

CHABOT-LAS POSITAS COMMUNITY COLLEGE DISTRICT

May 21, 2019

Agenda Item: 5.7

Subject: Approval of Contract of Service – Chabot Las Positas Community College District, Las Positas College and FATV (Career America, LLC)

Background: FATV is a 15-year old niche content and technology company. FATV works with institutions of higher education to help schools explain financial aid to students and parents via short educational video clips. FATV is a “Sole Source” supplier of two proprietary products, both of which are Section 508 compliant.

Chabot-Las Positas Community College District, Las Positas College has purchased and implemented the FATV product on an annual basis for the past six years, and has purchased and implemented the GetSAP product on an annual basis for the past three years and has determined these products to be well utilized and an effective source of financial aid information. FATV now offers a new product, ‘Chabot Financial Aid’, with a version in English and a second version in Spanish, which provides direct answers to student financial aid-related questions online based on an ever- increasing library of topical subjects. Chabot-Las Positas Community College District, Las Positas College, wishes to purchase these two new products in an effort to provide increased access to information for English and Spanish speaking students regarding financial aid. By entering into a three-year contract, significant discounts are provided which waive initial setup fees for the two new Chabot programs and provide additional loyalty discounts for all products combined. The term of the contract will be for the period July 1, 2019 through June 30, 2022. The price of the four products combined total \$66,000, with \$22,000 payable each year.

Recommended Action: That the Board of Trustees approve the Contract of Service with Chabot-Las Positas Community College District, Las Positas College and FATV (Career America, LLC). It is further recommended that the Board authorize the Acting Vice Chancellor, Business Services, to execute this agreement on behalf of the District.

Funding Source: Financial Aid Technology funds.

Submitted by: Doug Roberts/Date

Approved: Ronald P. Gerhard/Date

_____ APPROVED

_____ DISAPPROVED

_____ TABLED