



AGENDA REQUEST FORM

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

Special Order Request

☐ Yes

☒ No

Time

Open Agenda

☒ Yes

☐ No

ITEM No.:

EE-7.

MEETING DATE

Sep 16 2015 10:15AM - Regular School Board Meeting

AGENDA ITEM

OPEN ITEMS

CATEGORY

EE. OFFICE OF STRATEGY & OPERATIONS

DEPARTMENT

Procurement & Warehousing Services

TITLE:

Recommendation of \$500,000 or Greater - 56-026E - NavianceSoftware

REQUESTED ACTION:

Approve the recommendation to award the above Agreement. Contract Term: September 17, 2015, through September 16, 2018, 3Years; User Department: Broward Advisors for Continuing Education (BRACE); Award Amount: \$1,764,737; Awarded Vendor(s): Naviance, Inc.; M/WBE Vendor(s): None

SUMMARY EXPLANATION AND BACKGROUND:

The Naviancesoftware will provide college-boundstudents withaccess to post-secondary college readiness information for admission and acceptance into college. Pursuant to School Board Policy 3320, Section II, H, authorizes the purchase of any type of copyrighted materials, instructional materials and computer software without competitive solicitations.

This Agreement has been reviewed and approved as to form and legal content by the Office of the General Counsel.

See Supporting Docsfor continuation of Summary Explanation and Background.

SCHOOL BOARD GOALS:

☒ Goal 1: High Quality Instruction ☐ Goal 2: Continuous Improvement ☐ Goal 3: Effective Communication

FINANCIAL IMPACT:

The estimated contract value is \$1,764,737 for a three (3) year period. The first year cost is approximately \$600,000. Funding will come from Academics Division's existing budget by reducing other budget items in the Division. Funding is pending School Board approval of the addendum to the Superintendent and Cabinet's 2015-2016 recommended priorities.

EXHIBITS: (List)

(1) Continuation of Summary Explanation and Background (2) Agreement (3) Exhibit A - Pricing (4) Attachment B - Safeguarding the Confidentiality of Students Records and Information (5) Recommendation Tabulation (6) Sole Source Letter

BOARD ACTION:

APPROVED

(For Official School Board Records Office Only)

SOURCE OF ADDITIONAL INFORMATION:

Name: Daniel Gohl

Phone: 754-321-2587

Name: Ruby Crenshaw

Phone: 754-321-0501

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

Senior Leader & Title

Maurice L. Woods - Chief Strategy & Operations Officer

Signature

Maurice Woods

Wednesday, September 09, 2015 8:20:43 PM

Electronic Signature
Form #4189 Revised 12/12
RWR/MLW/RC/AH:jw

Approved In Open
Board Meeting On:

By:

SEP 16 2015

Donna Kohn
School Board Chair

CONTINUATION OF SUMMARY EXPLANATION AND BACKGROUND

In order to educate today's students to succeed in tomorrow's world, the District must prepare students with the knowledge, skills, and abilities to become aware of, explore, and make decisions for post-secondary opportunities. Although this preparation should commence as early as possible in a student's educational career, direct postsecondary advisement becomes a priority in 6th grade, as students are exposed to a comprehensive secondary school counseling program that is aligned to national standards for academic, college/career, and social/emotional learning. The school's Annual School Counseling Plan provides developmentally appropriate activities to continuously guide students through college/career exploration and decision-making each year until graduation.

Additionally, middle school students are required by Florida statute to complete a Career and Education Planning course to become eligible for promotion to high school. The course must address college/career preparation standards, be delivered partially online, and result in a high school course plan that aligns to the student's post-secondary goals. This software will serve as the primary instructional materials for this statutorily required course.

Not only do students benefit from developing plans for success in tomorrow's world, but school grades, funding, and reputation are also significantly impacted by students completing rigorous coursework, earning industry certifications, achieving a standard high school diploma, meeting college readiness assessment scores, receiving scholarships and awards, and gaining admission to prestigious colleges and universities. This information is regularly utilized to market and promote the District, schools, and individual programs' success.

In order to provide the necessary tools and resources for school staff and families to properly research and plan for students to reach their highest potential, the State provides a free online platform for college and career advisement. During the 2015-16 school year, the State of Florida will transition to a new platform/system provided by Kuder.

Although the new system allows students to create portfolios to organize information for usage in the college/career admissions process, provide generic postsecondary information, and allow for students to explore their interests, values, and skills, it is not a personalized management system for students.

In addition, the system will allow students and family's greater access to school counselors, BRACE Advisors, and related stakeholders to obtain postsecondary support. Moreover, the system will allow for staff and stakeholders to work more effectively and efficiently to meet the needs of their students and communities by offering a central location for all postsecondary advisement and comprehensive process management.

This cost includes subscriptions for all students in grades 6-12 in both traditional and most center schools, professional development, technology integration, consultation, pre-paid travel, an online curriculum, and future functionalities. The estimated cost for this program will be \$1,764,737 over a three (3) year period. Please see Exhibit A for further details on cost breakdown.

AGREEMENT

THIS AGREEMENT is made and entered into as of this ^{16th}29th day of September 2015, by and between

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

(hereinafter referred to as "SBBC"),

a body corporate and political subdivision of the State of Florida,

whose principal place of business is

600 Southeast Third Avenue, Fort Lauderdale, Florida 33301

and

Naviance, Inc.,

(hereinafter referred to as "Naviance"),

whose principal place of business is

3033 Wilson Boulevard, Suite 500, Arlington, VA 22201

WHEREAS, in order to prepare today's students for tomorrow's world, students require personalized information and advisement on postsecondary options; and

WHEREAS, Naviance is the premier tool for college and career advisement;

NOW, THEREFORE, in consideration of the premises and of the mutual covenants contained herein and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the Parties hereby agree as follows:

ARTICLE 1 - RECITALS

1.01 **Recitals.** The parties agree that the foregoing recitals are true and correct and that such recitals are incorporated herein by reference.

ARTICLE 2 – SPECIAL CONDITIONS

2.01 **Term of Agreement.** Unless terminated earlier pursuant to Section 3.05 of this Agreement, the term of this Agreement shall commence on September 29, 2015 and conclude on September 28, 2018. The term of this agreement may be extended at the sole discretion of SBBC and with the agreement of Naviance, two additional one-year periods, and if needed, 180 days beyond the expiration date of the final renewal period.

2.02 **Scope.** To provide college and career training for both middle and high school students, that personalizes college-readiness platforms. The Service includes a browser interface and data encryption, transmission, access, and storage (subject to commercially-reasonable limits

as may be imposed by Naviance in its sole discretion). SBBC User's registration for, or use of, the Service shall constitute an acceptance to abide by this Agreement including any materials incorporated by reference herein. SBBC are responsible for its own Internet connection, communications and computer.

2.03 **Charges and Payment.** Naviance shall bill on not less than a monthly basis, and in no event shall VENDOR submit an invoice for services and costs more than ninety (90) days after the services and/or costs occurred, otherwise such services and costs shall not be considered by SBBC and same services and costs are admitted by the VENDOR as waived and not due to the VENDOR. Naviance shall submit its monthly invoice to SBBC via email. SBBC shall make payment to Naviance in compliance with Florida Statute. SBBC shall make payment to Naviance via check or wire. If a purchase order is required, then SBBC will furnish Naviance with purchase order within the proper time frame to have an invoice paid within 30 days.

2.04 **Billing and Renewal.** Naviance charges in advance for use of the Services. Naviance will notify Client of the opportunity to renew the Service approximately thirty (30) days or more prior to the subscription expiration date. Service fees are exclusive of all taxes, levies, or duties imposed by taxing authorities, and Client shall be responsible for payment of all such taxes, levies, or duties as may be applicable to the Service fees (exclusive of any taxes or similar fees that may be imposed on the net income of Naviance).

2.05 **Inspection of Naviance's Records by SBBC.** Naviance shall establish and maintain books, records and documents (including electronic storage media) sufficient to reflect all income and expenditures of funds provided by SBBC under this Agreement. All Naviance Records, regardless of the form in which they are kept, shall be open to inspection and subject to audit, inspection, examination, evaluation and/or reproduction, during normal working hours, by SBBC's agent or its authorized representative to permit SBBC to evaluate, analyze and verify the satisfactory performance of the terms and conditions of this Agreement and to evaluate, analyze and verify any and all invoices, billings, payments and/or claims submitted by Naviance or any of Naviance payees pursuant to this Agreement. Naviance Records subject to examination shall include, without limitation, those records necessary to evaluate and verify direct and indirect costs (including overhead allocations) as they may apply to costs associated with this Agreement. Naviance Records subject to this section shall include any and all documents pertinent to the evaluation, analysis, verification and reconciliation of any and all expenditures under this Agreement without regard to funding sources.

(a) **Naviance Records Defined.** For the purposes of this Agreement, the term "Naviance's Records" shall include, without limitation, accounting records, payroll time sheets, cancelled payroll checks, W-2 forms, written policies and procedures, computer records, disks and software, videos, photographs, executed subcontracts, subcontract files (including proposals of successful and unsuccessful bidders), original estimates, estimating worksheets, correspondence, change order files (including sufficient supporting documentation and documentation covering negotiated settlements), and any other supporting documents that would substantiate, reconcile or refute any charges and/or expenditures related to this Agreement.

(b) Duration of Right to Inspect. For the purpose of such audits, inspections, examinations, evaluations and/or reproductions, SBBC's agent or authorized representative shall have access to Naviance's Records from the effective date of this Agreement, for the duration of the term of this Agreement, and until the later of five (5) years after the termination of this Agreement or five (5) years after the date of final payment by SBBC to Naviance pursuant to this Agreement.

(c) Notice of Inspection. SBBC's agent or its authorized representative shall provide Naviance reasonable advance notice (not to exceed two (2) weeks) of any intended audit, inspection, examination, evaluation and or reproduction.

(d) Audit Site Conditions. SBBC's agent or its authorized representative shall have access to Naviance's facilities and to any and all records related to this Agreement, and shall be provided adequate and appropriate work space in order to exercise the rights permitted under this section.

(e) Failure to Permit Inspection. Failure by Naviance to permit audit, inspection, examination, evaluation and/or reproduction as permitted under this Section shall constitute grounds for termination of this Agreement by SBBC for cause and shall be grounds for the denial of some or all of any Naviance's claims for payment by SBBC.

(f) Overcharges and Unauthorized Charges. If an audit conducted in accordance with this Section discloses overcharges or unauthorized charges to SBBC by Naviance in excess of two percent (2%) of the total billings under this Agreement, the actual cost of SBBC's audit shall be paid by Naviance. If the audit discloses billings or charges to which *Insert Name* is not contractually entitled, Naviance shall pay said sum to SBBC within twenty (20) days of receipt of written demand under otherwise agreed to in writing by both parties.

(g) Inspection of Subcontractor's Records. Naviance shall require any and all subcontractors, insurance agents and material suppliers (hereafter referred to as "Payees") providing services or goods with regard to this Agreement to comply with the requirements of this section by insertion of such requirements in any written subcontract. Failure by Naviance to include such requirements in any subcontract shall constitute grounds for termination of this Agreement by SBBC for cause and shall be grounds for the exclusion of some or all of any Payee's costs from amounts payable by SBBC to Naviance pursuant to this Agreement and such excluded costs shall become the liability of Naviance.

(h) Inspector General Audits. Naviance shall comply and cooperate immediately with any inspections, reviews, investigations, or audits deemed necessary by the Florida Office of the Inspector General or by any other state or federal officials.

2.06 Notice. When any of the parties desire to give notice to the other, such notice must be in writing, sent by U.S. Mail, postage prepaid, addressed to the party for whom it is intended at the place last specified; the place for giving notice shall remain such until it is changed by written notice in compliance with the provisions of this paragraph. For the present, the Parties designate the following as the respective places for giving notice:

To SBBC:

Superintendent of Schools
The School Board of Broward County, Florida
600 Southeast Third Avenue
Fort Lauderdale, Florida 33301

With a Copy to:

Supervisor, School Counseling
600 Southeast Third Avenue
Fort Lauderdale, Florida 33301

To Naviance:

Naviance, Inc.
3033 Wilson Boulevard, Suite 500
Arlington, VA 22201

With A Copy to:

Laura Fisher
Account Manager
3033 Wilson Boulevard, Suite 500
Arlington, VA 22201

2.07 **Background Screening**: Naviance agrees to comply with all requirements of Sections 1012.32 and 1012.465, Florida Statutes, and all of its personnel who (1) are to be permitted access to school grounds when students are present, (2) will have direct contact with students, or (3) have access or control of school funds, will successfully complete the background screening required by the referenced statutes and meet the standards established by the statutes. This background screening will be conducted by SBBC in advance of Naviance or its personnel providing any services under the conditions described in the previous sentence. Naviance shall bear the cost of acquiring the background screening required by Section 1012.32, Florida Statutes, and any fee imposed by the Florida Department of Law Enforcement to maintain the fingerprints provided with respect to Naviance and its personnel. The parties agree that the failure of Naviance to perform any of the duties described in this section shall constitute a material breach of this Agreement entitling SBBC to terminate immediately with no further responsibilities or duties to perform under this Agreement. Naviance agrees to indemnify and hold harmless SBBC, its officers and employees from any liability in the form of physical or mental injury, death or property damage resulting from Naviance's failure to comply with the requirements of this Section or with Sections 1012.32 and 1012.465, Florida Statutes.

2.08 **Liability**. This section shall survive the termination of all performance or obligations under this Agreement and shall be fully binding until such time as any proceeding brought on account of this Agreement is barred by any applicable statute of limitations.

a. By SBBC: SBBC agrees to be fully responsible up to the limits of Section 768.28, Florida Statutes, for its acts of negligence, or its employees' acts of negligence when acting within the scope of their employment and agrees to be liable for any damages resulting from said negligence.

b. By Naviance: Naviance agrees to indemnify, hold harmless and defend SBBC, its agents, servants and employees from any and all claims, judgments, costs, and expenses

including, but not limited to, reasonable attorney's fees, reasonable investigative and discovery costs, court costs and all other sums which SBBC, its agents, servants and employees may pay or become obligated to pay on account of any, all and every claim or demand, or assertion of liability, or any claim or action founded thereon, arising or alleged to have arisen out of the products, goods or services furnished by Naviance, its agents, servants or employees; the equipment of Naviance, its agents, servants or employees while such equipment is on premises owned or controlled by SBBC; or the negligence of Naviance or the negligence of Naviance's agents when acting within the scope of their employment, whether such claims, judgments, costs and expenses be for damages, damage to property including SBBC's property, and injury or death of any person whether employed by Naviance, SBBC or otherwise.

2.09 **Description of Services (Scope of Work).** Naviance shall provide services as outlined in the following phases:

a. Professional Development – Training Part of our methodology for successful deployment of Naviance for a school or district is incorporating professional development for staff into every implementation.

b. Implementation – Consulting- K-12 Professional Services consultants assist with implementing Naviance and other solutions across multiple sites and a large number of end-users

c. Support - Maintains a robust staff dedicated to adequately developing and supporting the Naviance platform. The staff consists of a team of success managers, training specialists, consultants, technical support specialists and product engineers dedicated to supporting our clients to help achieve student success objectives.

2.10 **Insurance Specifications.** GENERAL LIABILITY: Limits not less than \$1,000,000 per occurrence for Bodily Injury/ Property Damage; \$1,000,000 General Aggregate.

Limits not less than \$1,000,000 for Products/Completed Operations Aggregate.

PROFESSIONAL LIABILITY: Limits not less than \$1,000,000 per occurrence covering services provided under this contract. Deductible shall not exceed \$50,000.

TECHNOLOGY ERRORS & OMISSIONS: Limits not less than \$1,000,000 per occurrence covering services provided under this contract. Deductible shall not exceed \$50,000.

WORKER'S COMPENSATION Florida Statutory limits in accordance with Chapter 440; Employer's Liability limits not less than \$100,000/\$100,000/\$500,000 (each accident/disease-each employee/disease-policy limit).

ACCEPTABILITY OF INSURANCE CARRIERS: The insurance policies shall be issued by companies qualified to do business in the State of Florida. . The insurance companies must be rated at least A- VI by AM Best or Aa3 by Moody's Investor Service.

VERIFICATION OF COVERAGE: Proof of the required insurance must be furnished by an Awardee to SBBC Risk Management Department by Certificate of Insurance within 15 days of

notification of award. All certificates (and any required documents) must be received and approved by SBBC before any work commences to permit Awardee time to remedy any deficiencies. FAX CERTIFICATES OF INSURANCE TO SBBC RISK MANAGEMENT AT 866-897-0424.

ARTICLE 3 – GENERAL CONDITIONS

3.01 **No Waiver of Sovereign Immunity.** Nothing herein is intended to serve as a waiver of sovereign immunity by any agency or political subdivision to which sovereign immunity may be applicable or of any rights or limits to liability existing under Section 768.28, Florida Statutes. This section shall survive the termination of all performance or obligations under this Agreement and shall be fully binding until such time as any proceeding brought on account of this Agreement is barred by any applicable statute of limitations.

3.02 **No Third Party Beneficiaries.** The parties expressly acknowledge that it is not their intent to create or confer any rights or obligations in or upon any third person or entity under this Agreement. None of the parties intend to directly or substantially benefit a third party by this Agreement. The parties agree that there are no third party beneficiaries to this Agreement and that no third party shall be entitled to assert a claim against any of the parties based upon this Agreement. Nothing herein shall be construed as consent by an agency or political subdivision of the State of Florida to be sued by third parties in any matter arising out of any contract.

3.03 **Independent Contractor.** The parties to this agreement shall at all times be acting in the capacity of independent contractors and not as an officer, employee or agent of one another. Neither party or its respective agents, employees, subcontractors or assignees shall represent to others that it has the authority to bind the other party unless specifically authorized in writing to do so. No right to SBBC retirement, leave benefits or any other benefits of SBBC employees shall exist as a result of the performance of any duties or responsibilities under this Agreement. SBBC shall not be responsible for social security, withholding taxes, contributions to unemployment compensation funds or insurance for the other party or the other party's officers, employees, agents, subcontractors or assignees.

3.04 **Equal Opportunity Provision.** The parties agree that no person shall be subjected to discrimination because of age, race, color, disability, gender identity, gender expression marital status, national origin, religion, sex or sexual orientation in the performance of the parties' respective duties, responsibilities and obligations under this Agreement.

3.05 **Termination.** This Agreement may be canceled with or without cause by SBBC during the term hereof upon thirty (30) days written notice to the other parties of its desire to terminate this Agreement. SBBC shall have no liability for any property left on SBBC's property by any party to this Agreement after the termination of this Agreement. Any party contracting with SBBC under this Agreement agrees that any of its property placed upon SBBC's facilities pursuant to this Agreement shall be removed within ten (10) business days following the termination, conclusion or cancellation of this Agreement and that any such property remaining upon SBBC's facilities after that time shall be deemed to be abandoned, title

to such property shall pass to SBBC, and SBBC may use or dispose of such property as SBBC deems fit and appropriate.

3.06 **Default.** The parties agree that, in the event that either party is in default of its obligations under this Agreement, the non-defaulting party shall provide to the defaulting party (30) days written notice to cure the default. However, in the event said default cannot be cured within said thirty (30) day period and the defaulting party is diligently attempting in good faith to cure same, the time period shall be reasonably extended to allow the defaulting party additional cure time. Upon the occurrence of a default that is not cured during the applicable cure period, this Agreement may be terminated by the non-defaulting party upon thirty (30) days notice. This remedy is not intended to be exclusive of any other remedy, and each and every such remedy shall be cumulative and shall be in addition to every other remedy now or hereafter existing at law or in equity or by statute or otherwise. No single or partial exercise by any party of any right, power, or remedy hereunder shall preclude any other or future exercise thereof. Nothing in this section shall be construed to preclude termination for convenience pursuant to Section 3.05.

3.07 **Annual Appropriation.** The performance and obligations of SBBC under this Agreement shall be contingent upon an annual budgetary appropriation by its governing body. If SBBC does not allocate funds for the payment of services or products to be provided under this Agreement, this Agreement may be terminated by SBBC at the end of the period for which funds have been allocated. SBBC shall notify the other party at the earliest possible time before such termination. No penalty shall accrue to SBBC in the event this provision is exercised, and SBBC shall not be obligated or liable for any future payments due or any damages as a result of termination under this section.

3.08 **Excess Funds.** Any party receiving funds paid by SBBC under this Agreement agrees to promptly notify SBBC of any funds erroneously received from SBBC upon the discovery of such erroneous payment or overpayment. Any such excess funds shall be refunded to SBBC with interest calculated from the date of the erroneous payment or overpayment. Interest shall be calculated using the interest rate for judgments under Section 55.03, Florida Statutes, applicable at the time the erroneous payment or overpayment was made by SBBC.

3.09 **Public Records.** Pursuant to Section 119.0701, Florida Statutes, any party contracting with SBBC is required to (a) keep and maintain available for public inspection any records that pertain to services rendered under this Agreement; (b) provide the public with access to public records on the same terms and conditions that SBBC would provide such records and at a cost that does not exceed the cost provided in Chapter 119, Florida Statutes or as otherwise provided by law; (c) ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law; and (d) meet all requirements for retaining public records and transfer, at no cost to SBBC, all public records in that party's possession upon termination of its Agreement with SBBC and destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. All of such party's records stored electronically must be provided to SBBC in a format that is compatible with SBBC's information technology systems. Each party

shall maintain its own respective records and documents associated with this Agreement in accordance with the records retention requirements applicable to public records. Each party shall be responsible for compliance with any public documents request served upon it pursuant to Section 119.07, Florida Statutes, and any resultant award of attorney's fees for non-compliance with that law. Each party acknowledges that this Agreement and all attachments thereto are public records and do not constitute trade secrets.

3.10 **Student Records:** Notwithstanding any provision to the contrary within this Agreement, any party contracting with SBBC under this Agreement shall fully comply with the requirements of Sections 1002.22 and 1002.221, Florida Statutes; FERPA, and any other state or federal law or regulation regarding the confidentiality of student information and records. Each such party agrees, for itself, its officers, employees, agents, representatives, contractors or subcontractors, to fully indemnify and hold harmless SBBC and its officers and employees for any violation of this section, including, without limitation, defending SBBC and its officers and employees against any complaint, administrative or judicial proceeding, payment of any penalty imposed upon SBBC, or payment of any and all costs, damages, judgments or losses incurred by or imposed upon SBBC arising out of a breach of this covenant by the party, or an officer, employee, agent, representative, contractor, or sub-contractor of the party to the extent that the party or an officer, employee, agent, representative, contractor, or sub-contractor of the party shall either intentionally or negligently violate the provisions of this section or of Sections 1002.22 and/or 1002.221, Florida Statutes.

3.11 **Compliance with Laws.** Each party shall comply with all applicable federal and state laws, codes, rules and regulations in performing its duties, responsibilities and obligations pursuant to this Agreement.

3.12 **Place of Performance.** All obligations of SBBC under the terms of this Agreement are reasonably susceptible of being performed in Broward County, Florida and shall be payable and performable in Broward County, Florida.

3.13 **Governing Law and Venue.** This Agreement shall be interpreted and construed in accordance with and governed by the laws of the State of Florida. Any controversies or legal problems arising out of this Agreement and any action involving the enforcement or interpretation of any rights hereunder shall be submitted to the jurisdiction of the State courts of the Seventeenth Judicial Circuit of Broward County, Florida.

3.14 **Entirety of Agreement.** This document incorporates and includes all prior negotiations, correspondence, conversations, agreements and understandings applicable to the matters contained herein and the parties agree that there are no commitments, agreements or understandings concerning the subject matter of this Agreement that are not contained in this document. Accordingly, the parties agree that no deviation from the terms hereof shall be predicated upon any prior representations or agreements, whether oral or written.

3.15 **Binding Effect.** This Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective successors and assigns.

3.16 **Assignment**. Neither this Agreement or any interest herein may be assigned, transferred or encumbered by any party without the prior written consent of the other party. There shall be no partial assignments of this Agreement including, without limitation, the partial assignment of any right to receive payments from SBBC.

3.17 **Incorporation by Reference**. **Exhibit A Pricing - Scope of Work and Exhibit B - Safeguarding the Confidentiality of Student Records and Information** are attached hereto and referenced herein shall be deemed to be incorporated into this Agreement by reference.

3.18 **Captions**. The captions, section designations, section numbers, article numbers, titles and headings appearing in this Agreement are inserted only as a matter of convenience, have no substantive meaning, and in no way define, limit, construe or describe the scope or intent of such articles or sections of this Agreement, nor in any way effect this Agreement and shall not be construed to create a conflict with the provisions of this Agreement.

3.19 **Severability**. In the event that any one or more of the sections, paragraphs, sentences, clauses or provisions contained in this Agreement is held by a court of competent jurisdiction to be invalid, illegal, unlawful, unenforceable or void in any respect, such shall not affect the remaining portions of this Agreement and the same shall remain in full force and effect as if such invalid, illegal, unlawful, unenforceable or void sections, paragraphs, sentences, clauses or provisions had never been included herein.

3.20 **Preparation of Agreement**. The parties acknowledge that they have sought and obtained whatever competent advice and counsel as was necessary for them to form a full and complete understanding of all rights and obligations herein and that the preparation of this Agreement has been their joint effort. The language agreed to herein expresses their mutual intent and the resulting document shall not, solely as a matter of judicial construction, be construed more severely against one of the parties than the other.

3.21 **Amendments**. No modification, amendment, or alteration in the terms or conditions contained herein shall be effective unless contained in a written document prepared with the same or similar formality as this Agreement and executed by each party hereto.

3.22 **Waiver**. The parties agree that each requirement, duty and obligation set forth herein is substantial and important to the formation of this Agreement and, therefore, is a material term hereof. Any party's failure to enforce any provision of this Agreement shall not be deemed a waiver of such provision or modification of this Agreement unless the waiver is in writing and signed by the party waiving such provision. A written waiver shall only be effective as to the specific instance for which it is obtained and shall not be deemed a continuing or future waiver.

3.23 **Force Majeure**. Neither party shall be obligated to perform any duty, requirement or obligation under this Agreement if such performance is prevented by fire, hurricane, earthquake, explosion, wars, sabotage, accident, flood, acts of God, strikes, or other labor disputes, riot or civil commotions, or by reason of any other matter or condition beyond the

control of either party, and which cannot be overcome by reasonable diligence and without unusual expense ("Force Majeure"). In no event shall a lack of funds on the part of either party be deemed Force Majeure.

3.24 **Survival.** All representations and warranties made herein, indemnification obligations, obligations to reimburse SBBC, obligations to maintain and allow inspection and audit of records and property, obligations to maintain the confidentiality of records, reporting requirements, and obligations to return public funds shall survive the termination of this Agreement.

3.25 **Contract Administration.** SBBC has delegated authority to the Superintendent of Schools or his/her designee to take any actions necessary to implement and administer this Agreement.

3.26 **Authority.** Each person signing this Agreement on behalf of either party individually warrants that he or she has full legal power to execute this Agreement on behalf of the party for whom he or she is signing, and to bind and obligate such party with respect to all provisions contained in this Agreement.

IN WITNESS WHEREOF, the Parties hereto have made and executed this Agreement on the date first above written.

FOR SBBC

(Corporate Seal)

THE SCHOOL BOARD OF BROWARD
COUNTY, FLORIDA

By 
Donna P. Korn, Chair

ATTEST:

Robert W. Runcie, Superintendent of Schools

Approved as to Form and Legal Content:

 9-9-15
Office of the General Counsel

Naviance, Inc.

(Corporate Seal)

ATTEST:

Naviance, Inc.

By [Signature] 9/14/15

_____, Secretary

[Signature] -or- 9/14/15
Witness

[Signature] 9/14/15
Witness

The Following Notarization is Required for Every Agreement Without Regard to Whether the Party Chose to Use a Secretary's Attestation or Two (2) Witnesses.

STATE OF Maryland

COUNTY OF Baltimore City

The foregoing instrument was acknowledged before me this 14 day of September, 2015 by Jeremy Cooper of

Name of Person

Naviance, on behalf of the corporation/agency.

Name of Corporation or Agency

He/She is personally known to me or produced Drivers License as identification and did/did not first take an oath.

Type of Identification

My Commission Expires:

Feb. 23, 2016

[Signature]
Signature - Notary Public

Marissa McKee Tucker
Printed Name of Notary

N/A - State of Maryland
Notary's Commission No.

(SEAL)



EXHIBIT A Pricing : Broward County Public Schools

Naviance, Inc
 3303 Wilson Blvd, Suite 500
 Arlington, VA 22201

To: Mr. Dan Gohl, Chief Academic Officer
 Broward County Public Schools
 600 SE Third Street
 Fort Lauderdale, FL 33301

Date: September 4, 2015

Naviance Laura Fischer
Contact: Laura.fischer@hobsons.com

Product or Service	Quantity	Term (months)	Price
Software Solutions Year 1: (Naviance for HS, Naviance for MS and CCR for MS and HS, AchieveWorks)	All students, Grades 6-12	12	\$464,933.68
Professional Development Year 1	23 days	6	\$46,000.00
Implementation Consulting Hours Year 1	275 hours	12	\$55,000.00
Pre-Paid Travel Year 1	1	12	\$30,000.00
Implementation Package (Family Connection Engagement Package, Teacher Engagement Package, Implementation Guide)	1	1	\$1,500.00
Year 1 Total:			\$598,427.25
Software Solution year 2: (Naviance for HS, Naviance for MS, CCR for MS and HS, eDocs and Alumni Tracker, AchieveWorks)	All students, Grades 6-12	12	\$500,661.18
Professional Development Year 2	16 days	6	\$32,000.00
Implementation Consulting Hours Year 2	200 hours	12	\$40,000.00
Pre-Paid Travel Year 2	1	12	\$20,000.00
Year 2 Total:			\$593,654.75
Software Solutions Year 3: (Naviance for HS, Naviance for MS, CCR for MS and HS, eDocs and Alumni Tracker, AchieveWorks)	All students, Grades 6-12	12	\$500,661.18
Professional Development Year 3	8 days	6	\$16,000.00
Implementation Consulting Hours Year 3	175 hours	12	\$35,000.00
Pre-Paid Travel Year 3	1	12	\$20,000.00
Year 3 Total:			\$572,654.75
Software Solutions Year 4: (Naviance for HS, Naviance for MS, CCR for MS and HS, eDocs and Alumni Tracker, AchieveWorks)	All students, Grades 6-12	12	\$500,661.18
Professional Development Year 4	6 days	6	\$12,000.00
Consulting Hours Year 4	100 hours	12	\$20,000.00
Pre-Paid Travel Year 4	1	12	\$12,000.00
Annual Renewal Option Year 4			\$544,661.18
Software Solutions Year 5: (Naviance for HS, Naviance for MS, CCR for MS and HS, eDocs and Alumni Tracker, AchieveWorks)	All students, Grades 6-12	12	\$500,661.18
Professional Development Year 5	6 days	6	\$12,000.00
Consulting Hours Year 5	100 hours	12	\$20,000.00
Pre-Paid Travel Year 5	1	12	\$12,000.00
Annual Renewal Option Year 5			\$544,661.18

Number of Months	36 (two optional renewal terms of 12 months)
Notes (if applicable)	<p>This order form is valid until September 30th, 2015</p> <p>Consulting hours must be utilized within 12 months from date of purchase.</p> <p>Private professional development sessions must be scheduled and delivered within 6 months of date of purchase.</p> <p>Client is responsible for travel expenses associated with onsite professional development.</p> <p>Private professional development courses can have up to 15 participants per session.</p> <p>Subscription to Naviance eDocs is based on enrollment of Senior class only.</p> <p>Pre-paid travel must be used within 12 months of date of purchase. If travel costs of onsite services exceed the pre-paid amount, client is responsible for paying all travel expenses that are in excess of the pre-paid travel amount</p>
Payment notes:	<p>Payment Terms:</p> <p>Year 1- October 1, 2015: \$598,427.25</p> <p>Year 2- October 1, 2016: \$593,654.75</p> <p>Year 3- October 1, 2017: \$572,654.75</p> <p>Optional Annual Renewal Years:</p> <p>Year 4- October 1, 2018: \$544,661.18</p> <p>Year 5- October 1, 2019: \$544,661.18</p>

Please complete or update the following information:

Account Contacts	First and Last Name	Email Address
Billing	Ralph Aiello	ralph.aiello@browardschools.com
Data/ Technology	Ralph Aiello	ralph.aiello@browardschools.com
Training	Ralph Aiello	ralph.aiello@browardschools.com
Payment Method	<p><i>If paying by credit or debit card</i></p> <p><input type="checkbox"/> Purchase Order # _____ Expiration (mm/yy): ____/____</p> <p><input type="checkbox"/> Credit Card # _____ Billing Zip Code: _____</p> <p><input type="checkbox"/> Check Security Code: _____</p>	

Prices are valid for 30 days from the date specified above. All costs are denominated in U.S. dollars. Payment is due within 30 days of your invoice date. Unless separate invoice and payment terms are specified, Hobsons will issue invoices once per year, with the first taking place upon execution of the order form and then annually thereafter throughout the term of the contract. Payment terms in all instances are Net 30.

The services are delivered in accordance with applicable terms that can be found attached to this order form. By signing below, you agree to be bound by such terms and that such terms are made a part of this contract.

Please complete the contact and payment information as indicated, then sign below to indicate your acceptance. By signing this contract, you are stating that you are authorized by your institution to make this purchase. If a Purchase Order is required for payment to be issued, please indicate below. If you have selected professional services, travel expenses for on-site professional services will be billed separately following your session(s)

The 2 boxes below must be checked in order to process the order form:

☐

Authorized Signer

☐

Terms of Service

Signature

Printed Name and Position

Signature Date

Purchase Order & Order Forms:

Naviance, Inc,
3033 Wilson Boulevard, Suite 500
Arlington, VA 22201

Remit To:

Naviance, Inc
P.O. Box 504571
St. Louis, MO 63150-4571

IF YOU CHOOSE TO FAX, THEN PLEASE CLICK ON THE 'SIGN ON PAPER' BUTTON FOLLOWED BY 'PRINT AND FAX' BUTTON AND FAX YOUR SIGNED ORDER FORM TO THE NUMBER PROVIDED ON THE COVERPAGE OF THE DOWNLOADED DOCUMENT

ATTACHMENT "B"

Safeguarding the Confidentiality of Student Records and Information

The parties acknowledge that Sections 1002.022, 1002.221 and 1002.222, Fla. Stat. and the Family Educational Rights and Privacy Act (FERPA, 20 U.S.C. § 1232g) and its implementing regulations (34 C.F.R. Part 99), protect the privacy rights of students and their parents with respect to information and records created and/or maintained by public schools. The student personally identifiable information (PII) may be disclosed only in compliance with FERPA. Pursuant to FERPA, the information provided by SBBC shall be limited to that which is necessary to effectively serve the student.

Each party participating in this Agreement further agrees to:

(1) Hold the student records and information in strict confidence and not use or disclose except as required by this Agreement or as required or permitted by law unless the parent of a student provides prior written consent for their release. All shared student records will be disclosed only to those who have a need to access the information in order to perform their assigned duties in the performance of this Agreement. Absent consent from the parent or eligible student, student records and information will not be disclosed except as allowed by the aforementioned laws.

(2) Safeguard the student records through administrative, physical and technological safety standards to ensure adequate controls are in place to protect the student information in accordance with FERPA's privacy requirements.

(3) Continually monitor its operations and take all actions necessary to assure that the student information and records are safeguarded in accordance with the terms of this Agreement, and

(4) Ensure that all employees, appointees or agents of each party to this Agreement who are granted access to shared student records will have successfully completed (1) the background screening requirements under Section 435.04, Florida Statutes, under Level 2 screening standards and (2) the FERPA training webinars, as they may become available, at the U.S. Department of Education, Privacy Technical Assistance Center website:

<http://www2.ed.gov/policy/gen/guid/ptac/index.html>, <http://ptac.ed.gov/> including, but not limited to, <http://www2.ed.gov/policy/gen/guid/ptac/pdf/slides.pdf>

Each party to this Agreement agrees to notify the other party immediately upon discovery of a breach of confidentiality of student information and to take all necessary notification steps as may be required by federal and Florida law. A breach of the confidentiality requirements shall constitute grounds for immediate termination of this Agreement without advance notice. Any provisions within this Agreement concerning the resolution of disputes shall not be applicable to a breach of the requirements of this Attachment "B."

This section shall survive the termination of all performance or obligations under this Agreement and shall be fully binding until such student records are returned to The School Board of Broward

County, Florida ("SBBC") or disposed of in compliance with the applicable Florida Retention Schedules and a written acknowledgment of said disposition is provided to SBBC.

S:/v/allwork/contracts/review/1415year/ferpaaddendum

The School Board of Broward County, Florida
Procurement & Warehousing Services

AGREEMENT No.: 56- 026E
Tentative Board Meeting Date*: September 16, 2015

Description: Naviance Agreement
Notified: N/A Downloaded: N/A

For: BROWARD ADVISORS FOR CONTINUING
EDUCATION (BRACE)
(School/Department)

Fund: VARIOUS DEPARTMENTS

Award Amount: \$1,764,737

RECOMMENDATION/TABULATION

VENDOR NAME:

NAVIANCE INC.

CONTRACT PERIOD FROM SEPTEMBER 17, 2015 THROUGH SEPTEMBER 16, 2018.

By: James Williams Date: 8/28/2015
(Purchasing Agent)

The School Board of Broward County, Florida, prohibits any policy or procedure which results in discrimination on the basis of age, color, disability, gender expression, national origin, marital status, race, religion, sex or sexual orientation. Individuals who wish to file a discrimination complaint, may call the Executive Director, Benefits & EEO Compliance at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.

Individuals with disabilities requesting accommodations under the Americans with Disabilities Act (ADA) may call the Equal Educational Opportunities (EEO) at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.

Stephen M. Smith
President, Hobsons Advising & Admissions Solutions
stephen.smith@hobsons.com

To Whom It May Concern:

Naviance, Inc. develops, supports and is the sole source for purchasing Naviance services. Naviance is a college- and career-readiness platform that connects academic achievement to post-secondary goals. Its comprehensive college and career planning solutions optimize student success, enhance school counselor productivity, and track results for school and district administrators.

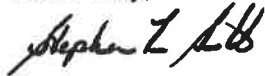
The solution enables schools and districts to build personalized learning plans for students that align with college- and career-readiness objectives. Naviance includes unique technology, subject to trademark and copyright protection, and is the only solution of its kind on the market that:

- Offers a holistic, customizable approach to college and career planning for both middle and high school students;
- Enables school and district staff to create personalized college-readiness plans that link students' skills and areas of interest to their college and career goals;
- Provides automated reminders to students of pending college- and career-readiness tasks;
- Offers the Naviance College and Career Readiness Curriculum, a blended learning experience that helps students develop critical college knowledge and non-cognitive skills, and helps schools measure readiness for students in grades 6-12;
- Includes over 3,500 videos of leaders discussing their career paths, challenges they faced, and successes from content provider Roadtrip Nation;
- Provides a mobile app for students that syncs with Naviance tasks and college research and allows students to communicate with counselors from an iPhone or iPod touch;
- Allows schools and districts to send e-mail messages to students based on the completion of tasks;
- Offers the game-based Naviance Test Prep for ACT Aspire™, ACT®, SAT®, and Advanced Placement® courses leading to a 16% average score improvement when used regularly;
- Includes a rich-media authoring environment for tasks and programs that foster high student engagement;
- Works in collaboration with the National Student Clearinghouse to allow schools to subscribe to the Clearinghouse's StudentTracker data directly through Naviance to measure the college retention and graduation rates of their alumni;
- Includes a progress-monitoring dashboard to identify students failing to meet key milestones;
- Offers Gallup's StrengthsExplorer® assessment for grades 6-10;
- Integrates Do What You Are®, Learning Style Inventory, MI Advantage™, and Career Key™ assessments into customized student learning plans;

- Allows counselors to track and report their time at work in line with the ASCA National Model®;
- Includes proprietary SchoolSync™ technology, subject to copyright, allowing automated data exchange between Naviance and virtually any third-party student information system;
- Provides electronic document and transcript delivery services for the largest number of participating colleges (currently more than 2,000) of any college and career readiness platform, and the only full integration with The Common Application®;
- Tracks state assessment scores and exhaustive standardized test results (e.g., HSPT®, SSAT, TerraNova™, TOEFL®, International Baccalaureate®, Advanced Placement® SAT®, PSAT®, ACT®, and historic PLAN® and EXPLORE® scores);
- Supports an unlimited number of user roles and customizable permissions to secure access to student data;
- Supports single sign-on and delegated authentication to users via LDAP and Active Directory®;
- Incorporates a proprietary College Power Score™ to measure the rigor of each students' course history and plans;
- Includes intelligent, user-customizable surveys that can be pushed to users based on multi-criteria search to direct students and parents to surveys without requiring sign-in;
- Supports group e-mail to students and/or parents with targeting based on multi-criteria search;
- Provides specific interfaces to the Naviance student and family portal, Family Connection™, that can be customized for grades 6-12, alumni, and parents;
- Includes exclusive access to the Naviance Marketplace, an eco-system of additional solutions that integrate with Naviance and/or offer special pricing to Naviance customers, including x2VOL for community service hour management and Total Reader for online reading assessment.

Naviance, Inc., a subsidiary of Hobsons, is a Delaware corporation headquartered in Arlington, Virginia. The company's federal tax identification number is 20-4027223.

Yours truly,



Stephen M. Smith
President, Hobsons Advising & Admissions Solutions