

eCollege Contract Renewal Proposal

March 29, 2012

The following is the result of the LMS team's negotiations with eCollege. The information is not a contract, but a proposal of items that will be included in the new LMS contract. eCollege has agreed to the proposed changes in the contract.

	Current	Proposed
Census Date	15 business days	25 business days
Enrollment totals	Barton/EduKan	Barton/ EduKan/EduKan members
Tier rate determination	Contract year	Increase number of tiers & contract year
Annual fees	\$6,000	\$ 0
Survey Evaluation	\$18,000	\$ 0
ExamGuard	Included in Tech fee	\$1,000 for block of 200 enrolments (low usage)
Class Pro Live	\$12 per enrollment in a section for each student using it.	Not used by Barton, but if Barton start using it the cost will be \$7-\$12 depending on the amount of use.
eCompanion & Hybrid License	\$25,000 for block of 2,000 enrollments	eCompanion license – no cost. Hybrid courses will be paid at 50% of the current tiered eCourse rates.
Tier rates (BOL & EduKan combined)	15,001-17,500 =\$53.94 17,501-20,000 =\$49.77 20,001-25,000 =\$47.78 25,001- above = \$46.25	15,001-20,000 = \$38.80 20,001-25,000 = \$32.40 25,001-30,000 = \$28.40 30,001-35,000 = \$26.98
Term of Contract	5 years	5 years with new terms starting the final year of current contract

The combined enrollments for BartOnline and EduKan are expected to be over the 20,001 enrollments by fiscal year end. Based on the total enrollments of 20,001, Barton can expect an annual savings of approximately \$262,000 starting with the next fiscal year (based on current enrollment expectations).

Breakdown of costs:

	Barton Increase	Barton Decrease
Annual Fees		\$6,000
Survey Evaluation		\$18,000
ExamGuard fees	\$1,000	
eCompanion & Hybrid License (based on 2,000 hybrid enrollments and 20,001 tier rate)	\$7,400	
Technology fee (based on 20,001 enrollments, of which 16,000 are BOL)		\$246,080
Total	\$8,400	\$270,080

In addition, Barton’s team had a number of support concerns. These concerns have been discussed with eCollege representatives and eCollege has addressed these concerns.