

**AUTHORIZE THE SECOND AND FINAL RENEWAL AGREEMENT WITH HOBSONS, INC. FOR A**

**PERIOD OF 12 MONTHS**

**THE CHIEF EXECUTIVE OFFICER REPORTS THE FOLLOWING DECISION:**

*Authorizing the second and final renewal agreement with Hobsons, Inc. for a period of 12 months.*

**ORIGINAL AGREEMENT:**

The original Agreement (authorized by Board Report 15-0422-PR1) in the amount of \$2,700,000 was for a term commencing July 1, 2015 and ending June 30, 2018, with the Board budgeting for (6) years to

renew for one (1) year terms. The agreement was renewed (authorized by Board Report 18-0321-PR2) for a term beginning July 1, 2018 and ending June 30, 2019, in the amount of \$950,000. The original agreement was awarded on a competitive basis pursuant to Board Rule 7-2.

**OPTION PERIOD:**

The term of this agreement is being renewed for 1 year commencing July 1, 2019 and ending June 30, 2020.

**OPTION PERIODS REMAINING:**

There are no option periods remaining.

**SCOPE OF SERVICES:**

The vendor will continue to provide end use 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

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 Michigan software system is the Districts' one-stop shop tool for IIR completion, college and career



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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.

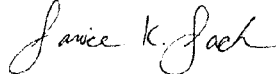
Contingent Liability - The agreement shall contain the clause that any expenditure beyond the current fiscal year is deemed a contingent liability, subject to appropriation in the subsequent fiscal year budget(s).

Approved for Consideration:



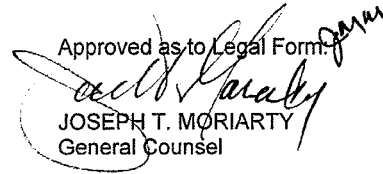
JONATHAN MAPLES  
Chief Procurement Officer

Approved:



JANICE K. JACKSON  
Chief Executive Officer

Approved as to Legal Form.



JOSEPH T. MORIARTY  
General Counsel