CHABOT-LAS POSITAS COMMUNITY COLLEGE DISTRICT

May 15, 2012

Agenda Item: 5.6

Subject: Approval of Software Agreement Renewal—Sungard Higher Education Banner
                Document Management System and Argos Reporting, District

Background: The Chabot-Las Positas Community College District operates the Sungard Higher
Education Banner System to provide district-wide enterprise services to support students,
faculty, and staff through the use of the comprehensive Banner modules for Student Services,
Financial Aid, Business Services, Human Resources and Payroll. A district-wide document
imaging solution was identified as a key project in the current Measure B planned initiatives
within the technology budget. The requirement was to select and implement a document
imaging system to migrate to a paperless environment replacing manual files with electronic
media where appropriate and reducing facility space for file storage and archives for the colleges
and district. The Banner Document Management System (BDMS) was selected based on its
functionality and features to replace the antiquated transcript scanning system as well as provide
additional capabilities for all departments to achieve improved productivity with online
document access and to reduce paper costs. The Banner Document Management System was
purchased over a year ago using Measure B funds and the software purchase included software
maintenance.

As the District continues to find new alternatives for cost savings in light of the current State
budget situation, all software and hardware maintenance contracts that are funded by the District
were evaluated and vendors were contacted to determine what multi-year options were available.
Hardware and software products that meet the Bond criteria are purchased with Measure B funds
and maintenance is included with the initial hardware and software purchases for a specified
period, which varies depending on the vendor. With the current economic situation, vendors are
more open to extending longer term maintenance agreements to their customers, which lock in
the maintenance costs at pricing that provides significant savings to the customer by avoiding the
yearly increases which can vary year to year.

As part of the cumulative IT cost savings made as a result of the State budget reductions, the
District negotiated an amendment to the multi-year software maintenance agreement with
Sungard Higher Education for the Banner Document Management System and the Argo
Reporting product. The new multi-year agreements for the Sungard Higher Education products
are executed at the time of expiration of the existing maintenance agreements, which vary
throughout the year dependent on the product purchase. The multi-year agreement establishes a
guaranteed discount based on the current year pricing with a minimum 4% rate of increase per
year that has a compounded effect. This is in contrast to the standard contracts, which were in
effect previously and had no limit and varied from 10% or greater dependent on the year.
Therefore, the multi-year agreement provides substantial reduction in annual percentage

increases, thus significantly reducing overall maintenance costs for the District over the 5-year period. The costs for a 5-year agreement to support the software products that include the Banner Document Management System and the Argos Reporting product totals $266,817. This new software agreement covers the 5-year period from the current renewal date through March 31, 2017 and averages $53,364 per year.

Recommended Action: That the Board of Trustees approves the proposed software agreement renewal for the Sungard Higher Education Banner Document Management System and Argos Reporting, District, at a cost of $266,817 for a period of five years. It is further recommended that the Board authorize the Vice Chancellor, Business Services, to execute the agreement on behalf of the District.

Funding: Measure B Bond Funds

Submitted: Lorenzo Legaspi/Date   Approved: Joel L. Kinnamon/Date

_____ APPROVED   _____ DISAPPROVED   _____ TABLED