



REVISED

AGENDA REQUEST FORM

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

MEETING DATE	2018-09-05 10:05 - School Board Operational Meeting
AGENDA ITEM	ITEMS
CATEGORY	EE. OFFICE OF STRATEGY & OPERATIONS
DEPARTMENT	Procurement & Warehousing Services

Special Order Request <input type="radio"/> Yes <input checked="" type="radio"/> No
Time
Open Agenda <input checked="" type="radio"/> Yes <input type="radio"/> No

ITEM No.:
EE-17.

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

REQUESTED ACTION:
Approve the recommendation to renew the above Agreement with additional spending authority. New Contract Term: September 29, 2015 through September 28, 2019, 4 Years; User Department: School Counseling & BRACE; Additional Requested Amount: \$320,000; New Award Amount \$2,100,000; Awarded Vendor: Naviance, Inc.; Small/Minority/Women Enterprise Vendor(s): None.

SUMMARY EXPLANATION AND BACKGROUND:
This request is to approve the extension of the Agreement with Naviance with additional spending authority to allow continued use of the Naviance platform, which provides comprehensive college and career readiness to students. Naviance is available to all 6th through 12th grade students and parents utilizing any device (tablet, mobile phone, laptop or desktop).
This Agreement has been reviewed and approved as to form and legal content by the Office of the General Counsel.

SCHOOL BOARD GOALS:
 Goal 1: High Quality Instruction Goal 2: Continuous Improvement Goal 3: Effective Communication

FINANCIAL IMPACT:
The estimated financial impact to the District will be \$320,000. The funding source will come from the Digital Classrooms Program in the I & T budget. The contract award amount was for \$1,764,737. This request is to increase the spending authority by \$320,000 (rounded), bringing the new contract value to \$2,100,000. The financial impact amount represents an estimated contract value; however, the amount authorized will not exceed the contract award amount.

EXHIBITS: (List)
(1) Executive Summary (2) Agreement (3) Financial Analysis Worksheet (4) Exhibit A (5) Memo to Revise

BOARD ACTION:
APPROVED
(For Official School Board Records Office Only)

SOURCE OF ADDITIONAL INFORMATION:	
Name: Ralph A. Aiello III	Phone: 754-321-1675
Name: Mary C. Coker	Phone: 754-321-0501

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA
Senior Leader & Title
Maurice L. Woods - Chief Strategy & Operations Officer

Signature
Maurice Woods
8/31/2018, 11:08:39 AM

Approved In Open Board Meeting On: SEP 05 2018
By: *Heather P. Brinkman*
School Board Chair

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA
OFFICE OF THE SUPERINTENDENT

ROBERT W. RUNCIE
SUPERINTENDENT OF SCHOOLS

August 31, 2018

TO: School Board Members

FROM: Maurice L. Woods *MLW*
Chief Strategy & Operations Officer

VIA: Robert W. Runcie *RWR*
Superintendent of Schools

SUBJECT: REVISION TO EE-17, RECOMMENDATION FOR RENEWAL AND
ADDITIONAL SPENDING AUTHORITY – 56-026E – NAVIANCE
SOFTWARE, FOR THE SEPTEMBER 5, 2018, SCHOOL BOARD
OPERATIONAL MEETING

Attached is a revision to EE-17, Recommendation for Renewal and Additional Spending Authority – 56-026E – Naviance Software, for the September 5, School Board Operational Meeting.

Exhibits:

- Replaced Exhibit A

RWR/MLW/MCC:bm
Attachment

cc: Senior Leadership Team

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:

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

Recommendation for Renewal and Additional Spending Authority

56-026E – Naviance Software

September 5, 2018 Board Agenda

Page 2

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.

FIRST AMENDMENT TO AGREEMENT

THIS FIRST AMENDMENT TO AGREEMENT is made and entered into as of this 5th day of September, 2018, 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"),
having its principal place of business at
3303 Wilson Boulevard Suit 500, Arlington, Virginia 2220

WHEREAS, SBBC and Naviance entered into an Agreement dated September 16, 2015 (hereafter "Agreement"); and

WHEREAS, the Agreement is needed to prepare students for postsecondary options; and

WHEREAS, the parties mutually desire to amend certain provisions of the Agreement on through this First Amendment to Agreement (hereafter "Amendment").

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:

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

1.02 **Term of Agreement.** Pursuant to Article 2.01 of the Agreement, the term of the Agreement is hereby extended from September 29, 2018 through September 28, 2019, unless terminated earlier pursuant to Section Article 3.05 Termination of the Agreement.

1.04 **Amended Provisions.** The parties hereby agree to delete that part of Exhibit A to the Agreement relating Year 4 pricing and expenses, and replace those terms in their entirety with the terms set forth on the FIRST AMENDMENT EXHIBIT A – YEAR 4 PRICING attached hereto

1.05 **Cost of Services.** SBBC shall pay Naviance for serviced rendered under this First Amendment in a single lump sum payment of \$394,661.18, as per **First Amendment Exhibit A**, due net thirty (30) calendar days after issuance of SBBC Purchase Order.

1.06 In section 2.10 Insurance Specifications of the Original Agreement, both instances of "Deductible shall not exceed \$50,000" are replaced with "Self-insured retention shall not exceed \$250,000". All other provisions in 2.10 remain.

1.07 **Order of Precedence among Agreement Documents.** In the event of conflict between the provisions of the Agreement and the provisions contained herein, the provisions of the following documents shall take precedence in this order:

- a) this First Amendment to Agreement; then
- b) the Agreement.

1.08 **Other Provisions Remain in Force.** Except as expressly provided herein, all other portions of the Agreement remain in full force and effect.

1.09 **Authority.** Each person signing this First Amendment to Agreement on behalf of either party individually warrants that he or she has full legal power to execute this First Amendment to 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 First Amendment to Agreement.

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

[THIS SPACE INTENTIONALLY LEFT BLANK; SIGNATURE PAGES FOLLOW]

(Corporate Seal)

FOR SBBC:

THE SCHOOL BOARD OF BROWARD
COUNTY, FLORIDA

ATTEST:

By Heather P. Burkwood for
Nora Rupert, Chair

Robert W. Runcie
Robert W. Runcie, Superintendent of Schools

Approved as to Form and Legal Content:

[Signature]
Office of the General Counsel

[THIS SPACE INTENTIONALLY LEFT BLANK; SIGNATURE PAGE FOLLOWS]

FOR NAVIANCE:

(Corporate Seal)

NAVIANCE INC.

ATTEST:

By [Signature]
Jason Pletcher, Chief Financial Officer

, Secretary

-or-
[Signature]
Witness

[Signature]
Witness

STATE OF Kentucky

COUNTY OF Jefferson

The foregoing instrument was acknowledged before me this 17th day of August, 2018 by Rebecca Wenning of Genscape on behalf of the corporation/agency. He/She is personally known to me or produced Driver's License as identification and did did not first take an oath.

My Commission Expires:

[Signature]
Signature - Notary Public

(SEAL)

Rebecca Wenning
Printed Name of Notary

518748
Notary's Commission No.

REBECCA WENNING
Notary Public-State at Large
KENTUCKY - Notary ID # 518748
My Commission Expires September 08, 2018



Sales Order Form

50 E Business Way
 Suite 300
 Cincinnati, OH 45241
www.hobsons.com

Sold To: Broward County School District
Name: Dan Gohi, Chief Academic Officer
Address: 600 Se 3rd Ave, Ft Lauderdale, FL 33301-3125
Email: dan.gohi@browardschools.com
Phone: 754-321-0510
Naviance ID: 1200180dus

Order Date: June 11, 2018

Valid Until: 10/1/2018
Quote Number: Q236165
Contract Start Date: 9/17/2018
Contract End Date: 9/16/2019
Contract Term (In Months): 12
Currency: USD

Hobsons Contact:
Name: Jaime Blair
Email: jaime.blair@hobsons.com
Phone: (703) 859-7388

Purchase Order:
Payment Term: Net 30

Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Software Solutions Year 4: (Naviance for HS, Naviance for MS, eDocs and Alumni Tracker, Achieve works)	All students grades 6 - 12	Enrollment	9/17/2018	12	\$350,661.18
Professional Development and Consulting Hours Year 4	160 hours	Hours	9/17/2018	12	\$32,000.00
Prepaid Travel Year 4			9/17/2018	12	\$12,000.00

Total Price:	\$394,661.18
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Notes: (if applicable)	Professional Services must be utilized within twelve (12) months from date of purchase. If the term is longer than twelve (12) months and Professional Services are purchased for additional term years, Professional Services must be used within the term defined. Client is responsible for travel expenses associated with onsite consulting. Pre-paid travel must be used within twelve (12) months of date of purchase, or within the term defined on the Order form. 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.
Comments:	All figures quoted are exclusive of sales tax.

Please complete or update the following information:

Account Contacts	Name	Email Address														
Primary	Ralph Aiello	ralph.aiello@browardschools.com														
Billing	Ralph Aiello	ralph.aiello@browardschools.com														
Payment Method:	<table> <tr> <td>Purchase Order #</td> <td><i>Paying by credit or debit card?</i></td> </tr> <tr> <td>Check</td> <td>Credit Card #</td> </tr> <tr> <td>Wire Transfer #</td> <td>Card Holder Name:</td> </tr> <tr> <td></td> <td>Expiration Date (MM/YY):</td> </tr> <tr> <td></td> <td>Billing Zip Code:</td> </tr> <tr> <td></td> <td>Security Code:</td> </tr> <tr> <td></td> <td>Country:</td> </tr> </table>		Purchase Order #	<i>Paying by credit or debit card?</i>	Check	Credit Card #	Wire Transfer #	Card Holder Name:		Expiration Date (MM/YY):		Billing Zip Code:		Security Code:		Country:
Purchase Order #	<i>Paying by credit or debit card?</i>															
Check	Credit Card #															
Wire Transfer #	Card Holder Name:															
	Expiration Date (MM/YY):															
	Billing Zip Code:															
	Security Code:															
	Country:															
CEEB Code:																

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.

The services are delivered in accordance with applicable terms that can be found at <https://succeed.naviance.com/auth/signin?tos=1#/tos>. 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).

_____ Yes, a Purchase Order is required. It will be sent to Hobsons by _____.

Upon execution by Authorized Signatory, Client hereby agrees to the Terms of Service which will become effective together with this Order Form as of the Signature Date below.

Signature Printed Name and Position Signature Date

Purchase Order & Order Forms:
Naviance, Inc.
50 E. Business Way, Suite 300
Cincinnati, OH 45241

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

Broward County Public Schools Naviance Implementation at-a-Glance

HISTORICAL CONTEXT

Naviance implementation began in Broward County Public Schools in October 2015. After all initial configuration was completed, students began accessing the system in January 2016. Since the beginning, the Naviance team and the Broward School Counseling and BRACE Advisement team have worked tirelessly to implement Naviance with fidelity and continue to innovate and drive adoption within the schools as well as departments across the district.

YEAR 1
CONFIGURATION
& ROLLOUT

YEAR 2
INCREASED
ADOPTION

YEAR 3
INCREASED
ENGAGEMENT

YEAR 4
CONTINUED
INNOVATION

Naviance + Broward Partnership

NAVIGATE
INSTITUTE

BCPS attended Naviance Summer Institute in 2017 and Hobsons Summer Institute 2018. The 2018 Summer Institute represents the first time Hobsons is bringing together K12 institutions and Higher Education institutions at one conference to share learning and best practices from both sides of the desk.

PRODUCT
LAUNCHES

The BCPS team has been instrumental in helping to guide Naviance product development through participating in the beta launch of our Clever for staff and student integration, as well as providing feedback to the Naviance Product team on new and existing products and offerings.

NAVIANCE
ADVISORY
BOARD

BCPS' Chief Academic Officer is one of twelve members of Naviance's Advisory Board. The NAB is comprised of members from districts across the country. The group meets quarterly to discuss market trends and challenges they face as leaders in education, as well as provide feedback on their experiences with Naviance.

STUDENT ENGAGEMENT

Percentages represent increases from 2017-2018

36%

49%

28%

41%

71%

54,902

Increase in career clusters added as favorites by students

Increase in careers added as favorites by students

Increase in active college applications added by seniors

Percentage of 12th graders researching scholarships

Increase in scholarship dollars awarded to 12th graders

Total documents delivered to colleges and universities via Naviance eDocs in 2017 - 2018

SELF AWARENESS

Percentages represent increases from 2017-2018

97%

94%

73%

Increase in the number of students who identified their learning style

Increase in the number of students who identified their multiple intelligences

Increase in the number of students who identified their perfect career based on their personality type

STAFF ENGAGEMENT

Since Fall 2015, Naviance trainers, in conjunction with district staff, have offered 25 days of onsite training to counselors, BRACE advisors, teachers, registrars, and community organizations to train them on the following topics:

- Introduction to Naviance
- Career Research and Assessments
- College Research Tools
- Naviance Collaborative Tools
- Success Planning with Naviance
- College Application Tools & Naviance eDocs
- Naviance Reports

Additional data regarding BCPS Naviance activity can be found here:
<https://tinyurl.com/yc9trg2c>

Broward County Public Schools Naviance Implementation at-a-Glance

BCPS AND NAVIANCE PARTNERSHIP

STRATEGIC ALIGNMENT

CONTINUED INNOVATION

Strategic Objective

Middle School Learning: Establish college and career awareness and readiness programs to expose students earlier to opportunities available after high school

Reimagining Middle Schools Naviance Survey: BCPS used Naviance to administer a survey to all middle school students to support the Reimagining Middle Grades project.

Social Emotional Learning (SEL): Naviance products such as the Achieve Works assessments, goal setting tools, Roadtrip Nation, and customized surveys to support BCPS SEL initiatives..

Naviance CCLR Framework: The Naviance CCLR Framework provides a research-backed competencies blueprint to prepare middle school and high school students for success after graduation. BCPS and Naviance are working to integrate BCPS Life Readiness and the CCLR blueprints to

Strategic Objective

College and Career Readiness: A career-ready and college-bound culture ensures students are academically prepared, emotionally resilient, and aware of the practical knowledge and skills needed after high school. This includes understanding admissions procedures and financial aid for higher education, as well as the protocols for successfully applying and interviewing for employment – all of which must be archived before graduation. While the goal of college and career readiness is identical for all students, the path varies depending on students' interests and learning preferences. It is necessary to create multiple pathways to help students succeed.

Personalization for Academic and Social Learning (PASL): Naviance was presented as an option to help PASL schools track and implement their initiatives.

Canvas Project with the Dept of Secondary Learning: 28 custom lesson plans aligned with Naviance tools; the Annual School Counseling Plan, and FLDOE curriculum standards are being developed to allow teachers easier access to Naviance lesson plans via Canvas.

SAT Initiatives: Naviance acts as a portal for all information regarding SAT Day (test day information, link to Khan Academy, and other testing resources)

Special Area of Focus

Family and Community Engagement: BCPS believes informed families and communities are essential to the success of our students and schools. Students need to know their parents/guardians are interested. They also need to know community members truly care about their education and, ultimately their success.

The following organizations have been introduced to and trained on the Naviance platform:

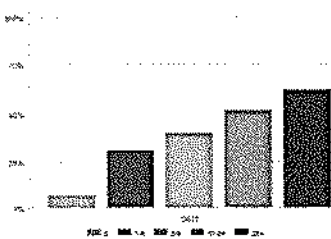
Memorial Hospital, Tutoring Services, Mount Bethel Human Services, Hispanic Unity, Urban League, Children Service Council, Handy, ASP FL, OIC SFL, Boys and Girls Club, Harmony, Coral Spring Rec Department, ChildNet, New Visions Community Development Corporation, Broward College, Fort Lauderdale Alliance, Sun Sentinel.

Parent Engagement: Naviance is used as a communication and survey tool with parents.

NAVIANCE INFLUENCE

Data gathered through Naviance and the National Student Clearinghouse indicates a direct correlation between Naviance activity and college enrollment.

visits to Naviance



Demonstrated in these graphs, is a direct correlation between the number of times a student accesses Naviance and enrollment in a college or university. Of students who have accessed Naviance 25 or more times, 65% of them enrolled in college. Of the students who completed 25 or more success planner tasks, 100% of those students enrolled in college. The data suggests students who log into Naviance more often and complete more tasks, are more likely to enroll in college.

of Success Planner tasks completed

