June 20, 2024

TO: THE DISTRICT BOARD OF TRUSTEES OF VALENCIA COLLEGE

FROM: KATHLEEN PLINSKE
            President

RE: CONTINUING EDUCATION DIVISION STUDENT REGISTRATION SYSTEM - MODERN
            CAMPUS

For more than twenty years the Continuing Education division of Valencia College has used a technology product called Continuity Spectrum, as the student registration software for accelerated skills training, corporate training agreements, languages and other programs. Continuity Spectrum has limited present day functionalities required in the areas of student registration and payment, communications, complex financial transactions, integration with Banner and other college systems. Since Continuity was purchased, Continuing Education has experienced exponential growth in its programs and now requires a more robust system.
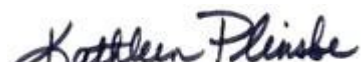
On January 28, 2022, the College issued Request for Information (RFI) 2022-17 to request information that would assist the College in understanding options for replacement of Continuity Spectrum which would include a cloud-based Student Information System in order to increase capacity of users, and address areas of opportunity in maintaining PCI compliance, on-premises limitations, and lack of data integration with the College's Banner and Salesforce systems. On February 28, 2022 three (3) vendors submitted information: Bocavox, LLC, Modern Campus, and Salesforce.

The Review Committee examined the RFI responses and detailed documentation obtained during research and invited two (2) vendors for further thorough review: BocaVox and Modern Campus . This review and analysis included various demo sessions with the two vendors, addressing functional, technical, and content management business requirements. As a result of this initial review, BocaVox was eliminated from consideration. After conducting further research, the Review Committee identified another potential software named Lumens, which was then acquired by Modern Campus. Before proceeding further, the Review Committee commissioned a business consultant to review our business processes for Continuing Education. The consultant then created a report for vendors with detailed information on our needs. This report was submitted to Modern Campus for their review. They then provided a series of in-depth product demonstrations for both products. After extensive review, it was determined that Destiny One by Modern Campus will best meet the needs of Valencia College

In accordance with Rule 6A-14.0734 (2)(g), F.A.C., the Procurement team negotiated the best possible rate with Modern Campus for their Destiny One solution which resulted in close to $83,000 in savings from the original proposal. The proposed agreement is a five-year contract, with a locked 3% annual increase, for a total combined cost of $1,536,722 (includes $112,472 Year 1 implementation cost). Thereafter, the College may renew successive one (1) year periods to ensure continuity of operations.

RECOMMENDED ACTION:

The President recommends that the District Board of Trustees of Valencia College authorize the College to enter into a five-year agreement with Modern Campus at a total combined cost of $1,536,722 to procure and implement their Destiny One product solution, as presented.

President

Continuing Education Software: Modern Campus

Board of Trustees Meeting: June 20, 2024

Vendor and Project Requirements

- An established company that serves higher education customers of similar size, preferably to include institutions in the Florida College System and nationally

- A software solution that is scalable to support enrollment growth

- A student-centered interface that increases engagement and program persistence

- A platform that provides increased operational efficiencies to meet the specific needs of Continuing Education, Language Programs, and Accelerated Skills Training (AST)

- A software solution that is built on industry standards and follows best practices for security and accessibility

Program Growth

	2004-05	2023-24
Student Enrollment	5,926	26,751
Total Revenues		~ $13.5m

Note: Student enrollment in selected programs may be duplicated

Project Outcomes

- Support scalable enrollment and revenue growth for Continuing Education and Accelerated Skills Training (AST) programs

- Improve operational efficiency

- Modernize software to include two-way data transfer with core finance software

- Support enhanced security and PCI DSS compliance

- Align accounting functions across the college

- Expand web engagement

Project Timeline

July to September 2024

    - Contract and pre-work

October 2024 to June 2024

    - Integration with Banner

    - Process redesign in alignment with software capacities

July 2025

    - Full implementation of software aligned with new fiscal year