

BOT Meeting:	May 14, 2018				
Solicitation No.:	RFP18-024LB				
References:	Board Policy: EJ Local – Guidance and Counseling Services and EJ Legal – Higher Education Counseling District Goal 3				
Description:	<p>College and Career Readiness Planning Platform</p> <p><u>Recommendation</u></p> <p>The Administration is seeking Board approval for the purchase of the College and Career Readiness planning platform from Hobson’s (Naviance) in an amount not to exceed \$1,128,341 over a five-year period, and authorization for the Superintendent to negotiate and execute the initial five-year agreement. The procurement allows for two five-year renewals that will be presented for Board approval once renewal pricing is negotiated.</p> <p><u>Summary</u></p> <p>The Naviance Platform provides a comprehensive college and career readiness solution aligning student strengths and interests to postsecondary goals, improving student outcomes, and helping students reach their full potential. Naviance provides students and parents a single communication and tracking platform to request and send transcripts, letters of recommendation and completed college applications. This gives district and campus staff the ability to monitor and access data associated with college applications, scholarships, and completion of individual planning activities.</p> <p>FBISD’s current contract with Hobson’s (parent company of Naviance) ends in November 2018. In January 2018, a request for proposals was opened for college and career readiness platform alternatives in accordance with Board Policy with our contract ending with Naviance (Hobson’s). Four companies, in addition to Naviance, submitted proposals. The RFP Committee consisted of campus counselors, advisors, registrars, a principal, and district staff from Teaching and Learning, CTE, and Technology – 17 members total. The RFP committee unanimously selected Naviance as their top choice.</p> <p><u>Background</u></p> <p>Expenditures for 2016-17 were \$151,000. Year to date expenditures for 2017-18 are \$131,932.</p> <p>Total expenditures for Naviance for the past five-years under the current contract are \$778,948 (based on 37,053 students). Listed below is the breakdown of expenditures per year:</p> <table border="1"> <thead> <tr> <th>Year</th> <th>Expenditures</th> </tr> </thead> <tbody> <tr> <td>2013-14</td> <td>\$198,065 (included initial setup and consulting fees)</td> </tr> </tbody> </table>	Year	Expenditures	2013-14	\$198,065 (included initial setup and consulting fees)
Year	Expenditures				
2013-14	\$198,065 (included initial setup and consulting fees)				

2014-15	\$147,026
2015-16	\$150,925
2016-17	\$151,000
2017-18	\$131,932 (YTD)
Total Cost	\$778,948
Total Cost per student:	\$4.20

Expenditures will not exceed \$1,128,341 over a five-year period, and this amount is included in the department's yearly budget. The amount requested takes into consideration the addition of Thornton Middle School, the addition of new career assessment tools (Achieve Works and Career Key), and a 10% contingency.

Listed below is the breakdown of the new pricing over a five-year period (based on 42,102 students):

Item	Pricing
AchieveWorks Package	\$ 223,734
Career Key	\$ 30,375
Naviance Platform Fee with eDocs	\$ 694,156
Consulting Service Fees	\$ 77,500
10% Contingency	\$ 102,577
Total Cost	\$1,128,341 (\$225,668 per year)
Total cost per student	\$5.36 for the next five years of the new contract. Represents an increase of \$1.16 per student for the new five-year term.

The cost per student increase without the contingency is 16 percent.

AchieveWorks replaces a less robust package, Course Planner. We now do course planning in Skyward. The AchieveWorks suite of assessments aligns to the individual student planning sequence we bolstered for students.

Career Key is a career assessment for middle and high school students based on Holland's interest codes. Career Key's scientific matching system enables students to identify careers and college majors that match their interests, traits, skills and abilities.

Naviance has been averaging price increases of 5 percent per year. With this five-year commitment, the District is able to lock in the cost for five years and add the additional features of AchieveWorks and Career Key.

Requested By:	Steven Bassett, Chief Financial Officer Diana Sayavedra, Chief Academic Officer
Vendor:	Hobson's (Naviance)
Budget Sources:	General Fund
Amount:	Not to Exceed - \$1,128,341
Other Supporting Information	
Sole Source:	No
Number of vendors contacted by Purchasing:	0
Number of vendors contacted by FBISD Notification System:	2546
Number of vendors downloaded the solicitation:	106
Number of responses received:	5
Number of "no bid" responses received:	0
Length of commitment:	Five year contract with two five year renewal options
Last solicitation date:	August 27, 2013
Supporting documents:	Evaluation Summary and Rubric
Disclosure under Board Policy CH, CV, or DBD (Local):	None

Evaluation Summary

RFP 18-024LB

College and Career Planning Platform

Board Date: May 14, 2018

Vendor	Purchase Price (15 pts. max)	Reputation of the Vendor and of the Vendor's Goods or Services (15 pts. max)	Quality of the Vendor's Software Platform (15 pts. Max)	Extent to Which the Goods or Services Meet the District's Needs (15 pts. Max)	Vendor's Past Relationship With the District (10 pts. Max)	Long-Term Cost to the District to Acquire the Vendor's Goods or Services (15 pts. Max)	Vendor's Principal Place of Business is in the State of Texas, or Employs 500 People in This State. (5 pts. Max)	Ability to Service Our Accounts With Proper Staff & Insurance, Provide Copy of Insurance Certificate. Signing the Agreement. (10 pts. Max)	Proposer's Total Score (100 pts. Max)	Proposer's Ranking
Hobsons (Naviance)	15.00	15.00	12.80	12.10	10.00	11.75	5.00	10.00	91.65	1
Collegiate Zone	8.02	7.50	11.25	9.50	10.00	11.70	5.00	10.00	72.97	2
XELLO (formerly Career Cruising)	4.15	10.00	10.70	10.30	10.00	9.80	1.00	10.00	65.95	3
XAP Corporation	5.76	7.50	11.40	10.60	1.00	11.60	1.00	1.00	49.86	4
Bulb Digital Portfolio	4.77	15.00	5.10	4.10	1.00	5.40	1.00	10.00	46.37	5

RFP 18-024LB
College and Career Planning Platform

Evaluation Criteria: Proposal shall be evaluated using the evaluation criteria listed below. Fort Bend ISD reserves the right to award contract as best meets the District's needs such as per section, groups, or all

	Evaluation Criteria	Point System
1	Purchase Price Offer a fair reasonable price of the software and implementation to be procured by Fort Bend ISD. Pricing will be calculated using the Price Delivery Sheet in this document	15 points
2	Reputation of the Vendor and of the Vendor's Goods or Services Vendor should have a solid reputation with other ISD's, Government or Collegiate entities that show a high level of customer service, a high level of quality of good or services, (References will be contacted via e-mail with a deadline. If no response is received by the deadline, there will be points deducted in this section.)	15 points
3	Quality of the Software Platform <ul style="list-style-type: none"> • Service Capabilities • Demonstrated competence: Experience, etc. • Qualifications: Education, Certification, Licenses, etc. 	15 points
4	Extent to Which the Goods or Services Meet the District's Needs	15 points
5	Vendor's Past Relationship With the District	10 points
6	Long-Term Cost to the District to Acquire the Vendor's Goods or Services Warranty , setup fee; maintenance or other fees	15 points
7	Vendor's Principal Place of Business is in the State of Texas, or Employs 500 People in This State	5 points
8	Extent to which the vendor agrees to our Standard Form of Agreement embedded herein as Appendix A, By Signing the Agreement , you assent to the Terms and Conditions of Fort Bend ISD. Ability to Service Accounts with Proper Staff & Insurance, Provide Copy of Insurance Certificate	10 points
	TOTAL	100 points

The Evaluation Committee will review statements of qualifications and reserves the right to create a short list of firms based on factors listed above. Demonstrations may be scheduled with the short listed firms. The District has the right to use the same weight factors for demonstrations as listed above or adapt new factors. If adapting new factors, such factors will be made public to the short listed firms prior to scheduled demonstrations.