math I, II, and III



*This course is best intended for students who are planning to attend a College of Applied Technology, military service, or enter the workforce immediately following graduation.




MRDM Progress

D2L/Brightspace & Digital Learning Collaboratives

LEARNING MODULES & MILESTONES ▾

Listen ▶



Learning Modules and Milestones

Here are the 6 learning modules for our class:

- 01 Mathematical Reasoning and Decision-Making is an Everyday Skill
- 02 Algebra for the Real-World
- 03 Geometry is Everywhere
- 04 Financial Literacy is like Money in Bank
- 05 Statistics Frame our World
- 06 Wrap-Up - What's next?

The NROC Project & the EdReady Tool

Dashboard

What do you want to be ready for?

Choose a goal to get started!

Your goals

Mathematical Reasoning for Decision Making DRAFT



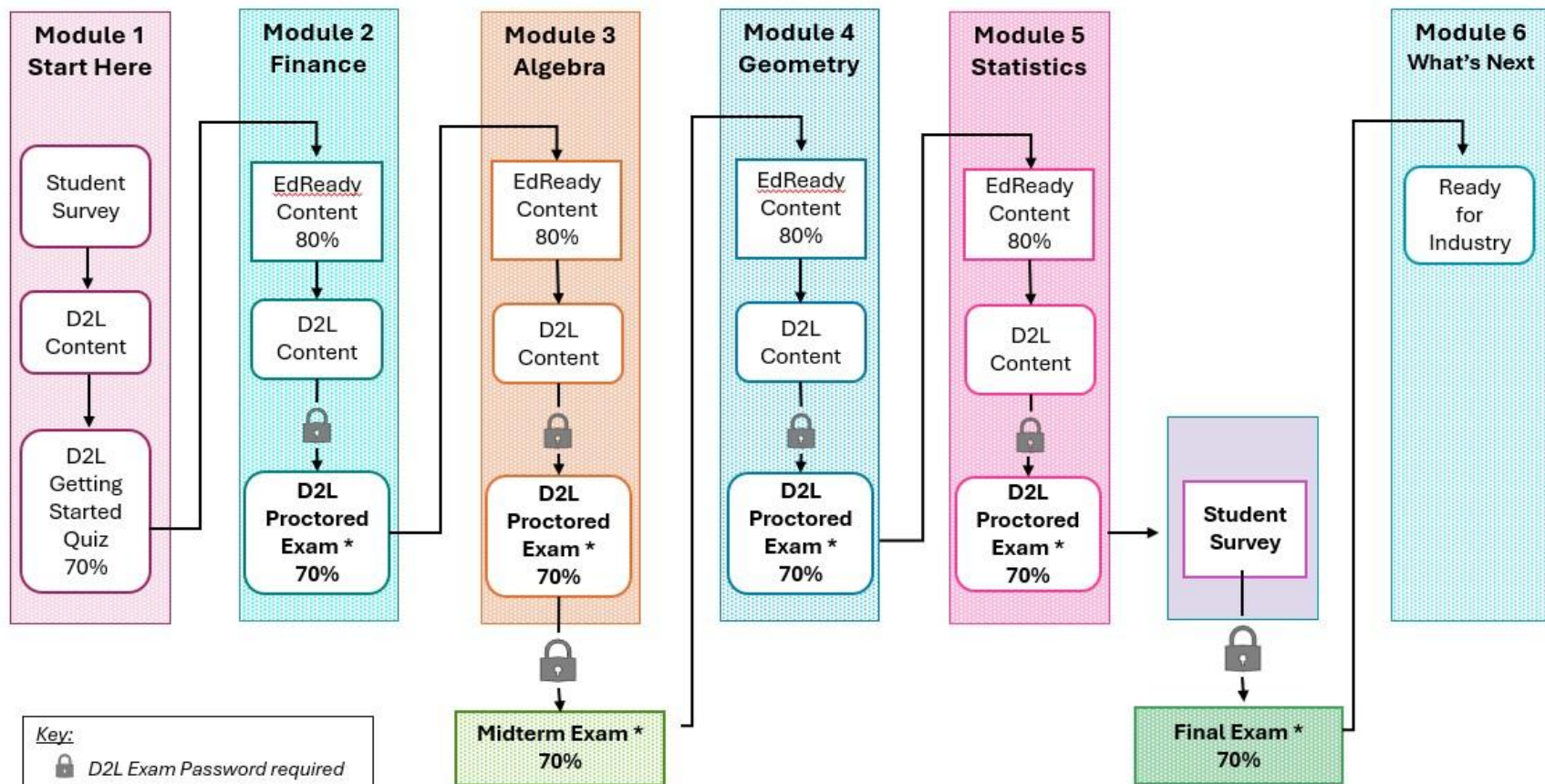
More Info

Go to Goal

<https://www.nroc.org/edready>

<https://www.nroc.org/edready/student-experience>

SAILS Mathematical Reasoning for Decision Making (MRDM) Curriculum Structure



*Students who complete the SAILS MRDM curriculum with a score of 70% or higher on each proctored assessment will be eligible to waive the Applied Mathematics and Data Literacy portions of the Technology Foundations course at any Tennessee College of Applied Technology (TCAT).

TCAT WAIVER

Students who complete the SAILS MRDM curriculum with a score of 70% or higher on each proctored assessment will be eligible to waive the Applied Mathematics and Data Literacy portions of the Technology Foundations course at any Tennessee College of Applied Technology (TCAT).





Pilot to Statewide



- Piloted in diverse districts (urban, rural, suburban)
- Collaborative Development
- Student-Centered Design
- Embedded EdReady for math diagnostics
- Integrated Ready for Industry for career exploration
- Incorporated Decision Education to build critical thinking



Pilot to Statewide



Challenges

- Technology & Access
- Supporting teachers with varying levels of tech fluency
- Compliance & Accessibility
- New legislation

Successes

- EdReady enabled personalized learning pathways
- Empowered Learners with Decision Education
- Strengthened partnerships with TCATs and industry advisors



New Partnerships



Ready for Industry MRDM Integration

- RFI bridges classroom learning and real-world job expectations
- Focus on high-demand fields: Healthcare, Manufacturing, Logistics, Construction, IT
- Equips students with foundational knowledge and career insights

Alliance for Decision Education

- \$200,000 grant awarded to SAILS over the next two years
- Supports TBR's mission of Student Success and Workforce Development
- Focus on practical reasoning, critical thinking, and problem-solving skills for postsecondary and workforce success



Questions



Upcoming Events

Meet with our team members at upcoming events to talk more about what EdReady can do for your students!

Be sure to join us for our upcoming spring webinars! Check out our website for further information!

Also, meet the NROC team at these upcoming events:

Summit for Dual Credit Programs 2026 - Feb. 16th - 18th, South Padre Island, TX

NOSS 2026 - Feb. 19th - 22nd, New York, NY

Innovations 2026 - Mar. 15th - 18th, Indianapolis, IN

COABE 2026 - Apr. 12th - 15th, Indianapolis, IN



Thanks for joining us today!

GET IN TOUCH

William Engfer
wengfer@nroc.org

Nicole McCabe
nmccabe@nroc.org

Book a Demo:



Prepare your students for what's next.

