

**(ATTACHMENT 19) ACTION ON THE AWARD OF EXCEPTION-TO-BID REQUESTS**

Purchase Requisition Number: CR023155  
Contract Number: C025296  
Vendor Number: V024928

**MILWAUKEE BOARD OF SCHOOL DIRECTORS  
PROFESSIONAL SERVICES CONTRACT  
FIRST EXTENSION & MODIFICATION**

On June 30, 2016, the Milwaukee Board of School Directors (“MPS”) and Qualtrics, LLC (“Contractor”) entered into Professional Services Contract number C025296 (“Contract”) with a term of July 1, 2016 through June 30, 2018. The parties now mutually agree to extend the Contract for an additional one-year term.

As such, the Contract will be extended, from July 1, 2018 through June 30, 2019 (“Year 3”), under the same terms and conditions as set forth in the Contract, except as specifically set forth below.

In accordance with ¶ 20 of the Contract, the parties also modify those terms and conditions identified below.

**MODIFIED TERMS:**

1. Paragraph 1 of the Contract is modified as follows: “Year 3 shall include licenses as indicated in “Qualtrics Proposal” attached hereto as Exhibit 1, hereby incorporated by reference.” is added.
2. Paragraph 2 of the Contract is modified as follows: “This Contract shall be in effect for an additional one-year term (“Year 3”) from July 1, 2018 through June 30, 2019.” is added.
3. Paragraph 3 of the Contract is modified as follows: “Total compensation under this Contract shall not exceed \$211,875.00 in Year 3.” is added.

**CONTRACTOR**

By: \_\_\_\_\_

Date: \_\_\_\_\_

Qualtrics, LLC  
400 W. Qualtrics Drive, Suite 100  
Provo, UT 84604  
(800) 340-9194

Tax ID:

Budget code(s): GEN-0-0-INV-DW-ESWR

**MILWAUKEE BOARD OF SCHOOL DIRECTORS**

By: \_\_\_\_\_

*Thomas P. Conjurski  
Chief Financial Officer, Office of Finance*

Date: \_\_\_\_\_

By: \_\_\_\_\_

*Keith P. Posley, Ed.D.  
Interim Superintendent of Schools*

Date: \_\_\_\_\_

By: \_\_\_\_\_

*Mark A. Sain, President  
Milwaukee Board of School Directors*

Date: \_\_\_\_\_

Reviewed by Risk Management:

By: \_\_\_\_\_

Date: \_\_\_\_\_



EXHIBIT 1

CR023155  
C025296  
V024928

# Qualtrics Proposal



**MILWAUKEE  
PUBLIC SCHOOLS**

Ford Poulsen

Qualtrics  
K12 Regional Manager

333 W River Park Dr.  
Provo, UT 84604

385.203.4909  
stanfordp@qualtrics.com



LICENSE	DESCRIPTION	PRICE
District Wide Research Core, Stats IQ, Vocalize	<ul style="list-style-type: none"> <li>• Unlimited Completed responses</li> <li>• Unlimited Users</li> <li>• Unlimited projects</li> <li>• Unlimited phone &amp; email support</li> <li>• Custom branded theme</li> <li>• SMS Text</li> <li>• Advanced Distribution</li> <li>• Advanced Question Types</li> <li>• Stats IQ District Wide</li> <li>• Unlimited Vocalize</li> <li>• Unlimited Support</li> <li>• Superintendent Evaluation Process</li> <li>• Assigned client success manager</li> </ul>	\$167,500 Annually <del>-10% (\$16,750)</del> \$150,750 Annually

LICENSE	DESCRIPTION	PRICE
EX 1 Lifecycle or Engagement	<ul style="list-style-type: none"> <li>• Ad Hoc Employee Research</li> <li>• Lifecycle</li> <li>• Drive IQ</li>   <li>• Or</li>   <li>• Ad Hoc Employee Research</li> <li>• Engagement</li> <li>• DriverIQ</li> <li>• Role Based Dashboards</li> </ul>	\$67,900 Annually Total Bundled with District Wide - \$235,400 <del>-20% (\$47,080)</del> Total - \$188,320 Implementation - \$3,500 (one-time)

LICENSE	DESCRIPTION	PRICE
EX 3 Advanced	<ul style="list-style-type: none"> <li>• Ad Hoc Employee Research</li> <li>• Engagement</li> <li>• Lifecycle</li> <li>• Driver IQ</li> <li>• Role Based Dashboards</li> <li>• Pulse Surveys</li> <li>• Action Planning</li> </ul>	\$115,000 Annually Total Bundled with District Wide - \$282,500 <del>-25% (\$70,625)</del> Total - \$211,875 Implementation - \$5,000 (one-time)

o Net 30 day terms

Pricing Valid Until 3/31/2018