

**Agendum  
Oakland University  
Board of Trustees Formal Session  
March 6, 2015**

**APPROVAL OF AMENDMENTS TO ELLUCIAN BANNER TECHNICAL CURRENCY  
AND RELATED AGREEMENTS  
A Recommendation**

1. **Divisions and Departments:** Academic Affairs, University Technology Services
2. **Introduction:** In 1997, Oakland University (University) engaged in a systems planning process to identify means by which the University could more effectively provide students with access to academic information and records, and facilitate the University's redesign of its business processes, all while reducing operating costs. As a result of that process, the Board of Trustees (Board) approved the purchase of Banner, the University's Enterprise Resource Planning System (ERP), which is currently marketed under the trade name Ellucian.

In addition to the initial 1997 Board approvals of the SCT Technical Currency Agreement, the Software License and Services Agreement, and the Technical Currency Agreement, the Board also authorized amendments in 2000, 2003, and 2005, and the purchase of the SunGard Higher Education constituent management system in 2011.

The core agreements for the ERP are set to expire at the end of the licensing period July 1, 2015. Additional related agreements will also expire during the next five years. Due to the University's fifteen year investment in this system and related products, and the three-to-five year lead time it would take to research, competitively bid, and implement a new system, University Technology Services (UTS) and Purchasing consider renewal of the ERP a sole source purchase, not subject to the University's competitive bidding process.

The current cost of the ERP is included in the University's annual base budget. As shown in Attachment A, Proposed Ellucian Contract Renewal Outline, renewal will include a one percent increase on the main contract, changing from four to five percent year over year, and zero to seven percent increases on extended contracts (varies by module), per budget year (BY).

It is requested that the Board authorize the Senior Vice President for Academic Affairs and Provost to negotiate and execute an amendment to the Technical Currency Agreement for five years, not to exceed \$276,285 for BY16 in July 2015, then annual renewal fees in subsequent years equal to the amount of fees paid in the prior year plus an increase not to exceed five percent and a commitment to renew through BY20.

It is also requested that the Board authorize the Senior Vice President for Academic

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Affairs and Provost to negotiate and execute amendments to the renewal of extended license agreements for five years, not to exceed \$203,412 for BY16 in July 2015, then annual renewal fees in subsequent years equal to the amount of fees paid in the prior year plus an increase not to exceed seven percent and a commitment to renew through BY20.

**3. Previous Board Action:** The Board of Trustees authorized the original Software License and Services Agreement in June 1997, with an amendment in February 2000. The Board of Trustees authorized the original Technical Currency Agreement in June 1997, with additional amendments authorized in February 2000, April 2003, and September 2005. In December 2011, the Board of Trustees authorized the five year contract for the SunGard Higher Education constituent management system.

**4. Budget Implications:** Annual renewal for core applications will be \$276,285 in BY16, and increase five percent year over year for five years. Ancillary agreements total \$203,412 and will increase between zero and seven percent a year, based on individual contracts. The first payment is due July 2015; renewal fees will be funded by the Office of the Vice President for Finance and Administration.

**5. Educational Implications:** These software licenses represent a holistic view of all online enterprise systems licensed through Ellucian. The enterprise systems environment support constituent relationship management, document management, recruiting, admissions, financial aid, registration, student services, academic history, finance, accounting, human resources, payroll, accounts receivable, accounts payable, donor development, and alumni relations.

**6. Personnel Implications:** None.

**7. University Reviews/Approvals:** Proposal developed by University Technology Services and the Purchasing Department, reviewed by the Office of the Provost and the Office of the Vice President for Finance and Administration.

**8. Recommendation:**  
RESOLVED, that the Senior Vice President for Academic Affairs and Provost is authorized to negotiate and execute amendments to the Technical Currency Agreement for core Banner services and extended services not to exceed \$276,285 for BY16 in July 2015, then annual renewal fees in subsequent years equal to the amount of fees paid in the prior year plus an increase not to exceed five percent, and a commitment to renew through BY20.

RESOLVED, that the Senior Vice President for Academic Affairs and Provost is authorized to negotiate and execute amendments to the renewal of extended license

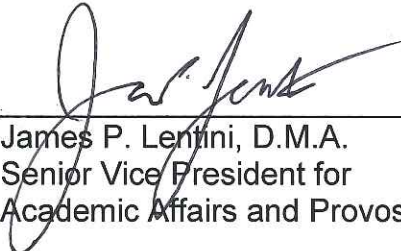
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agreements not to exceed \$203,412 for BY16 in July 2015, then annual renewal fees in subsequent years equal to the amount of fees paid in the prior year plus an increase not to exceed seven percent and a commitment to renew through BY20.


RESOLVED, that the amendments shall be reviewed and approved by the Office of Legal Affairs prior to execution and shall be in compliance with the law and University policies and regulations and shall conform to the legal standards and policies of the Board of Trustees.

9. **Attachments:** (A) Proposed Ellucian Contract Renewal Outline

Submitted to the President  
on 2/26, 2015 by

  
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James P. Lentini, D.M.A.  
Senior Vice President for  
Academic Affairs and Provost

Recommended on 2/27, 2015  
to the Board of Trustees for Approval by

  
\_\_\_\_\_  
George W. Hynd  
President

ATTACHMENT A

Ellucian Contract Renewal Options

	Base	5 Year				
	BY15	BY16	BY17	BY18	BY19	BY20
<b>Main Contract</b>	\$ 263,129	276,285	290,100	304,605	319,835	335,827
<b>Percent Increase</b>	4%	5%	5%	5%	5%	5%
<b>Extended Contracts</b>						
<i>Automatic</i>	\$ 17,313	18,006	18,726	19,474	20,838	22,297
<b>Percent Increase</b>	4%	4%	4%	4%	7%	7%
<i>Banner Document Management</i>	\$ 19,917	20,913	21,958	23,056	24,209	25,420
<b>Percent Increase</b>	8%	5%	5%	5%	5%	5%
<i>Banner Document Management Oracle Licenses</i>	\$ 41,716	43,389	45,558	47,836	50,228	52,740
<b>Percent Increase</b>	6%	5%	5%	5%	5%	5%
<i>Student Retention and Recruiting and Admissions</i>	\$ 34,024	35,726	37,512	39,388	41,356	43,424
<b>Percent Increase</b>	6%	5%	5%	5%	7%	7%
<i>Flexible Registration</i>	\$ 24,402	25,378	26,393	27,449	29,370	31,426
<b>Percent Increase</b>	4%	4%	4%	4%	7%	7%
<i>Recruiter Subscription</i>	\$ 60,000	60,000	60,000	60,000	60,000	60,000
<b>Percent Increase</b>	0%	0%	0%	0%	0%	0%
<b>TOTALS</b>	\$ 460,501.00	\$ 479,696.52	\$ 500,247.45	\$ 521,808.37	\$ 545,836.19	\$ 571,133.60

Budget Commitment

\$ 460,501.00

\$2,618,722.13