

**APPROVAL OF CONTRACT WITH akaCRM
a division of STRATA INFORMATION GROUP, INC. (SIG)
SYSTEMS OFFICE**

RESOLUTION NUMBER 2023-25

WHEREAS, the College conducted a Request for Proposals (RFP) for a Student Advising platform to be used by 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, after reviewing and evaluating proposals from several respondents, viewing product demonstrations on three (3) different solutions, including the College's current solution, the evaluation team is recommending that the College select Salesforce for the College's new Student Advising solution; and;

WHEREAS, as part of the RFP, the College evaluation team also reviewed and evaluated proposal services from implementation partners to provide the services necessary for the successful implementation and launch of the selected solution; and;

WHEREAS, after that extensive review and evaluation, the College is recommending entering into an Agreement with akaCRM, a division of Strata Information Group, Inc. ("akaCRM / SIG") to provide implementation services for the Salesforce Student Success – Higher Education platform; and;

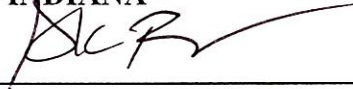
WHEREAS, akaCRM / SIG has provided pricing for implementation services at a blended rate not to exceed \$215 per hour, with anticipated total hours of service of 2,534 for implementation, plus an additional one-time fee of \$49,000 for post-implementation support covering an additional 200 hours; and;

WHEREAS, the total amount for all services associated with the implementation of the new Salesforce Student Advising platform from akaCRM / SIG is anticipated to be approximately \$593,810 based on the above referenced rates and anticipated hours, and;

WHEREAS, 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 agreement with akaCRM / SIG to provide implementation services 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