



## SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT

### Agenda Item Summary

Meeting Date: May 18, 2022

Agenda Section: Consent

Agenda Item Title: Approval of Skyward QM Business Core and QM Student Core enterprise system.

From: Mr. Tony Kingman, Chief Financial Officer

The South San Antonio I.S.D. would like recommend Skyward as the district student and finance system to include QM Business Core, QM Asset, QM Support – Business Suite, QM Student Core, QM New Student Enrollment, and QM Support – Student Suite. The district will procure Skyward utilizing the Region 19 – Allied State Cooperative. The price proposed is \$114,450.00 annually for three (3) years for a total cost of \$344,350.

**Recommendation:** To approve Skyward as the district student and finance system.

Funding Budget Code and Amount: 199 E 53 6639 00 830 0 99 0 00  
199 E 53 6639 00 824 0 99 0 00



SOUTH SAN ANTONIO ISD

Selection Page

Product	<b>3-year offer*</b> <b>FY 2023</b> <b>through FY 2025</b> (September 1, 2022 through August 31, 2025)	<b>1-year offer*</b> <b>FY 2023</b> (September 1, 2022 through August 31, 2023)
<b>QM Business Core</b>	\$4.81	\$5.29
QM Asset	\$0.58	\$0.63
QM Support - Business Suite	\$2.32	\$2.55
<b>QM Student Core</b>	\$4.24	\$4.67
QM New Student Enrollment	\$0.99	\$1.09
QM Support - Student Suite	\$2.32	\$2.55

*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 **May 3, 2022** to [SalesDepartment@skyward.com](mailto: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, 2022 (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, 2022 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 2023 through FY 2025 (September 1, 2022 through August 31, 2025)
<b>QM Business Core</b>	\$4.81
QM Asset	\$0.58
QM Support - Business Suite	\$2.32
<b>QM Student Core</b>	\$4.24
QM New Student Enrollment	\$0.99
QM Support - Student Suite	\$2.32

***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

Tom King

\_\_\_\_\_  
Printed Name

Vice President of Sales & Marketing

\_\_\_\_\_  
Printed Title

04/26/2022

\_\_\_\_\_  
Date Signed

INTEGRATED SYSTEMS CORPORATION

\_\_\_\_\_  
Signature

Jeff Zillner

\_\_\_\_\_  
Printed Name

VP Operations

\_\_\_\_\_  
Printed Title

04/26/2022

\_\_\_\_\_  
Date Signed

**EDUCATION SERVICE CENTER REGION 19 ALLIED STATES COOPERATIVE**  
**RFP AWARD SUMMARY**

<b>RFP TITLE:</b>	Student and Finance Systems - ESC Region 19 Allied States Cooperative
<b>RFP NUMBER:</b>	17-7247
<b>RFP OPENING DATE:</b>	June 20, 2017
<b>CONTRACT TERM:</b>	Date of award until July 31, 2021 with the option to extend in one year increments annually for an additional three (3) years if agreed to by ASC and Vendor <b>(Extended by Region 19 until July 31, 2022)</b> <b>(Extended by Region 19 until July 31, 2023)</b>
<b>FUNDING SOURCE:</b>	Various
<b>RFP's ISSUED:</b>	56
<b>RESPONSES:</b>	4
<b>ADVERTISEMENT DATES:</b>	El Paso Times: May 10, 2017 & May 17, 2017 Washington Post: May 10, 2017 & May 17, 2017
<b>BOARD MEETING DATE:</b>	July 20, 2017
<b>RECOMMENDED FOR AWARD</b>	<b>Focus School Software</b> <b><del>Prologic Technology Systems</del></b> <b>Frontline Technologies Group, LLC dba Frontline Education *(as of 8/9/18)</b> <b>Skyward, Inc.</b>
<b>TOTAL (estimated)</b>	<b><u>\$16,000,000.00 / year</u></b>

**EXPLANATIONS:**

Award of this contract will enable ESC Region 19 Allied States Cooperative members and its various programs to establish a contract with vendor(s) for student and Finance Systems for those procurements that must comply with the new Federal EDGAR requirements when federal funds are being utilized. The evaluation committee utilized a point system with weight factors of 30% feature/functions, 30% references, 20% support service, ease of use/implementation, ability to interface/integrate and ability to expand system, 20% pricing. Tyler Technologies, Inc. was not awarded a contract as they took exceptions to our Administrative Fee and reference responses did meet requirements. The awarded vendor's price list and link can be accessed on this award summary under the price list link.

**SPECIFICATIONS PROVIDED BY:** Royce Cleveland - ESC Region 19

**EVALUATION COMMITTEE:** Royce Cleveland - ESC Region 19

Rebecca Hernandez – ESC Region 19

Debra Oropeza - ESC Region 19

**SPECIAL CONDITIONS:**

1. Vendor must provide a list of current available modules as well as modules under development. Modules under development must be noted as not currently available and have an expected launch date listed.
2. Vendor must offer at a minimum the following modules: Student Management, Educator Gradebook, Graduation Requirement, Food Service, Fee Tracking, PEIMS, Family Access & Interface, Student Professional Development, New Student Enrollment, Response to Intervention, Crystal Business Intelligence Maintenance & Reporting, Secure Cloud Services, Ports & Connectivity, ERP and Total District Reporting.
3. Vendor should provide a comprehensive price matrix that details products and services offered allowing users to easily access accurate pricing.
4. This bid will have a discount from manufactures suggested retail pricing which in some instances changes routinely due to current market conditions and cost of goods sold. The discount will apply from the current MSRP.
5. Any vendor wishing to be considered for award of a particular company must either keep all accounts current with the latest hard copy of the manufacturers pricing or maintain a web site with PDF files of the current pricing. Failure to maintain current price lists throughout the contract period will be grounds for immediate termination of the contract.
6. Awarded vendors must provide onsite service and installation when the Region 19 Purchasing Cooperative members states services are required in house.

**Contact Information:****Focus School Software**

Steven Harnois / Jason Warner

475 Central Ave., Suite 400

St. Petersburg, Florida 33701

P: 727-388-7004

F: 727-213-6999

[steven@focusschoolsoftware.com](mailto:steven@focusschoolsoftware.com) / [jasonw@focusschoolsoftware.com](mailto:jasonw@focusschoolsoftware.com)

[www.focusschoolsoftware.com](http://www.focusschoolsoftware.com)

**States Covered:** California, Florida, New Jersey, Texas

**Services Provided:** Student and Finance Systems, Implementation Services, and Annual Maintenance and Support Services

**Price Link**

**Contact Information:**

**~~Prologic Technology Systems, Inc.~~**

**Frontline Technologies Group, LLC dba Frontline Education ~~\*(as of 8/9/18)~~ \*updated as of 03/09/2020**

~~Scott Crouch (Frontline) \*updated 10/1/18~~

~~Jeff Pepper~~

~~10801-1 North Mopac Expressway, Ste. 120~~

~~Austin, Texas 78759~~

~~P: 512-328-9496~~

~~F: 512-342-1705~~

~~[jeffpepper@ptsteams.com](mailto:jeffpepper@ptsteams.com) / [cwilliams@ptsteams.com](mailto:cwilliams@ptsteams.com)~~

~~<http://teams.solutions>~~

~~Frank Tait Betty Marmolejo Kathy Warnock~~

~~1400 Atwater Dr.~~

~~Malvern, PA 19355~~

~~P: 610-722-9745 (484) 328-4067 (484) 328-4021~~

~~[billing@frontlineed.com](mailto:billing@frontlineed.com) [ftait@FrontlineEd.com](mailto:ftait@FrontlineEd.com) [bmarmolejo@frontlineed.com](mailto:bmarmolejo@frontlineed.com) [kwarnock@frontlineed.com](mailto:kwarnock@frontlineed.com)~~

**States Covered:** All States

**Services Provided:** ~~Finance, Human Resource and student Software Solutions~~ Solutions for financial management, proactive recruiting and hiring, absence and time, professional growth, student information systems, special education, school health management, payroll, medicaid and benefits.

**Contact ASC for Pricing** ~~\*updated 3/26/18, 1/17/19, 6/30/2020, 10/5/2020, 2/15/2021, 3/1/2021, 3/26/21~~

**Skyward, Inc.**

Dave Ilkka

2601 Skyward Drive

Stevens Point, Wisconsin 54482

P: 800-236-7274

F: 715-341-1370

[www.skyward.com](http://www.skyward.com)

[davei@skyward.com](mailto:davei@skyward.com)

**States Covered:** Florida, New Mexico, and Texas

**Services Provided:** Student Information, Budgeting, Payroll and Reporting Solutions

**Price Link**

**Approved by:** \_\_\_\_\_

Armando Aguirre- Executive Director

Dr. Armando Aguirre- Executive Director

Dr. Armando Aguirre- Executive Director

**Date:** \_\_\_\_\_

(July 27, 2017)

(March 25, 2021)

(April 26, 2022)