

**APPROVAL OF SALESFORCE CRM RENEWAL CONTRACT  
SYSTEMS OFFICE**

**RESOLUTION NUMBER 2023-42**

**WHEREAS**, the College uses Salesforce to provide its customer relation management platform (“CRM”); and

**WHEREAS**, the current contract term is set to expire on January 13, 2024; and

**WHEREAS**, to College’s renewal contract term will be for three (3) years, beginning on January 14, 2024 and run through January 13, 2027; and

**WHEREAS**, the total contract amount for the three (3) year term is \$1,962,979.06; and

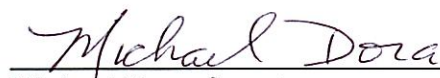
**WHEREAS**, the State Board of Trustees of Ivy Tech Community College must approve any contract by the College exceeding \$500,000 unless the obligation was previously approved by the Board through the allocation of funds.

**NOW THEREFORE BE IT RESOLVED**, that the State Board of Trustees hereby approves the College renewal of its CRM with Salesforce to begin on January 14, 2024 for three (3) years to run through January 13, 2027 for a total amount of \$1,962,979.06; and

**FURTHER BE IT RESOLVED**, that the State Trustees do hereby authorize and direct the College President or her designee or her appropriate designated College employee, to execute the contract with said firm after the documents have been approved by College Counsel.

**STATE BOARD OF TRUSTEES  
IVY TECH COMMUNITY COLLEGE  
OF INDIANA**

  
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Andrew Wilson, Chair

  
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Michael Dora, Secretary

**Dated December 7, 2023**