

## EXECUTIVE SUMMARY

### Recommendation of \$500,000 or Less FY21-055 – Comprehensive College and Career Readiness Solution (Naviance)

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#### **Introduction**

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

This request is to approve the Agreement between Naviance, Inc. (Naviance) and The School Board of Broward County, Florida (SBBC), for a period of three (3) years, starting September 29, 2020, through September 28, 2023, with two (2) one (1) year renewal options. The previous agreement was approved as item EE-7 during September 16, 2015, Regular School Board Meeting with a spending authority of \$1,764,737. The First Amendment was approved at the School Board Operational Meeting on September 5, 2018, to exercise the first one (1) year renewal with \$320,000 additional spending authority. The Second Amendment was approved at the School Board Operational Meeting on August 6, 2019, to exercise the second one (1) year renewal and spending authority of \$395,000. The contract value of the previous agreement, including the renewals, is \$2,479,737.

The estimated financial impact to the District will be \$450,000 for the three (3) year agreement. The funding source will come from the School Counseling & BRACE operating budget.

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

##### **Responsible: School Counseling & Broward Advisors for Continuing Education (BRACE)**

The School Counseling & BRACE Advisement Department and Procurement & Warehousing Services (PWS) conducted a Response for Information (RFI) process to scan the marketplace for an online platform to support the implementation of the College Career, and Life Readiness initiative of District's Strategic Plan. A workgroup comprised of school and district staff, community partners, and higher education institutions reviewed the submissions and determined that continuation of the existing system, Naviance, was most appropriate for the 2020-2021 school year.

The Naviance platform supports the campaign for Student Experience by helping students to personalize a cadence of experiences to prepare students for higher education and early employability. The continuation of the service allows the District to ensure longitudinal alignment of ongoing work streams, promoting early college and career exploration, pathways of choice for every student, and development of a Life Plan for every graduate.

Additional product enhancements have been added to the contract to better support the customization of local opportunities for students, improved scholarship tools, process efficiencies for postsecondary access, and communication with families.

School counselors hired through the millage referendum, customized vendor training, and local support networks will centrally assist in the implementation of the college and career readiness initiative through direct services to students and parents within a Social, Emotional, and Academic Development framework.

#### **Procurement Method**

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

The Request for Information (RFI) FY20-221 ran from April 8, 2020, through April 30, 2020. There were five hundred twenty-two (522) vendors notified, thirty-seven (37) vendors downloaded the RFI, and eight (8) responses

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were received. Upon analysis of the vendor’s responses, PWS and School Counseling & Brace Advisement gathered key stakeholders from a group of heavy users of this system, including students, teachers and guidance counselors to view system demonstrations from the top three (3) contenders: Naviance, Inc., Scoir, Inc. and Kuder, Inc. The consensus decision was that Naviance would continue to be utilized as it is the platform that is currently in use. A price reduction was negotiated due to budgetary limitations.

Pursuant to Purchasing Policy 3320, Section II, H, and pursuant to the Department of Education, Rule 6A-1.012, 1 l(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 spending authority requested for the new agreement is \$450,000 as demonstrated below.

**2020-2023 (New Agreement)**

Year 1 [eighty (80) Consulting hours for implementation onsite and remote]	\$	150,000
Year 2 [eighty (80) Consulting hours for implementation onsite and remote]	\$	150,000
Year 3 [eighty (80) Consulting hours for implementation onsite and remote]	\$	150,000
<b><u>New Contract Value Years (1-3)</u></b>	<b>\$</b>	<b><u>450,000</u></b>

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