

**APPROVAL OF APPIRIO, INC. CONTRACT SERVICES**

**RESOLUTION NUMBER 2019-53**

**WHEREAS**, Ivy Tech Community College (“College”) has a need to engage a professional information services integration and implementation vendor skilled in delivering applications built on the Salesforce platform, and

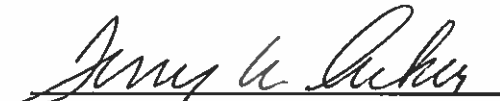
**WHEREAS**, the College may pay more than \$500,000.00 for a Salesforce CRM Systems Integration vendor assigned to work on different ongoing technical projects related to the implementation of the College’s Salesforce CRM environment, and

**WHEREAS**, the College has conducted a rigorous, inclusive and competitive procurement process to select a lead CRM integration vendor and determined that one respondent to the College’s RFP meets its needs at the best price after evaluating a wide array of functional and technical criteria, and

**WHEREAS**, the State Board of Trustees of Ivy Tech Community College must approve any contract by the College exceeding \$500,000 unless the obligation was previously approved by the Board through the allocation of funds.

**NOW THEREFORE BE IT RESOLVED**, that the State Board of Trustees authorize and direct the College President, or his designee, to enter into a professional and technical services contract with Appirio, Inc. for \$3,620,000 after the contract has been approved by the College’s General Counsel.

**STATE TRUSTEES  
IVY TECH COMMUNITY COLLEGE**

  
Terry W. Anker, Chairman

  
Andrew Wilson, Secretary

**Dated: December 5, 2019**