

EXECUTIVE SUMMARY

Recommendation for Renewal and Additional Spending Authority 56-026E – Naviance Software

This request is to approve the First Amendment to the Agreement between Naviance, Inc. (Naviance) and The School Board of Broward County, Florida (SBBC), to extend the term for one (1) year starting September 29, 2018 through September 28, 2019. The original Agreement was approved as item EE-7 during the September 16, 2015 Regular School Board Meeting with a spending authority of \$1,764,737 and term of September 29, 2015 through September 28, 2018; three (3) years. Naviance provides comprehensive college and career readiness helping SBBC align student strengths and interests to postsecondary goals, improving student outcomes and connecting learning to life. Naviance allows students to create a personalized plan that helps them make the right decisions through their academic journey.

Naviance is available to all 6th through 12th-grade students and parents. With Naviance, students can find colleges and careers using research tools, career and personality assessments, and College SuperMatch - the leading online college research tool. Through the use of the National Student Clearing House, SBBC can pull reports on the post-secondary track of students, meeting students where they are so that they more deeply engage in the process of college and career planning is the focus of Naviance. Naviance Student is a modernized interface and a mobile-responsive website. This means that Naviance Student can be viewed on any device – tablet, mobile phone, laptop, or desktop.

High school students can electronically request their transcripts through Naviance Student. The “eDocs” feature in Naviance allows schools to easily send PDF transcripts, school profiles, and letters of recommendation to thousands of colleges and universities. Seniors are able to build a college list to keep track of transcript requests, college applications, scholarships and teacher recommendations. The system also simplifies the process for students and parents, allowing them to monitor the delivery status of their records.

Training for Naviance is offered throughout the school year. In order to fully utilize the program, the School Counseling and BRACE department have created a leadership team, scope and sequence aligned to annual school counseling plan, video tutorials, and lesson plans on Naviance Student’s many features. Exhibit A is provided as supplemental data showing the use of growth of Naviance by students.

Financial Impact

The additional spending authority requested is \$320,000 (rounded) as demonstrated below:

<u>(A) Software Solutions Year 4</u>	\$	<u>350,661</u>
(B1) Professional Development & Consulting Hourly Rate	\$	200
<u>(B2) Hours for Year 4</u>		<u>160</u>
(B) Total Professional Development & Consulting (B1+B2)	\$	32,000
<u>(C) Prepaid Travel Year 4</u>	\$	<u>12,000</u>
<u>(A+B+C) Total Cost for Year 4 rounded</u>	\$	<u>395,000</u>
<u>(-) Minus unused remaining spending authority</u>	\$	<u>75,000</u>
<u>Requested additional spending authority amount</u>	\$	<u>320,000</u>

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The original Agreement contained pricing for year four (4) as \$544,661.18 but included additional curriculum which SBBC removed to save approximately \$150,000 per year. The existing agreement started on September 17, 2015, with a total spending authority of \$1,764,737. Upon approval of this item with \$320,000 additional spending authority, the new spending authority will be \$2,100,000 (rounded). The funding source will come from the Digital Classrooms Program in the I & T budget.