

EXECUTIVE SUMMARY

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

Introduction

Responsible: Procurement and Warehousing Services (PWS)

This request is to approve the Second Amendment with additional spending authority to renew the Agreement between Naviance, Inc (Naviance) and The School Board of Broward County, Florida (SBBC), one (1) year, starting September 29, 2019 through September 28, 2020, hereby executing the second and final renewal option. The Agreement was approved as item EE-7 during September 16, 2015, Regular School Board Meeting and spending authority of 1,764,737. The First Amendment was approved at September 5, 2018, Operational School Board Meeting to exercise the first one-year renewal with \$320,000 additional spending authority.

An additional \$395,000 (rounded) spend authority is requested with this item and upon approval, will bring the new spending authority to \$2,495,000 (rounded).

Goods/Services Description

Responsible: School Counseling and Broward Advisors for Continuing Education (BRACE)

Naviance is a comprehensive college, career, and life readiness platform available to all students and parents grades 6 – 12. Naviance is a critical element supporting all three (3) proposed Strategic Goals in the 2024 Strategic Plan (see detailed alignment in Exhibit 1). With Naviance, students engage in meaningful self-discovery activities and plan personalized paths for post-secondary. Naviance offers a host of college and career research tools, a suite of assessments to help students identify their strengths, personality types, and learning styles, and a success planner to help SBBC disseminate tasks by grade level/group/sub-group, from which detailed usage reports are generated and analyzed monthly. Naviance also partners with the National Student Clearinghouse so SBBC may pull alumni data into the platform and track post-secondary student success, to better understand the factors influencing post-secondary outcomes. Through the Naviance eDocs system, students can electronically request their transcripts and letters of recommendations and schools can 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 simplifies the process for students and parents, allowing them to monitor the delivery status of their records.

The consulting services offered in the Naviance partnership provide us with expertise and project management including but not limited to: implementation, system configuration, professional development, and data analysis. From Naviance's inaugural year configuration, through initial implementation, increased adoption and District-wide cultural integration, Naviance has shown increased fidelity of usage as schools internalize the District's Strategic Plan initiatives for college, career and life readiness (CCLR).

To support increased utilization with fidelity, a Naviance District Leadership Team was formed, lesson plans developed and integrated into Canvas, video tutorials created and presentations/handouts drafted for common usage. Also, numerous presentations, demonstrations, and communications to principals, staff, students, parents, and community members have enhanced stakeholder awareness of the system's availability and functions. Additionally, hundreds of secondary school counselors, BRACE Advisors, Career and Technical Education (CTE) teachers, support staff, administrators, and classroom teachers have been trained on the tool's features, required activities and monitoring capabilities. Moreover, external

Recommendation for Second Amendment and Additional Spending Authority
56-026E – Naviance Software
August 6, 2019 Board Agenda
Page 2

partners, such as the Boys and Girls Clubs, have been trained and are integrating CCLR activities through Naviance within their respective programs. Furthermore, student groups, such as the BRACE Cadets and 5000 Role Models, are using Naviance to support their peers and/or mentees to explore and access postsecondary opportunities and receive financial aid and scholarships. Data dashboards were designed and made available to internal leadership to monitor school usage with monthly reporting.

Naviance will also serve as the primary tool to implement House Bill (HB) 7071’s new Middle School Career and Education Planning Course, which is required for students to matriculate to high school. Also, several high schools have begun to utilize Naviance within the Personalization for Academic and Social Learning (PASL) initiative to help students develop self-awareness, research post-secondary options, set Specific, Measurable, Achievable, Relevant and Time-Bound SMART goals, and conduct regular check-ins with students to monitor their accomplishments.

Most critically, Naviance will provide the necessary resources and processes to support the new SBBC Strategic Plan, ensuring support services for all students and the development of personalized pathways. Students will be able to identify and select potential careers, career pathways, develop individualized course plans, track their progress towards achieving their goals and receive vital information about preparing for life after graduation.

Exhibit 1 is provided as supplemental data showing the year-over-year usage growth of Naviance by students and staff, as well as its alignment to District strategic initiatives.

Procurement Method
Responsible: PWS

Pursuant to Purchasing Policy 3320, Section II, H, and pursuant to the Department of Education, Rule 6A-1.012, 1 I(b), Florida Administrative Code as authorized by Section I010.04(4)(a), Florida Statutes, the requirement for requesting competitive solicitation for commodities or contractual services from three (3) or more sources is hereby waived as for the SBBC’s purchase of computer software.

Financial Impact
Responsible: PWS and BRACE

The additional spending authority requested is \$395,000 (rounded), as demonstrated below. Costs remain the same as previous year’s pricing.

Software Solutions Year 5	\$	350,661
Professional Development & Consulting Hourly Rate	\$	200
Number of Professional Development & Consulting Hours for Year 5		220
Total Professional Development & Consulting	\$	44,000
Total Cost for Year 5 (rounded)	\$	395,000
Previous spending authority amount	\$	2,100,000
New contract value (rounded)	\$	2,495,000

The approval of this recommendation does not mean the authorized amount will be spent.