

## CHABOT-LAS POSITAS COMMUNITY COLLEGE DISTRICT

April 17, 2012

Agenda Item: 5.6

**Subject:** Approval of Software Agreement Renewal—Sungard Higher Education Enrollment Management Suite, Advancement Solution, and Enterprise Data Warehouse Reporting Tools, 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. 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 then purchased additional Banner modules that provided specific supplemental features using Measure B Bond funds where appropriate. The Enrollment Management Suite of products was previously purchased using Measure B funds and the software purchase included software maintenance. This software suite of products includes Recruiting and Admissions Performance modules, Relationship Management module, the Advancement module for alumni, and various tools for data retrieval and reporting using Operational Data Store (ODS) and Enterprise Data Warehouse (EDW).

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 and 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.

As part of the cumulative IT cost savings made as a result of the State budget reductions, the District negotiated an amendment to the multi-year software maintenance agreement with Sungard Higher Education for the Enrollment Management Suite, Advancement Solution, and Data Warehouse Reporting tools. The 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 multi-year agreement provides substantial reduction in annual percentage increases, thus significantly reducing overall maintenance costs for the district over the 5-year period. The costs for a 5-year agreement to support the suite of products that includes Enrollment Management Recruiting and

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Admissions Performance, Relationship Management, Advancement Solution, and Enterprise Data Warehouse and Operational Data Store tools totals \$490,536. This new software agreement covers the 5-year period from the current renewal date through March 31, 2017.

Recommended Action: That the Board of Trustees approves the proposed software agreement renewal with Sungard Higher Education for software maintenance for Enrollment Management Recruiting and Admissions Performance, Relationship Management, Advancement Solution, and Enterprise Data Warehouse and Operational Data Store tools at a cost of \$490,536 for a period of five years, through March 31, 2017. 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

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Submitted: Lorenzo Legaspi/Date

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Approved: Joel L. Kinnamon/Date

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