CHABOT-LAS POSITAS COMMUNITY COLLEGE DISTRICT

November 15, 2011

Agenda Item: 5.3

Subject: Approval of Software Agreement Renewal—Sungard Higher Education Banner
                 Enterprise Software, District

Background: The Chabot-Las Positas Community College District operates the Sungard Higher
Education Banner System to provide district-wide enterprise services to support students,
faculty, and staff through the use of the comprehensive Banner modules for Student Services,
Financial Aid, Business Services, Human Resources and Payroll. Over the years, CLPCCD has
gradually transitioned from the client services environment to the Web-based architecture for the
Banner services and now to the future direction of Mobile Applications. As new Banner
software modules became available, the District reviewed these new functions periodically to
determine if these new features align with its Strategic Plan to automate manual or inefficient
systems for achieving improved productivity.   The District purchased additional Banner
modules using Measure B Bond funds. As a result, the District is well positioned with the
Banner modules necessary to meet our District ITS Strategic Goals over the next several years.
In addition, CLPCCD has installed third party products that interface with Banner using local
customizations.

As the District continues to find new alternatives for cost savings in light of the current State
budget situation, all software and hardware maintenance contracts that are funded by the District
were evaluated and vendors were contacted to determine what multi-year options were available.
Hardware and software products that meet the Bond criteria are purchased with Measure B
funds. Included with the initial hardware and software purchases is maintenance for a specified
period which varies depending on the vendor. With the current economic situation, vendors are
more open to extending longer term maintenance agreements to their customers, which lock in
the maintenance costs at pricing that provides significant savings to the customer by avoiding the
yearly increases which can vary year to year. The District Data Center resides in the Information
Technology (IT) Building at Las Positas College which was Measure B funded and all hardware
and software supporting the District Enterprise Systems is an integral part of that IT Building.
All the Enterprise servers used to support the enterprise software is maintained under a
centralized network infrastructure within the IT Building, all of which was Bond funded.
Therefore, all equipment within the District Data Center and software residing on that equipment
was reviewed for multi-year maintenance contracts.

As part of the cumulative IT cost savings made as a result of the State budget reductions,
CLPCCD negotiated a new multi-year software maintenance agreement with Sungard Higher
Education for the Banner base modules which support the Student, Financial Aid, Finance,
Human Resources, and Payroll functions throughout the district. The base modules include the
Internet Native Banner (INB) client portions of the Banner system as well as the Self-Service

web-based portions of the Banner system, both of which are used throughout all departments at the colleges and district. The Self-Service portion of the system is known as CLASS-Web at Chabot-Las Positas and is heavily utilized by students, faculty, and staff. The new multi-year agreement establishes a guaranteed discount based on the current year pricing with a minimum 4% rate of increase per year that has a compounded effect. This is in contrast to the standard contracts, which were in effect previously and had no limit and varied from 10% or greater dependent on the year. Therefore, the new multi-year agreement provides substantial reduction in annual percentage increases, thus significantly reducing overall maintenance costs for the district over the 4-year period. The costs for a 4-year agreement to support all the Banner Base modules that provide the INB and Self-Service functionality totals $724,825. This new software agreement covers the 4-year period from December 1, 2011 through November 30, 2015. This 4-year agreement is equivalent to an average of $181,000 per year, which is a minimum estimated savings of $120,000 over the term of the contract.

Recommended Action: That the Board of Trustees approves the proposed software agreement renewal with Sungard Higher Education for software maintenance for Banner Base modules that includes INB and Self-Service features at a cost of $724,825 for a period of four years. It is further recommended that the Board authorize the Vice Chancellor, Business Services, to execute the agreement on behalf of the District.

Funding: Measure B Bond Funds

Submitted: Lorenzo Legaspi/Date   Approved: Joel L. Kinnamon/Date

_____ APPROVED   _____ DISAPPROVED   _____ TABLED