

**APPROVAL OF CONTRACT WITH SALESFORCE, INC.
SYSTEMS OFFICE**

RESOLUTION NUMBER 2023-26

WHEREAS, the College is recommending entering into a three (3) year contract with Salesforce, Inc. for the use of the Salesforce Student Success Hub – Higher Education, and;

WHEREAS, the College conducted a Request for Proposals (RFP) for a Student Advising platform to be used by College advisors, other College staff, and College students statewide, and;

WHEREAS, an evaluation team that included a cross section of representatives from multiple campuses and Systems Office, including Academic Affairs, Career Link, the Office of Information Technology, and Finance to review and evaluate proposals received, and;

WHEREAS, the evaluation team reviewed and evaluated proposals from several respondents, and viewed product demonstrations on three (3) different solutions, including the College's current solution; and;

WHEREAS, the evaluation team conducted extensive discussions and negotiations for best pricing and terms, and;

WHEREAS, the evaluation team recommended that the College select Salesforce for the College's new Student Advising solution; and;

WHEREAS, in addition to the expected improvement in features and functionality of the Salesforce solution from the existing advising solution, the Salesforce solution will align and create consistency with the College's other Salesforce solutions; and;

WHEREAS, negotiations for the new Salesforce solution led to definitive per license pricing based on license type, with an anticipated aggregated annual cost of \$604,500; and;

WHEREAS, the actual annual cost may vary marginally from the anticipated annual cost based on slight changes in the license types ultimately utilized after final determination of number of each license type needed, and;

WHEREAS, the anticipated contract amount for the three (3) year contract term is \$1,813,500 based on currently expected license usage, although variations in necessary license usage will determine the ultimate contract amount, and;

WHEREAS, that the State Board of Trustees must approve any contract imposing a financial obligation on the part of the College exceeding \$500,000 unless the obligation was previously approved by the Board through the allocation of funds.

NOW THEREFORE BE IT RESOLVED, that the State Board of Trustees do hereby authorize and direct the President or any other officer of the College designated by the President to execute the proposed three (3) year agreement with Salesforce, Inc. for the Salesforce Student Success – Higher Education platform after the agreement has been approved by the College Counsel.

**STATE BOARD OF TRUSTEES
IVY TECH COMMUNITY COLLEGE
OF INDIANA**



Stephanie Bibbs, Chair



Kim Emmert O'Dell, Secretary

Dated August 3, 2023