

# 34925

ADOPTED—BOARD OF TRUSTEES  
COMMUNITY COLLEGE DISTRICT NO. 508  
OCTOBER 5, 2023

## BOARD OF TRUSTEES OF COMMUNITY COLLEGE DISTRICT NO. 508 COUNTY OF COOK AND STATE OF ILLINOIS

### SALESWINGS LICENSES CARAHSOFT TECHNOLOGY CORP. THE OFFICE OF INFORMATION TECHNOLOGY DISTRICT WIDE

#### **THE CHANCELLOR RECOMMENDS:**

that the Board of Trustees authorizes the Chair, upon final approval of the General Counsel of the legal form of such agreements, to enter into an agreement with Carahsoft Technology Corporation to provide SalesWings licenses for the period of November 1, 2023 through October 31, 2024 at a total cost not to exceed \$25,641.47.

**VENDOR:** Carahsoft Technology Corp.  
11493 Sunset Hills Road, Suite 100  
Reston, VA 20190

**USER:** District Wide

#### **ORIGINAL TERM:**

The term of this agreement shall commence on November 1, 2023 and shall end on October 31, 2024.

#### **SCOPE OF SERVICES:**

CCC's agreement with Carahsoft will enable CCC to purchase SalesWings licenses to enhance current business processes around marketing efforts to prospective students.

#### **BENEFIT TO CITY COLLEGES OF CHICAGO:**

The addition of SalesWings to the CRM ecosystem will allow CCC to track user journeys across targeted web properties. The data will be pushed to Marketing Cloud, CCC's enterprise digital marketing tool, to allow further insights into user activities and message personalization. The addition of this tool will result in a more sophisticated and data-informed outreach to prospective students.

#### **VENDOR SELECTION CRITERIA:**

In Board Report #29816 and #32583, the Board approved the participation in the use of Omnia Partners (formerly U.S. Communities Government Purchasing Alliance). Carahsoft Technology Corp was awarded contract # R 91 90 2 in accordance with the procurement procedures as detailed in RFP # 19-19, (Educational Software Solutions and Services). Pursuant to State law, contracts for goods and services procured from another governmental entity are exempt from the District's competitive bidding requirements.

#### **MBE/WB COMPLIANCE:**

The Office of Procurement Services has reviewed the proposed compliance plan and recommends a full waiver of the Board Approved MBE/WBE Contract Participation Plan due to the nature of the agreement (software licenses) and the absence of subcontracting opportunities.

**GENERAL CONDITIONS:**

Inspector General – It shall be the duty of each party to the agreement to cooperate with the Inspector General for City Colleges of Chicago in any investigation conducted pursuant to the Inspector General’s authority under Article 2, Section 2.7.4(b) of the Board Bylaws.

Ethics – It shall be the duty of each party to the agreement to comply with the applicable provisions of the Board’s Ethics Policy adopted January 7, 1993, and as amended by the Board.

Contingent Liability – Pursuant to Section 7-14 of the Illinois Public Community College Act, all agreements authorized herein shall contain a clause that any expenditure beyond the current fiscal year is subject to appropriation in the subsequent fiscal year.

**FINANCIAL**

**Total: \$25,641.47**

**Charge to: The Office of Information Technology**

**Source of Funds: Capital**

**FY24:540000-92015-0023003-80000**

**Respectfully submitted,**

**Juan Salgado  
Chancellor**

**October 5, 2023 - The Office of Information Technology**