

## EAB Navigate References

October 8, 2018

Hi Audrey,

Thanks for the update and I look forward to hearing planned next steps from Dale when appropriate. I appreciate this is a large scale and important decision for the college, so please let me know what additional information I can be helpful in providing and I'd be glad to do so. Per your request, attached is the partnership options document I shared previously along with a Detailed Overview of Navigate document that describes Navigate functionality as represented in the proposal document.

Page three of this document outlines numerous partnership options for Mt. San Antonio's review – each with slightly different scoping which I hope demonstrates the level of flexibility we have in crafting the right partnership for Mt. Sac...

- 1) The first column represents our "base" Navigate package that includes all features except our proprietary predictive analytics model and associated advanced reporting (i.e. all of the *Smart Guidance* and *Strategic Care* functionality).
- 2) The second column partnership is the Navigate solution including our 'Intelligence pillar (i.e. customized predictive analytics model and enhanced reporting based on that model)
- 3) The final column outlines the partnership for our Navigate solution including the Intelligence pillar and our Community College Executive Forum best practice research membership (note – our CCEF research membership can be added under any proposal scope)

These are the options I believe best match your needs / goals as an institution, as they were articulated to me. I do not believe Mt. Sac should consider a more reduced scope of partnership than the first option outlined in this document (though that's certainly available), as anything less in scope is not going to provide the holistic, cross campus transformational impact you're looking to deliver and scale.

It's important to note the cost associated with each proposal is scaled based on your total student headcount and also layers in additional factors such as SIS and

any other current partnerships in the region / state. In terms of timing, **our next cohort of members has been announced for colleges making a commitment to Navigate before Thanksgiving** and then we will likely have one final cohort of colleges committing before the end of the year. The pricing noted in the attached document is currently approved through **12/31/2018** (our finance team reviews pricing models on an annual basis) so I'd say this is the latest critical date you'd want to make a formal commitment by, if at all possible. If Mt. Sac can commit to either the Thanksgiving cohort or the end of year cohort, we're targeting having key elements of the student onboarding and counsellor workflow technology live by the Summer, with the academic planning and registration integration then rolling out in the early Fall.

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