



LOS LUNAS PUBLIC SCHOOLS PURCHASING DEPARTMENT
NOTICE OF INTENT TO AWARD SOLE SOURCE PROCUREMENT
July 02, 2018

Purchasing Agent: Michelle Romero, CPO

Telephone Number: (505) 866-8246

Prospective Contractor:

Naviance, Inc.
Subsidiary of Hobsons
3033 Wilson Blvd, Suite 500 Arlington, VA 22201

Amount of Prospective contract: \$19,405.90

Description of Service: College, Career and Success Planning Software

See attached cost proposal for detailed description.

Proposed Contract Term: 12 Months (1 Year)

Summary:

The Los Lunas Public Schools Purchasing Department intends to make a purchase for which we believe there is no competition. This will be a "Sole Source" procurement made in accordance with 13-1-126 NMSA 1978. The purpose of this notice of intent is to attempt to identify possible alternatives. Any potential vendor who does not agree that this product or service is available from only the intended source must contact the Los Lunas Public Schools Purchasing Office within thirty (30) calendar days of the date this notice is posted to the Los Lunas Schools purchasing website. Note, the full Notice of Intent - Sole Source Procurement package may be viewed online at the following website address:

http://www.llschools.net/district/departments/purchasing_warehouse/purchasing_services_r_f_ps_it_bs_and_contracts

Your response must be in writing and describe the product or service you are proposing as an equivalent or alternative product and service. Please send your response, via email to: maromero@llschools.net. The words "Response to Proposed Sole Source" must appear in the subject line. If you have any questions, please contact this office at that email address.

PROJECT DESCRIPTION:

Hobsons has been the provider of Naviance College, Career and Success Planning software to the Los Lunas Public Schools District for over four years. Hobsons is the sole source manufacturer of the Naviance Software which includes Naviance Course Planner for the District; Naviance for High School, District Edition, Naviance for Middle School, District Edition. Support for the Naviance products is provided exclusively by Naviance. Naviance is a college- and career-readiness platform designed to connect academic achievement to post-secondary goals. It's comprehensive college and career planning solutions optimize student success, enhance school counselor productivity, and track results for school and district administrators. Naviance offers:

- a holistic, customizable approach to college and career planning for students in grades 6-12;
- Enables school and district staff to create personalized postsecondary plans that link students' skills and areas of interest to their college and career goals;
- Provides automated reminders to students of pending college and career readiness tasks; Fully integrates with Clever to enable single-sign on to Naviance from the Clever dashboard for students and staff;
- Includes over 3,500 videos of leaders discussing how they overcame obstacles to achieve unique goals from content provider Roadtrip Nation;
- Offers Gallup's StrengthsExplorer® assessment for students in grades 6-10;
- Provides a mobile app for students that syncs with Naviance and allows students to communicate with counselors from an iPhone or iPod touch;
- Works in collaboration with the National Student Clearinghouse to allow schools to access the Clearinghouse's StudentTracker data directly through Naviance to measure the college retention and graduation rates of their alumni;
- Provides electronic document and transcript delivery services for the largest number of participating colleges (currently more than 2,000) of any college and career readiness platform, and the only full integration with The Common Application®;
- Allows schools and districts to send e-mail messages to students based on the completion of tasks;
- Offers the Naviance College and Career Readiness Curriculum, a blended learning experience that helps students develop critical college knowledge and non-cognitive skills;
- Offers game-based Naviance Test Prep for ACT WorkKeys™, ACT®, SAT®, and Advanced Placement® courses leading to a 16% average score improvement when used regularly;
- Includes a rich-media authoring environment for tasks and programs that foster high student engagement;
- Includes a progress-monitoring dashboard to identify students failing to meet key milestones; Integrates Do What You Are®, Learning Style Inventory, MI Advantage™, and Career Key™ assessments into customized student learning plans;
- Allows counselors to track and report their time at work in line with the ASCA National Model®; Includes proprietary SchoolSync™ technology, subject to copyright, allowing automated data exchange between Naviance and virtually any third-party student information system;
- Tracks state assessment scores and exhaustive standardized test results (e.g., HSPT®, SSAT, TerraNova™, TOEFL®, International Baccalaureate®, Advanced Placement®, SAT®, PSAT®, ACT®, and historic PI-AN® and EXPLORE® scores);
- Supports an unlimited number of user roles and customizable permissions to secure access to student data;
- Supports single sign-on and delegated authentication to users via I-DAP and Active Directory®; Incorporates a proprietary College Power Score™ to measure the rigor of each students' course history and plans;

- Includes intelligent, user-customizable surveys that can be pushed to users based on multicriteria search to direct students and parents to surveys without requiring sign-in;
- Supports group e-mail to students and/or parents with targeting based on multi-criteria search; Provides specific interfaces to the Naviance student and family portal, Family Connection™, that can be customized for grades 6-12, alumni, and parents;
- Includes exclusive access to the Naviance Marketplace, an eco-system of additional solutions that integrate with Naviance and/or offer special pricing to Naviance customers.

Certified by: _____ Date: _____

- Los Lunas Schools, Chief Procurement Officer: _____



Sales Order Form

50 E Business Way
 Suite 300
 Cincinnati, OH 45241
www.hobsons.com

Sold To: Los Lunas Public Schools
Name: Darian Jaramillo
Address: 119 Luna St Se, Los Lunas, NM 87031-6814
Email: ddjaramillo@lpschools.net
Phone: (505) 866-8231
Naviance ID: 3501680dus

Hobsons Contact:
Name: Tamar Henry
Email: tamar.henry@hobsons.com
Phone: (213) 361-0099

Order Date: July 1, 2018
Valid Until: 6/30/2018
Quote Number: Q253107
Contract Start Date: 8/1/2018
Contract End Date: 7/31/2019
Contract Term (In Months): 12
Currency: USD

Purchase Order:
Payment Term: Net 30

Century High School					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
AchieveWorks	146	Enrollment	8/1/2018	12	525.00
Naviance Course Planner for District	146	Enrollment	8/1/2018	12	160.60
Naviance for High School - District Edition	146	Enrollment	8/1/2018	12	532.90

Los Lunas High					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
AchieveWorks	1,236	Enrollment	8/1/2018	12	1,297.80
Naviance Alumni Tracker	1	Sites	8/1/2018	12	425.00
Naviance Course Planner for District	1,236	Enrollment	8/1/2018	12	1,359.60
Naviance eDocs	270	SrEnrollment	8/1/2018	12	580.00
Naviance for High School - District Edition	1,236	Enrollment	8/1/2018	12	4,511.40

Valencia High School					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
AchieveWorks	953	Enrollment	8/1/2018	12	1,000.65
Naviance Alumni Tracker	1	Sites	8/1/2018	12	425.00
Naviance Course Planner for District	953	Enrollment	8/1/2018	12	1,048.30
Naviance eDocs	224	SrEnrollment	8/1/2018	12	580.00
Naviance for High School - District Edition	953	Enrollment	8/1/2018	12	3,478.45

Los Lunas Middle					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Career Key	1	Sites	8/1/2018	12	225.00
Naviance for Middle School - District Edition	747	Enrollment	8/1/2018	12	1,792.80

Valencia Middle School					
Product or Service	Quantity	Unit	Start Date	Term (In Months)	Sub-Total
Career Key	1	Sites	8/1/2018	12	225.00
Naviance for Middle School - District Edition	516	Enrollment	8/1/2018	12	1,238.40

Total Price:	19,405.90
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Notes: (if applicable)	Subscription to Naviance eDocs is based on enrollment of Senior class only.
Comments:	All figures quoted are exclusive of sales tax.

Please complete or update the following information:

Account Contacts	Name	Email Address
Primary	Darian Jaramillo	ddjaramillo@lsschools.net
Billing	Darian Jaramillo	ddjaramillo@lsschools.net
Payment Method:	Purchase Order # Check Wire Transfer #	Paying by credit or debit card? Credit Card # Card Holder Name: Expiration Date (MM/YY): Billing Zip Code: Security Code: Country:
CEEB Code:		

Unless separate invoice and payment terms are specified, Hobsons will issue invoices once per year, with the first taking place upon execution of the order form and then annually thereafter throughout the term of the contract.

The services are delivered in accordance with applicable terms that can be found at <https://succeed.naviance.com/auth/signin?tos=1#/tos>. By signing below, you agree to be bound by such terms and that such terms are made a part of this contract.

Please complete the contact and payment information as indicated, then sign below to indicate your acceptance. By signing this contract, you are stating that you are authorized by your institution to make this purchase. If a Purchase Order is required for payment to be issued, please indicate below. If you have selected professional services, travel expenses for on-site professional services will be billed separately following your session(s).

_____ Yes, a Purchase Order is required. It will be sent to Hobsons by _____.

Upon execution by Authorized Signatory, Client hereby agrees to the Terms of Service which will become effective together with this Order Form as of the Signature Date below.

Signature Printed Name and Position Signature Date

Purchase Order & Order Forms:

Naviance, Inc.
50 E. Business Way, Suite 300
Cincinnati, OH 45241

Remit To:

Naviance, Inc.
P.O. Box 504571
St. Louis, MO 63150-4571

IF YOU CHOOSE TO FAX, THEN PLEASE CLICK ON THE 'SIGN ON PAPER' BUTTON FOLLOWED BY 'PRINT AND FAX' BUTTON AND FAX YOUR SIGNED ORDER FORM TO THE NUMBER PROVIDED ON THE COVERPAGE OF THE DOWNLOADED DOCUMENT