DATE:
March 25, 2021

AGENDA ITEM (ACTION ITEM):
Consider/Approve: Agreement with Follett School Solutions to provide School Asset Management Software & Hardware Solutions for calendar years 2022 & 2023

APPLICABLE BOARD POLICY:
01.1   Legal Status of the Board

HISTORY/BACKGROUND:
In accordance with the 1 to 1 Technology Program, an estimated 3,000 new devices will be placed into service each year. All schools will receive student and teacher devices which require asset inventory identification and tracking. The Destiny Resource Manager System will provide the tools and system for initial asset recording and tracking as the devices are assigned to specific students and staff. KCSD schools currently utilize the Follett Co. Library/Media Systems and are very satisfied with its performance. Follett School Solutions is an approved vendor per the 2021 KY State bid list.

The proposal for fiscal year 2022 includes the following items:
1)	Destiny Resource Manager annual licensing & maintenance	$ 13,370.00
2)	17 Follett Destiny VersaScan Scanner Kits	16,983.01
3)	Project Implementation Management, Technical Training for System Administrators and Asset Coordinators at all 17 schools	17,567.00
	Total Year 1, FY 2021	$ 47,920.01

Year 2, fiscal year 2023 includes
1)	Destiny Resource Manager annual licensing & maintenance	$ 13,369.65

FISCAL/BUDGETARY IMPACT:
FY 21/22, $47,920.01 to be paid from ESSER II funds and FY 22/23, $13,369.65 to be paid from ESSER II funds

RECOMMENDATION:
Approval of the Agreement with Follett School Solutions to provide School Asset Management Software & Hardware Solutions for calendar years 2022 & 2023

CONTACT PERSON:
Susan Bentle, Exec. Director Finance

N/A	*Susan Bentle*	*(signature)*
Principal/Administrator	*District Administrator*	*Superintendent*

Follett

Proposal
Kenton County Schools
Quote # 1096254-3
Customer # 1638804
February 18, 2021

These prices are valid until March 24, 2021, after which they are subject to change by Follett.

Summary of Software and Services: Year 1 Costs	Pricing
Price	$47,916.00
Estimated Shipping and Handling	$4.01
Final Price	$47,920.01

Destiny Cloud

PN294: Resource Manager Promo

$30,583.00

- Destiny Resource Manager – Complete Edition for seventeen (17) location(s)
  - o Online documentation and Help
  - o Note: Resource Manager is designed specifically as a tool for District/School resource (non-library) management.

- Server maintenance and support

Implementation Services

- **Project Management:** includes a central point of contact during the implementation of Destiny Cloud.

- **System Setup:** consists of remote initial setup of district and schools, and initial data load.

- **Technical Administrative Training:** consists of remote brief technical training for Destiny Cloud. For the most optimal learning experience, we recommend no more than twelve (12) participants.

- **Managing Your Resources and Defining Templates Webinar:** This instructor-led, web-based training provides the tools you need to begin incorporating Destiny into your daily routine. You'll learn about the terms and definitions used in Destiny Resource Manager, as well as how to create a category hierarchy (known as a template) to properly track and account for your valuable resources.

  This training is after your Planning Meeting and Destiny installation. (Maximum: 12 participants)

- **Resource Manager–Security Setup Webinar:** This instructor-led, web-based training introduces you to the Destiny hierarchy. This hierarchy is how you control who in the district can access various features and data in Destiny. The training focuses on the default district and site-level users that are set up during installation, typical tasks for these users, and how to decide who in your district might fit these roles. To ensure your users have access to only the software features they need, you'll look at the available permissions, and assign the appropriate access levels, usernames and passwords. (Maximum: 12 participants)

- **Resource Manager - Site Essentials Webinar:** This instructor-led, web-based training will focus on teaching school staff the essential school-level capabilities of Resource Manager. Customers may have up to a maximum of twelve (12) participants per Webinar. Attendees who participate in this training will be authorized to contact Follett's toll-free technical support hotline for help.

Peripherals

* Note that the Extended Maintenance Agreements must be purchased at the time of original hardware purchase

PN340 – VersaScan Discount with multiple Destiny Licenses purchase Promo

- Seventeen (17) Follett Destiny VersaScan Scanner Kit(s) $16,983.00

Additional Training

- Resource Manager Site Essentials Webinar – one (1) session(s) $350.00

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- Destiny Resource Manager – Complete Edition for seventeen (17) location(s) $13,369.65
  - Online documentation and Help
  - Note: Resource Manager is designed specifically as a tool for District/School resource (non-library) management
- District Technical Support includes:
  - Toll-free telephone technical support for designated Customer contacts
  - 24/7 customer Web Portal, with searchable online knowledge base
  - Unlimited email support
  - Follett Community (how-to's, training tools, and videos)
  - Product updates

Total Annual Licensing and Maintenance Costs**:   **$13,369.65**

*You must have paid or pay for all prior years' Annual Licensing and Maintenance Costs and renew maintenance for all sites and Management Systems at the same time in order to continue to receive access to Destiny Cloud. Otherwise Follett reserves the right to turn off the Services.

** Note: This new pricing will be reflected in your next annual renewal fee.

Follett evaluation of Customer's current data and infrastructure is required in advance of final pricing and agreement. If such evaluation has not been completed, additional products and services may be required that were not previously proposed. The Customer agrees that they are solely responsible for the cost of all products and services requested or required.

The Customer acknowledges and agrees that they may be required to complete and submit a discovery document to Follett. This provides bar code scanner and other related information on a site by site basis prior to data migration. The Customer agrees they will not migrate any data from any existing system into Destiny without authorization in advance by Follett. Follett is not responsible for any costs, services or products that may be required related to unauthorized migration of data by a Customer.

Note: The Follett Destiny Solution is a Schools Interoperability Framework (SIF) certified product based on the US SIF Specification. The Destiny SIF agent and SIF implementation services are sold by Kimono (web.kimonocloud.com).

◊ Follett Destiny VersaScan

Improve efficiencies and get smarter with the Destiny® VersaScan from Follett.
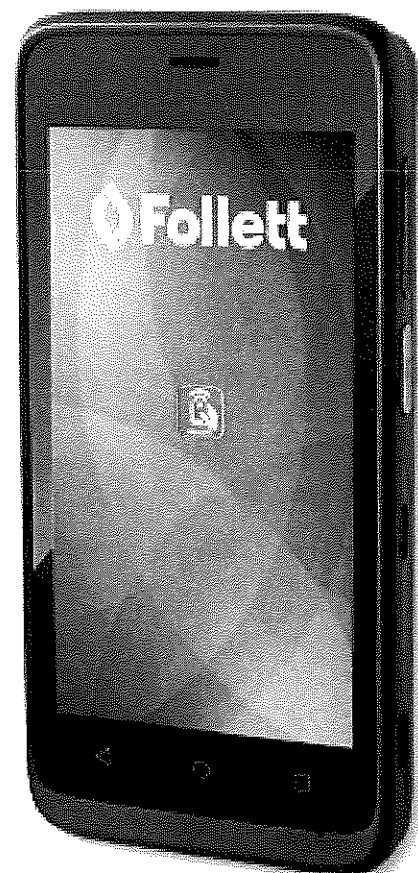
Follett's scanners help you manage your library, textbooks, instructional materials, band instruments, sports equipment, 1:1 devices and more. Track your assets and save time. Our scanners are accurate and easy to use, even for your part-time volunteers.

The Destiny VersaScan is Follett's premium scanner that enables you to manage your resource and library inventory with the same tool you use to obtain patron status and monitor circulation.

Destiny VersaScan Integrates Seamlessly with Follett Solutions

- Extends the Follett Destiny® Library Manager system with scanners, receipt printers and barcode labels
- Works with Destiny Resource Manager to tag, report and ensure accountability for all textbooks and assets

Contact us about introductory pricing

◊ Follett Destiny VersaScan

Trust Follett, the #1 Name in PreK-12 Resource and Content Management

- Serving over 90,000 schools
- Leading education for 145 years
- Enhancing learning in 161 countries

Empower educators. Inspire learning.™

Follett provides products that connect students and teachers.

By accurately tracking assets, you can quickly locate materials, maximize their value and achieve total transparency. Follett offers a variety of ways to manage assets and operations, including the VersaScan.

Destiny VersaScan features

- Mobile phone form factor
- Built-in hardware barcode scanner for fast, accurate scanning with convenient triggers on the left and right edges of the device
- Improved wireless networking support, WLAN: IEEE 802.11 a/b/g/n/ac
- **NEW!** Follett Destiny app pre-loaded with support for library and resource inventories
- 5.0" 1280 x 720 high-definition screen
- Android 8 operating system
- Memory: 2 GB RAM/16 GB Flash
- Qualcomm Snapdragon SDM450, 1.8 GHz octa-core processor
- A removable battery: Li-ion, 3.8 V, 4000 mAh
- Micro USB 2.0 (communicates to PC, supports adapter/USB charging)
- USB wall adapter: 5 V/2 A
- One-year factory warranty

Contact our sales team at **877.899.8550 – press 1, then 2** to get yours today!