

**AUTHORIZE A NEW AGREEMENT WITH HOBSONS, INC FOR A COLLEGE AND CAREER
PLANNING ENTERPRISE SYSTEM FOR DISTRICT-WIDE USE**

THE CHIEF EXECUTIVE OFFICER REPORTS THE FOLLOWING DECISION:

Authorize a new agreement with Hobsons, Inc to provide a College and Career Planning Enterprise System for District-wide use at an estimated annual cost set forth in the Compensation Section of this report. Vendor was selected on a competitive basis pursuant to Board Rule 7-2. A written agreement for Vendor's services is currently being negotiated. No services shall be provided by Vendor and no payment shall be made to Vendor prior to the execution of their written agreement. The authority granted herein shall automatically rescind in the event their written agreement is not executed within 90 days of the date of this Board Report. Information pertinent to this agreement is stated below.

Specification Number : 14-350037

Contract Administrator : Sinnema, Mr. Ethan Cedric / 773-553-3295

VENDOR:

- 1) Vendor # 16166
Hobsons Inc
50 E-Business Way Suite 300
Cincinnati, OH 45241
Phil Hartman
703 859-7323

USER INFORMATION :

Project
Manager: 10850 - Counseling and Postsecondary Advising

42 West Madison Street

Chicago, IL 60602

Perkins, Mr. Michael A.

773-553-2329

TERM:

The term of this agreement shall commence on July 1, 2015 and shall end June 30, 2018. This agreement shall have two (2) options to renew for periods of one (1) year each.

EARLY TERMINATION RIGHT:

The Board shall have the right to terminate this agreement with 30 days written notice.

SCOPE OF SERVICES:

The vendor will provide end user functionalities and support service specifications that the Board desires for the enterprise system. These specifications fall into seven categories:

1. College Planning
2. Career Planning
3. Academic Planning

4. Test Prep and Study Skills
5. Data Tracking and Reporting
6. Account Management
7. Technical Support

Ultimately, the aim of outlining these specifications was to acquire a system that enables students to conduct comprehensive postsecondary planning, enables educators and administrators to collect, analyze, and report on data associated with postsecondary preparation and its' correspondent KPIs, and that provides satisfactory technical support and information security.

DELIVERABLES:

To meet the specifications of our scope of services, the vendor will provide, among other services, the following software products, some of which will be paid for centrally from the ITS budget and available to all schools free of charge, and some that schools can choose to opt into and pay for out of their individual budgets:

Paid for centrally from ITS budget:

1. Naviance for High School
2. Naviance for Middle School
3. Naviance College and Career Readiness Curriculum

Optional components:

4. Naviance Course Planner
5. Naviance eDocs
6. Naviance Alumni Tracker
7. PrepMe for ACT
8. PrepMe for SAT
9. Naviance AchieveWorks
10. Naviance Career Key

In addition to the software products, vendor will provide training for end users and "consulting services," which will cover implementation support, system customizations, data transfer configurations, and project management.

OUTCOMES:

The acquisition of this system will establish a "one stop shop" tool for ILP completion, college and career planning, and reporting on the KPI data associated with these activities, such as the percent of seniors submitting one application to a "match" postsecondary institution. Students will have the resources required to conduct highly organized and effective postsecondary planning and educators and administrators have the tools to track individual student and school progress in postsecondary preparation. The data collection, analysis, and reporting function provided by the system will not only allow practitioners to go about their required reporting tasks more efficiently, it can drive improved postsecondary outcomes for students by facilitating a more sophisticated analysis of the correlations between student profiles, postsecondary planning actions, and outcomes.

Additionally, considering the fact that nearly sixty (60) high schools in the district currently purchase Naviance products individually at prices much higher than we are able to secure through this contract, the Board will be swapping out an inefficient spend for one that returns more value and utilizes the scale of the district to obtain a better per student price for the products and services that support college and career planning and its correspondent data reporting.

COMPENSATION:

Vendor shall be paid as follows:

Estimated annual costs for the three (3) year term are set forth below:

\$900,000.00, FY16

\$900,000.00, FY17

\$900,000.00, FY18

REIMBURSABLE EXPENSES:

None.

AUTHORIZATION:

Authorize the General Counsel to include other relevant terms and conditions in the written agreement.

Authorize the President and Secretary to execute the agreement. Authorize the Chief of College and

Career Success to execute all ancillary documents required to administer or effectuate this agreement.

AFFIRMATIVE ACTION:

The MBE/WBE goals for this agreement are 15% total MBE and 5% total WBE. However, this agreement is exempt from M/WBE compliance review as the respondents solution is software based and has no additional components that could be outsourced to certified M/WBEs. Hobsons Inc. are the sole owners of the software and all development, QA, implementation, training, support, and delivery of professional services are performed in-house.

LSC REVIEW:

Local School Council approval is not applicable to this report.

FINANCIAL:

Fund 115, Information and Technology Services, Unit # 12510 (for core Naviance software functionality)

For supplemental add-on software: all schools and units.

\$900,000.00, FY16

\$900,000.00, FY17

\$900,000.00, FY18

Not to exceed \$2,700,000.00 for the three (3) year term.

Future year funding is contingent upon budget appropriation and approval.

CFDA#: Not Applicable

GENERAL CONDITIONS:

Inspector General - Each party to the agreement shall acknowledge that, in accordance with 105 ILCS 5/34-13.1, the Inspector General of the Chicago Board of Education has the authority to conduct certain investigations and that the Inspector General shall have access to all information and personnel necessary to conduct those investigations.

Conflicts - The agreement shall not be legally binding on the Board if entered into in violation of the provisions of 105 ILCS 5/34-21.3 which restricts the employment of, or the letting of contracts to, former Board members during the one year period following expiration or other termination of their terms of office.

Indebtedness - The Board's Indebtedness Policy adopted June 26, 1996 (96-0626-PO3), as amended from time to time, shall be incorporated into and made a part of the agreement.

Ethics - The Board's Ethics Code adopted May 25, 2011 (11-0525-PO2), as amended from time to time, shall be incorporated into and made a part of the agreement.

Contingent Liability - The agreement shall contain the clause that any expenditure beyond the current fiscal year is deemed a contingent liability, subject to appropriation in the subsequent fiscal year budget(s).

Approved for Consideration:



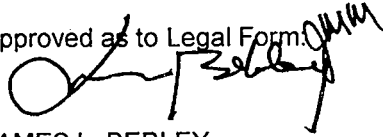
SÉBASTIEN de LONGEAUX
Chief Procurement Officer

Approved:



BARBARA BYRD-BENNETT
Chief Executive Officer

Approved as to Legal Form:



JAMES L. BEBLEY
General Counsel