

EXECUTIVE SUMMARY

Recommendation to Approve Second Amendment to Agreement with Additional Spending Authority 14-027E – Postsecondary Workforce Student Information System

Introduction

Responsible: Procurement & Warehousing Services (PWS)

This request is to approve the second renewal of the Agreement between Focus School Software, LLC (Focus) and The School Board of Broward County, Florida (SBBC), for one (1) year, extending the term through December 31, 2020, with \$255,402 additional spending authority.

The School Board approved the Agreement on February 4, 2014, as item EE-4 with an initial term commencing on February 4, 2014 through December 31, 2018, with two (2) additional one (1) year renewal terms and spending authority of \$2,442,709.

The School Board approved the first renewal on November 7, 2018, extending the term through December 31, 2019, with additional spending authority of \$221,049.

Goods/Services 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 Department of Education 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.

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Procurement Method

Responsible: PWS

The solicitation ran starting from 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 Request for Proposal was awarded as recommended by the evaluation committee, which was composed of fifteen (15) members representing a cross-section of departments.

Financial Impact

Responsible: PWS and 8PWE

The additional spending authority requested is \$255,402, as shown below, and will be funded by the Postsecondary Student Activity Fees and Workforce Education District Reserve budgets.

The pricing for this software is per student. Staff projects the postsecondary student count to be 40,000 for the coming year, but actual student counts will not be available until Spring 2020. SBBC pays for actual student counts, not on projected student count.

There is unused spending authority because last year’s projected student count exceeded the actual count. If the student count exceeds the projected for this year’s renewal, staff will return to the Board to request additional spending authority.

2020 projected student count	40,000
Cost per student	\$ 9
Subtotal	\$ 360,000
Unused spending authority	\$ (104,598)
Additional spend authority needed	\$ 255,402

Historical postsecondary student count, cost per student, and total maintenance fees are as follows:

Annual	2014	2015	2016	2017	2018	2019	2020 Projected
Student count	40,206	37,327	42,028	40,186	40,125	35,281	40,000
Cost per student	\$9	\$9	\$9	\$9	\$9	\$9	\$9
Total cost	\$361,854	\$335,943	\$378,252	\$361,674	\$361,125	\$300,042	\$360,000

The District was able to receive a discount of \$17,127 off of 2019 actual invoicing.

Financial Impact Table:

Action	Date	Term (years)	Amount
Original spending authority request	2/4/2014	5	\$ 2,442,709
1st Amendment + additional spending authority	11/7/2018	1	\$ 221,049
2nd Amendment + additional spending authority	12/10/2019	1	\$ 255,402
New total contract amount		7	\$ 2,919,160

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