

## EXECUTIVE SUMMARY

### Recommendation to Approve Renewal of Agreement with Additional Spending Authority 14-027E – Postsecondary Workforce Student Information System

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#### **Introduction**

##### **Responsible: Procurement & Warehousing Services (PWS)**

This request is to approve the first renewal of the Agreement between Focus School Software, LLC (Focus) and The School Board of Broward County, Florida (SBBC), for one (1) year, starting January 1, 2019 through December 31, 2019, with additional spending authority. The School Board approved Focus Workforce Student Information system (SIS) on February 4, 2014 (item EE-4) for a five (5) year Agreement with two (2) one (1) year renewals with an initial term commencing on February 4, 2018 through December 31, 2018.

#### **Goods/Services Demand Description**

##### **Responsible: Eight Postsecondary Workforce Education (8PWE)**

The Postsecondary Workforce Student Information System (SIS)—Broward Focus—has been successfully implemented District-wide in all Workforce Education schools. This postsecondary SIS is a web-based, comprehensive student data suite. It provides modules for tracking and reporting data through all phases of the student lifecycle including Registration and Enrollment, Demographics, Gradebook & Attendance, State and Ad-hoc Reporting, Online Student Portal and Payments, Point of Sale/ERP, Student Progression, and Job Placement. End users can access data through a profile-based security architecture in a timely and efficient manner. It is essential for data reporting to the Florida DOE in order to ensure accurate and complete Postsecondary Workforce Education funding each year.

Approval of this item will allow the continued use of the Workforce SIS for the Eight Postsecondary Workforce Education Schools and their multiple campuses. These include:

- Atlantic Technical College
- McFatter Technical College
- Sheridan Technical College
- Dave Thomas Education Center—West
- Henry D. Perry Education Center
- Whiddon-Rogers Education Center
- Community School North
- Community School South

Focus School Software is currently used by over twenty (20) school districts in the state of Florida as their postsecondary student information and data system.

#### **Procurement Method**

##### **Responsible: PWS**

The solicitation ran from starting July 18, 2013 through August 22, 2013. There were two thousand four hundred and seven (2,407) vendors notified, sixty-six (66) vendors downloaded the RFP, two (2) no bids and three (3) bids were received before bid opening. This RFP was awarded as recommended by the evaluation committee, which was composed of fifteen (15) members representing a cross-section of departments.

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**Financial Impact  
 Responsible: PWS and 8PWE**

The additional spending authority requested is \$221,049 [45,000 projected students x \$9 maintenance fee cost per student = \$405,000 less \$183,951 (unused spending authority) = \$221,049]. The existing agreement 14-027E started on February 4, 2014, and runs through December 31, 2018, with a total spending authority of \$2,442,709 to include initial project implementation costs and a re-occurring annual maintenance fee.

With the approval of this renewal, the new total spending authority will be \$2,663,758. The funding sources are postsecondary Student Activity Fees and the Workforce Education District Reserve. The actual student count, cost per student and total maintenance fees for the period of 2014 through 2018 and 2019 projection are as follows:

| <b>Annual</b>          | <b>2014<br/>Actual</b> | <b>2015<br/>Actual</b> | <b>2016<br/>Actual</b> | <b>2017<br/>Actual</b> | <b>2018<br/>Actual</b> | <b>2019<br/>Projected</b> |
|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|---------------------------|
| number of students     | 40,206                 | 37,327                 | 42,028                 | 40,186                 | 40,125                 | 45,000                    |
| cost per student       | \$9                    | \$9                    | \$9                    | \$9                    | \$9                    | \$9                       |
| total maintenance cost | \$ 361,854             | \$ 335,943             | \$ 378,252             | \$ 361,674             | \$ 361,125             | \$ 405,000                |