

**From:** [LaVigna, Rachel](#)  
**To:** [Mauch, Thomas](#); [Castro, Melba](#); [Dorame, Francisco](#)  
**Cc:** [De Leon, Lucy](#); [Hinnenkamp, Jack](#)  
**Subject:** EAB Navigate | Mt SAC Renewal Proposals  
**Date:** Tuesday, October 17, 2023 9:26:01 AM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)  
[image004.png](#)  
[Nav Recruitment Management one-pager\\_FIN.pdf](#)

**EXTERNAL SENDER** - Exercise caution with requests, links, and attachments.

Hello Tom, Melba, and Francisco,

We are looking forward to meeting later today to show you Navigate’s Recruitment Management module (one-pager attached here). Ahead of that, I wanted to share the two renewal proposals I’ve been working with my Finance team on for Mt SAC’s Navigate and Strategic Advisory Services partnership given your partnership expires on **2/29/24**. I apologize in advance for my lengthy email – I wanted to make sure I captured everything in one place for you.

I know you are interested two proposals:

1. One that includes what you currently have with Navigate (minus Academic Planning/Registration) and Strategic Advisory Services (SAS)
2. One that includes what you currently have with Navigate (minus Academic Planning/Registration) and Strategic Advisory Services + Recruitment Management

I’m happy to share I have approval to offer proposals with these elements that include preferred terms if Mt SAC can **return a signed agreement by 12/31/23**. I’ve included the details below, starting with an explanation for how we think about Navigate continuation structures:

Our standard Navigate continuation structure is a 5-year partnership term, with an initial uplift of 10% in year-one and 7% uplifts in the outer years. This model enables us to make continuous investments, such as expanding features and functionality, meeting and exceeding accessibility and security standards, improving user experience and uptime, and expanding our scope and delivery of student success research. Recently, we’ve added capacity to our development and platform support teams, introduced several performance and infrastructure-related improvements, while also shifting focus toward accessibility needs. EAB also includes a \$7,500 administrative fee in all contracts, which is designed to cover the administrative costs that are associated with serving a broad cohort of partners in 2023 and beyond.

In review of your current contract, I learned that Mt SAC is **currently benefitting from a 14% discount** when compared to the standard annual rate for an institution of your size. These discounts were included because the institution purchased the entire Navigate suite. When we break apart modules, we do lose some of that discounting in our system. However, if you were to add Recruitment Management at the same time you remove Academic Planning, we can essentially just do a swap and maintain the same level of discounting here. Please see more details below:

**Preferred Proposal #1:** Remove Academic Planning/Registration

- As I shared, if you want to unbundle one of the modules from your Navigate partnership, you will lose the current 14% discount. Below you will see our list pricing for an institution of your size for all other Navigate modules + SAS.
- If Mt SAC chooses this option and can return a signed agreement by 12/31/23, I have approval to lower the standard 7% uplift in the outer years **down to 4%**. Please see this investment outlined year-over-year below:

	2024-2025	2025-2026	2026-2027	2027-2028	2028-2029
Navigate (No AP) + SAS	\$230,450	\$239,668	\$249,255	\$259,225	\$269,594
Admin Fee	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500
<b>Total</b>	<b>\$237,950</b>	<b>\$247,168</b>	<b>\$256,755</b>	<b>\$266,725</b>	<b>\$277,094</b>

**Preferred Proposal #2:** Remove Academic Planning/Registration and Add Recruitment Management

- If you were to add Recruitment Management on at the same time you remove Academic Planning, I can maintain your 14% discount because it would mean you’re keeping 4 Navigate modules. When I ran the pricing with our Finance team, I received approval to just swap out Academic Planning for Recruitment

Management so that you don't see a change in pricing.

- In addition, if Mt SAC chooses this option and can a signed agreement by 12/31/23, I have approval to also provide even more preferred renewal terms. We can lower the standard 10% uplift in year-1 **down to 6%** and lower the 7% uplift in the outer years **down to 2%**, which mirrors your current Navigate contract structure. Please see this investment outlined year-over-year below:

	<b>2024-2025</b>	<b>2025-2026</b>	<b>2026-2027</b>	<b>2027-2028</b>	<b>2028-2029</b>
Navigate (No AP) + RM + SAS	\$234,067	\$238,748	\$243,523	\$248,394	\$253,362
Admin Fee	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500
<b>Total</b>	<b>\$241,567</b>	<b>\$246,248</b>	<b>\$251,023</b>	<b>\$255,894</b>	<b>\$260,862</b>

I wanted to send this pricing over right before our Recruitment Management (RM) conversation today so it was top of mind as you watched the demo. The main takeaway here is that moving forward with adding RM on as part of your renewal would come at no additional cost. And on top of that, over the 5-year term, it would actually be a cheaper investment than option #1.

I know this is a lot of information here, so I am happy to set up additional time to walk through this with you either later this week or next after you've had some time to discuss your thoughts on RM in f/u to the demo. Thank you and I look forward to speaking with you soon!

Best,  
Rachel



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