



SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT

Agenda Item Summary

Meeting Date: March 17, 2025

Agenda Section: Consent

Agenda Item Title: Approval of Skyward QM Business Core, QM Student Core Enterprise, and School Business Suite

From: Tony Kingman, Chief Financial Officer

Additional Presenters if Applicable: N/A

Description: South San Antonio ISD currently utilizes Skyward as the district student and finance system to include QM Business Core, QM Import Timesheet-Third Party Data, QM Support-Business Suite, QM Student Core, QM New Student Enrollment, QM Support-Student Suite, and School Business Suite.

Historical Data:

Recommendation: Recommend to approve the renewal of Skyward as presented.

Purchasing Director and Approval Date: Victoria Cantu, February 11, 2025 (Allied States #24-7490 exp 07/01/2028)

Funding Budget Code and Amount: various budgets (district wide basis)

Goals: 3. SSAISD will implement program initiatives and activities that reflect a commitment to preparing 100% of students for post-secondary educational or career paths.



ATTN: SOUTH SAN ANTONIO ISD

Greetings,

On August 31, 2025, the term of your Software as a Service (SaaS) agreement with Skyward will be expiring. The specific software covered under this agreement is listed on the following pages.

You came to Skyward to become more efficient and deliver a better experience for your district. You've used the time saved on administrative tasks to improve outcomes for your students and staff.

We've seen many exciting improvements here at Skyward, and our goal remains the same as always: to provide you and your staff with the tools and support you need for an efficient, successful, and enjoyable culture. Your Skyward state and federal compliance team works tirelessly to ensure that new software updates reflect all relevant changes in your tracking and reporting requirements.

To aid your district budgeting, Skyward is offering a SaaS Renewal that locks in your district license fee rates for three years effective on September 1, 2025. This amendment is an extension of the original agreement signed with Skyward. Please execute and return the enclosed SaaS Renewal Amendment by March 15, 2025 to protect your district's budget.

We greatly appreciate your business and look forward to continuing to support your needs for three more years.

Sincerely,
Skyward Sales Administration Department

Selection Page follows



SOUTH SAN ANTONIO ISD

Selection Page

Product	3-year offer* FY 2026 through FY 2028 (September 1, 2025 through August 31, 2028)	1-year offer* FY 2026 (September 1, 2025 through August 31, 2026)
QM Business Core	\$5.03	\$5.53
QM Import Timesheet Third Party Data	\$0.26	\$0.29
QM Support - Business Suite	\$2.41	\$2.65
QM Student Core	\$4.46	\$4.91
QM New Student Enrollment	\$1.04	\$1.15
QM Support - Student Suite	\$2.41	\$2.65

All rates presented are per student unless indicated as yearly.

Our district is electing (please check selection):

Three (3) year commitment with guaranteed pricing
If the three-year commitment is selected, please sign and return the enclosed Amendment.

One (1) year extension
One-year extension selected by:

DISTRICT REPRESENTATIVE:

Signature

Printed Name

Printed Title

Date Signed

Please return this selection page and the enclosed Amendment to take advantage of the three-year commitment by **March 15, 2025** to SalesDepartment@skyward.com

** This renewal offer includes Skyward products only. Any third-party product renewals will continue to be determined by third-party vendors.
Student counts are gathered from corresponding state website data.*

If you have additional questions, please contact Katie Karpinski, your Skyward Account Manager, at 800-236-7274.



**AMENDMENT
TO
SAAS HOSTED LICENSE AGREEMENT**

This Amendment to SaaS Software License Agreement ("Amendment") is made and entered into effective on September 1, 2025 (the "Effective Date"), by and between **Skyward, Inc.**, a Wisconsin corporation with its principal offices located at 2601 Skyward Drive, Stevens Point, Wisconsin 54482 ("Skyward"), **Integrated Systems Corporation**, a Wisconsin corporation, with its principal offices located at 10325 North Port Washington Road, Mequon, Wisconsin 53092 ("ISCorp"), and **SOUTH SAN ANTONIO ISD**, a Texas K-12 public school ("Customer").

WHEREAS Skyward, ISCorp, and Customer previously entered into a SaaS Hosted Software License Agreement (the "Agreement"); and

WHEREAS, the initial term of said agreement expires on August 31, 2025 and Skyward, ISCorp, and Customer wish to extend the term of the Agreement for an additional three (3) years.

NOW, THEREFORE, Skyward, ISCorp, and Customer hereby amend the terms and conditions of the agreement to extend the term of the Agreement for an additional three (3) calendar years commencing immediately following the expiration of the initial term. The annual per student license fee for each of the three (3) calendar years of the extended term shall be as follows:

Product	<u>3-year offer*</u> FY 2026 through FY 2028 (September 1, 2025 through August 31, 2028)
QM Business Core	\$5.03
QM Import Timesheet Third Party Data	\$0.26
QM Support - Business Suite	\$2.41
QM Student Core	\$4.46
QM New Student Enrollment	\$1.04
QM Support - Student Suite	\$2.41

All rates presented are per student unless indicated as yearly.

Skyward, ISCorp, and Customer hereby ratify and approve of the remaining terms and conditions of the Agreement as amended by this Amendment, and the Agreement shall continue in full force and effect, as amended by this Amendment.

Customer acknowledges commitment for the entire three (3) year term referenced above. In the event Customer voluntarily terminates the Agreement prior to the expiration of the above referenced three (3) year term, then Customer shall be responsible for the remaining license fees due to Skyward pursuant to this Amendment. Provided, however, the foregoing shall not apply in the event the Agreement is terminated by Customer as a result of a default by Skyward.

Signature Page follows



SOUTH SAN ANTONIO ISD

**AMENDMENT
TO
SAAS HOSTED LICENSE AGREEMENT**

The undersigned have hereby agreed to the terms and conditions of this amendment as of the date first above written.

CUSTOMER:

Signature

Printed Name

Printed Title

Date Signed

SKYWARD, INC.:

Signature

Chris Casey

Printed Name

Sales Director

Printed Title

01/20/2025

Date Signed

INTEGRATED SYSTEMS CORPORATION

Signature

Jeff Zillner

Printed Name

VP Operations

Printed Title

01/20/2025

Date Signed



SMS 2.0

San Antonio, TX

The following pricing for software and services is provided specifically for you. If you would like information on a product or service not included below, please contact your Account Executive.

Per Student Pricing

School Business Suite

7,429 Students

		<i>Initial Investment</i>	<i>Services</i>	<i>Full 12-Month Recurring Fees</i>	<i>Total</i>
School Business Suite Software					
Applicant Tracking	\$0.79 / student	-	-	\$5,869.00	\$5,869.00
Time Tracking	\$0.79 / student	-	-	\$5,869.00	\$5,869.00
School Business Suite Setup / Training					
Web Hours (24.00)		-	\$5,040.00	-	\$5,040.00
Consultative Services – Business		-	\$630.00	-	\$630.00
Project Management		-	\$1,020.00	-	\$1,020.00
Subtotal School Business Suite		\$0.00	\$6,690.00	\$11,738.00	\$18,428.00

Total School Business Suite Solution **\$18,428.00**

Implementation and Training

Implementation Schedule

Skyward will establish a mutually agreed upon implementation schedule. Failure by the customer to adhere to the implementation schedule may result in delays and additional costs. The customer may be required to repurchase items if the delay causes Skyward to replicate completed items. Skyward and the customer will subsequently agree on a revised implementation schedule.

Project Management

This is going to be a significant project, and you need a professional to manage it. Skyward’s project management team will facilitate the flow of information to make your implementation a success. We are heavily versed in project management best practices and apply these in conjunction with our unique industry expertise for a smooth transition.

Training

Unlike many of the one-size-fits-all training programs prevalent in our industry, Skyward delivers web and onsite sessions tailored to your best practices. We layer in an initial level of consulting with your leadership team to define short- and long-term goals. We understand the comfort level of your staff is a strong indicator of success, which is why these training are supplemented with our self-paced Professional

SOUTH SAN ANTONIO ISD

Skyward Software Proposal

Proposal # QUO-99556-9KGPZ6-1

3/6/2025



Development Center. Skyward's training model will provide a robust plan designed to fully train your staff without the need for purchasing additional hours. By utilizing Skyward's proven methods, you are setting your team up for a successful implementation.

Customer Success After-Hours Support

Customer Success after-hours support is billed at \$210 per hour. This fee applies to all calls that are received outside of normal business hours.

Pricing Footnotes

- *The contract term for the module(s) listed on this proposal will coincide and renew with the pre-existing contract term for the corresponding core product.*
- *A/P checks, payroll checks, W-2 forms and 1099 forms can only be printed using supported laser printers. Skyward PaC software requires client access to utilize features that integrate with Microsoft products Excel and Word. Skyward Web based products like Employee Access do not require client access to Microsoft Office products.*

Crystal Reports can be purchased directly from Skyward for additional custom reporting functionality and/or web Custom Reports.

Third-party product licenses may be subject to an annual increase.

Skyward requires an SSL (Secure Socket Layer) certificate to run any web-based applications.

Skyward's IT Services can provide you more information including cost and installation of an SSL certificate.

Training Footnotes

- *Skyward consultation and training is sold as a number of days and web hours identified on the proposal. The number of days and hours sold is an estimate of customer needs based on a combination of preliminary information gathered from the customer prior to the sale and Skyward's past training experience. It will be at the discretion of the Skyward and Customer Project Managers to use the days and web hours in a manner that best suits the customer. Any time spent by Skyward consultants for preparation, follow up, and the creation of training materials or other deliverables is also considered billable and will be deducted from this consulting time at the consulting rate. The customer can purchase additional consulting hours if more consulting time is needed/desired.*
- **Web Training** allows Skyward to remotely present, discuss, and review our product directly with you. This application utilizes the Internet and is conducted live between your staff (at their own workstation) and a Skyward service representative without the need for them to travel to your location. This provides you with a lower cost of training and/or implementation along with greater flexibility of your installation timeline.
- **Cancellation of Training**
Any scheduled training days may be cancelled by the customer up to 72 hours in advance for Web Enabled training and a minimum of 30 days in advance for On-Site training. If the scheduled training is cancelled by the customer after the minimum advanced notice to Skyward, then the customer will be responsible for the full amount of the scheduled training and any airline charge fees (if applicable).

Custom Forms (Checks, W-2's, etc.) and Peripherals

Nelco is the exclusively recommended supplier of preprinted, blank laser, pressure seal (blank and preprinted) checks and MICR toner cartridges. To request free samples or to place your order, visit www.skywardforms.com or contact Nelco's customer service center at 1-800-266-4669.

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School Technology Associates, Inc. has been a mutually exclusive partner with Skyward since 1992 and offers a complete line of hardware, software, service, and support for peripheral equipment needed to run Skyward's Student, Food Service, and TrueTime/Time Tracking software. Popular products include Tardy Kiosk, Positive Attendance, ID Badging, Time Clocks, and more! All items have been completely tested by Skyward and are in use by Skyward customers nationwide. If the district opts to use an optional third-party solution, please contact School Technology for approved hardware and system quotes. These integrated solutions are sold independently of Skyward.

For more information or to request a quote please visit our website at www.k12sta.com.

You can also contact us via email: sales@k12sta.com or phone: 877-436-4657

BMI Systems Group is a full-service systems integrator specializing in creating procedures, software applications and sourcing supplies, and scanning hardware for automating and integrating advanced data collection systems with your current applications. We have built our reputation by developing and marketing reliable and cost effective systems designed to work in conjunction with your organization's Skyward School Business Suite Solution.

BMI Systems Group has interfaced with Skyward's Fixed Asset Module for over 8 years with many successful installations. For over 27 years, BMI Systems Group has designed and installed innovative solutions that consistently perform well in real world situations. Our products are in over 500 School Districts in 47 of the 50 states. Please visit our website: www.bmisys.com.

Recurring Fee Information

Annual Recurring Support Fee

- Unlimited support requests for designated support contacts
- Live chat support
- Periodic product webinars
- Quarterly customer newsletter

Annual Recurring Software Fees

- Product updates throughout the year
- State and Federal required reports

Terms and Conditions

- See attached Terms and Conditions page for further information.
The Terms and Conditions page must be executed by an authorized representative.

Terms and Conditions

All proposals are valid for 30 days from date of proposal.

Payment Terms:

Rev 6.13.17

1. Skyward Initial Investment Fee (if applicable)

If Core Sale: 100% payment due upon installation of software onto Customer's system or access to Skyward data through hosting services. If Non-Core Sale: 100% payment due upon execution of Terms and Conditions or acceptance of proposal.

2. Professional Services

a. Installation and Training Services

If Core Sale: Payment for all training and installation services due upon installation of any Skyward programs onto Customer's system or access to Skyward data through hosting services. If Non-Core Sale: 100% billed upon execution of Terms and Conditions or acceptance of proposal. Installation and Training Services hours must be used within 12 months of installation. Unused hours will be forfeited and are not refundable. All training days described in the proposal may be utilized by Customer for a period of up to twelve (12) months following the implementation of each software module to which the training pertains. Any training days that are not utilized by Customer within the time provided will expire and are non-refundable.

b. Project Management / Consultative Services

Payment due upon execution of Software License Agreement, Terms and Conditions or acceptance of proposal. All Project Management / Consultative Services days described in the proposal may be utilized by Customer for a period of up to twelve (12) months following the implementation of each software module to which these days pertain. Any Project Management / Consultative Services days that are not utilized by Customer within the time provided will expire and are non-refundable.

c. Data Migration Fees

If Core Sale: Payment for all data migration services due upon installation of any Skyward programs onto Customer's system or access to Skyward data through hosting services. If Non-Core Sale: 100% billed upon execution of Terms and Conditions or acceptance of proposal. Data used for the data migration must come from one system.

d. Custom Programming / Programming Condition(s) of Sale

Billed upon completion.

3. Skyward Full 12-Month Recurring Fees

If Core Sale: Skyward 12-Month Recurring Fees will be prorated from date of installation of software onto Customer's system or access to Skyward data through hosting services, through June 30th or August 31st as designated within the signature section. If Non-Core Sale: Skyward 12-Month Recurring Fees will be prorated from the first day of training through June 30th or August 31st as designated within the signature section. Subsequent years of Skyward 12-Month Recurring Fees will be billed on a fiscal year basis and due on the 1st day of the fiscal year.

4. Third Party Software, Hardware and Related Services

Payment due upon delivery of product and / or services.

5. Third Party 12-Month Recurring Fees

Third Party 12-Month Recurring Fees will be billed upon start of fees as indicated by the third-party vendor. For the initial year, the



fees will be prorated through the end of the Customer's current fiscal year if permission has been granted by said vendor. Subsequent years will renew under the same terms.

6. Scheduling of Installation

Installation of software must occur within 12 months of purchase. Purchases made subsequent to this sale will be quoted at the then-current price.

7. Taxes

If any authority imposes a duty, tax, levy or fee, excluding those based on Skyward's net income, upon the Skyward products, materials, or Skyward services, then Customer agrees to pay the amount specified and Customer is solely responsible for any personal property taxes for the Skyward products from the date they were acquired.

Customer agrees to the Terms and Conditions listed above and set forth in this proposal.

First Day of Fiscal Year: _____

Customer Signature

Printed Name

Date