



AGENDA REQUEST FORM

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

MEETING DATE	2019-08-06 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-8.

TITLE:
Recommendation for Second Amendment 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, 2020, 5 Years; User Department: School Counseling & BRACE; Additional Requested Amount: \$395,000; New Award Amount: \$2,495,000; Awarded Vendor: Naviance, Inc.; Small/Minority/Women Enterprise Vendor(s): None.

SUMMARY EXPLANATION AND BACKGROUND:
This request is to approve the renewal 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. The amendment to the 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: Safe & Supportive Environment Goal 3: Effective Communication

FINANCIAL IMPACT:
The estimated financial impact to the District will be \$395,000. The funding source will come from the School Counseling & BRACE Operating Budget. The contract award amount was for \$2,100,000. This request is to increase the spending authority by \$395,000 (rounded), bringing the new contract value to \$2,495,000. 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) Executive Summary Exhibit 1 (3) Second Amendment Agreement (4) Approved ARF 9-5-2018 SBOM EE-17 (5) Approved ARF 9-16-2015 RSBM EE-7 (6) Financial Analysis Worksheet

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
7/30/2019, 2:29:59 PM

Approved In Open Board Meeting On: **AUG 06 2019**

By: *Heather P. Brantwood*
School Board Chair

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 1010.04(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.

Naviance + Broward Implementation

Executive Summary 2018-2019
Exhibit 1

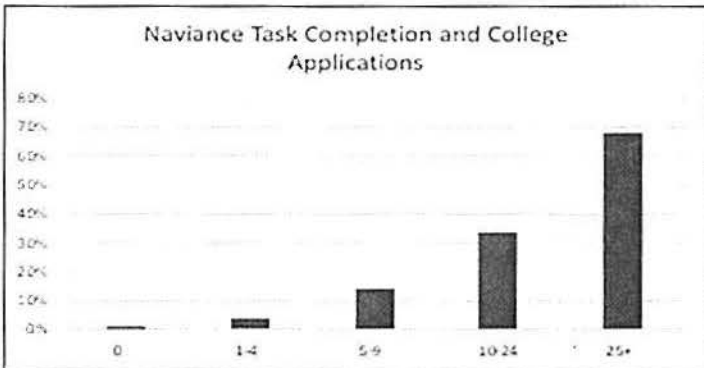
STUDENT ENGAGEMENT

Percentages and data represent increases from Year 3 to Year 4

242%	200%	189%	123%	\$39.1M	125%
Increase in Careers Added	Increase in Resumes Completed	Increase in Colleges on Favorites List	Increase in Student Logins	Increase in Scholarship Dollars	Increase in Staff Logins
SY 17-18: 30,585 SY 18-19: 74,103	SY 17-18: 11,984 SY 18-19: 23,968	SY 17-18: 50,317 SY 18-19: 95,067	SY 17-18: 511,791 SY 18-19: 630,541	SY 17-18: \$106M SY 18-19: \$145.1M (*student-reported)	SY 17-18: 29,295 SY 18-19: 36,668

OUTCOMES IN NAVIANCE

What does the data tell us?



Of the 3,784 students who completed 25 or more tasks in Naviance, 68% applied to at least one college.

Of the 2,470 students who completed 10-24 tasks in Naviance, 34% applied to at least one college.

Naviance usage correlates to higher college application rates

STRATEGIC PLAN ALIGNMENT

Naviance + BCPS 2024 Strategic Plan

SUPPORT SERVICES FOR ALL

Social Emotional Learning (SEL)

- SEL & CCLR
- Assessments
- Transition Surveys
- SMART Goal Setting
- PASL Alignment



Achievement and Equity

- Available for all students in grades 6-12
- Equitable scholarship information
- Accessible via any mobile device
- National Student Clearinghouse data
- Transcript management
- Rep Visits & Broward College

STUDENT EXPERIENCE

Personalized Pathways


- Clusters & Careers
- Research Tools
- Career Maturity Inventory
- Game Plan Survey
- Resume Building
- RoadTrip Nation



College, Career, and Life Readiness

- Colleges & Majors Research Tools
- Local & National Scholarships
- Local Job Opportunities

Naviance + Middle School Career Planning

Course Requirement	Naviance	Naviance Success Planner
Internet-based	✓	 <p>Tasks you need to work on</p> <ul style="list-style-type: none"> TASK: Build/update Resume Assigned by Catherine Brunks REQUIRED TASK: Complete Career Cluster Finder Assigned by Catherine Brunks REQUIRED TASK: Add Career Clusters to my Favorites List Assigned by Catherine Brunks REQUIRED TASK: Complete Do What You Are's 2.0 Assigned by Catherine Brunks REQUIRED TASK: Create Academic SMART Goal (FHS) Assigned by Catherine Brunks REQUIRED
Personalized Academic/Career Plans	✓	
Research-based Assessments	✓	
Entrepreneur & Employability Skills	✓	
Apprenticeships	✓	
Graduation Requirement Information	✓	
Bright Futures Scholarship Information	✓	
Acceleration Option Information	✓	
Diploma Designation Information	✓	
Industry Certification Information	✓	

Example Naviance Task: SMART Goal Setting

Other Goals
To learn more about being a certified nurse assistant.

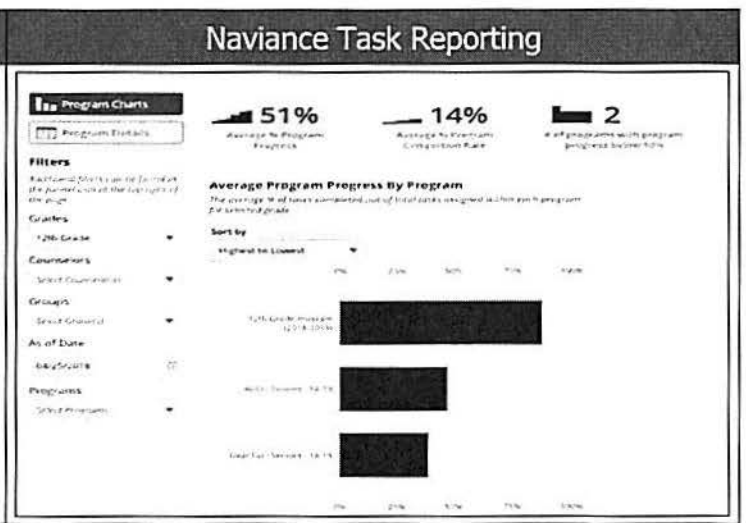
Here's how you defined your goal

Next steps:

TO DO: Apply for scholarships
Due: Thursday Oct 31, 2019
Goal: To Be (To learn more about being a certified nurse assistant.)
MEDIUM

Comments:

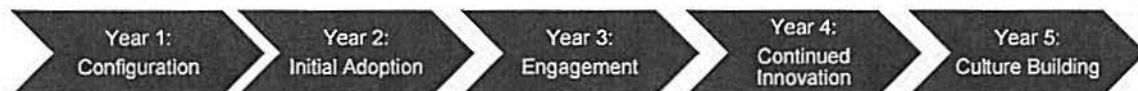
Catherine Made added a comment
I found three scholarships that can help me pay for the program. 11:15 AM
at Broward College



Naviance + Community Partnerships



Naviance Implementation Timeline



SECOND AMENDMENT TO AGREEMENT

THIS SECOND AMENDMENT TO AGREEMENT is made and entered into as of this 6th day of August, 2019, 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 Suite 500, Arlington, Virginia 22201

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 through this Second 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, 2019 through September 28, 2020, unless terminated earlier pursuant to Section Article 3.05 Termination of the Agreement.

1.03 **Amended Provisions.** The Parties hereby agree to the amend the Agreement by interlineation as follows: Delete that part of **Exhibit A** to the Agreement relating to Year 5 optional pricing and expenses, and replace those amounts as set forth below:

Product or Service	Quantity	Unit	Start date	Term (in Months)	Sub-Total
Software Solutions Year 5: (Naviance for HS, Naviance for MS, eDocs and Alumni Tracker, Achieve works)	All students grades 6 - 12	Enrollment	9-29-19	12	\$350,661.18
Professional Development and Consulting Hours Year 5	220 hours	Hours	9-29-19	12	\$44,000.00
Total Price					\$394,661.18

1.04 **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 Second Amendment to Agreement; then
- b) the First Amendment to Agreement; then
- c) the Agreement.

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

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

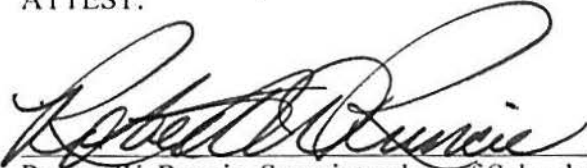
IN WITNESS WHEREOF, the Parties hereto have made and executed this Second Amendment to Agreement on the date first above written.

[THIS SPACE INTENTIONALLY LEFT BLANK; SIGNATURE PAGES FOLLOW]

(Corporate Seal)



ATTEST:


Robert W. Runcie, Superintendent of Schools

FOR SBBC:

THE SCHOOL BOARD OF BROWARD
COUNTY, FLORIDA

By 
Heather P. Brinkworth, Chair

Approved as to Form and Legal Content:



Digitally signed by Kathelyn Jacques-Adams, Esq. - kathelyn.jacques-adams@gbrowardschools.com
Reason: Naviance, Inc. - Second Amendment
Date: 2019.07.09 16:31:11 -04'00'

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-

Witness [Signature]

Witness [Signature]

STATE OF Virginia

COUNTY OF Arlington

The foregoing instrument was acknowledged before me this 9th day of July, 2019 by Jason Pletcher of

Name of Person

Navance on behalf of the corporation/agency. He/She is personally known to me or produced _____ as identification and did/did not first take an oath. Type of Identification

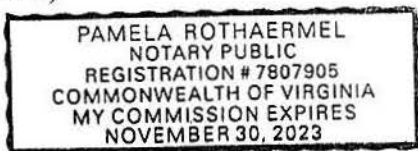
My Commission Expires:

November 30, 2023

Pamela Bothaermel
Signature – Notary Public

Pamela Bothaermel
Printed Name of Notary

(SEAL)



7807905
Notary's Commission No.



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. Brinkley*
for School Board Chair



AGENDA REQUEST FORM

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

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-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

Approved In Open Board Meeting On: **SEP 16 2015**
By: *Donna Kohn*
School Board Chair

