Sauk Valley Community College
September 21, 2026

Action Item 5.4

Topic: **Contract Approval – Genio Site License**

College Health Metric: **Student Services: The College provides quality and supportive services to students.**

Presented By: **Dr. Jon Mandrell and Jenn Schultz**

Presentation:

The College is committed to providing students with tools and resources that support learning, engagement, persistence, and overall student success.

Genio is a learning technology platform that creates simple, engaging learning tools to help students build knowledge, skills, and confidence. The College currently utilizes Genio within the Disability Support Services Office to support students. The College has seen positive results from this implementation, demonstrating the platform's value in helping students engage with course content and develop effective learning strategies.

This investment will expand access to Genio from Disability Support Services to students, faculty, and staff across the College. A campus-wide license will allow the College to build upon the success already seen within Disability Support Services and provide additional opportunities to use Genio to support student learning, engagement, and persistence.

Genio reports that its tools have helped higher education institutions improve persistence rates by as much as 11%. Expanding access across campus will allow the College to incorporate these learning tools into a broader range of student success and academic support efforts.

The three-year subscription will run from October 1, 2026, through September 30, 2029. By paying upfront, the College will receive a 10% multi-year discount of $4,988.87. The agreement also locks in the current pricing for the three-year term, protecting the College from anticipated annual price increases.

Contracts for integrated software services are exempt from public solicited bids under the Public Community College Act (110 ILCS 805/3-27.1) and SVCC Board Policy.

Recommendation:

The administration recommends the Board approve the contract for the Genio site license for $44,899.86.

From: **Joshua Hartrick** <josh.hartrick@genio.co>
Date: Thu, Aug 20, 2026 at 12:08 PM
Subject: Re: Budget decision
To: Sandra Geiseman <sandra.d.geiseman@svcc.edu>

Thanks for this Sandra,

So I've been having a look at your options here and there a few ways of going about this. I've outlined them below and have used the 1st of September as a start date for the calculation. The annual fee is $17,325:

Option 1:
Purchase our campus-wide subscription which will run until your current contract expiry date - 1st of January 2028. This would cost $15,458.82 + your upcoming payment in January 2027 of $5,903.00

Total = $21,361.82

Option 2:
Purchase our campus-wide subscription which will run for 2 years from commencement (1st of September 2026 - 1st of September 2028). Here you would receive a 10% multi-year discount of 3,256.37, if paid upfront.

Total = $29,307.00

Option 2 would also mean you are not subject to any price increases (usually 5% annually) during that period. Not only locking in today's pricing, but also giving you a solid 2 years to implement and scale Genio Notes across campus

Hope that makes sense! Let me know your thoughts and I'll send over the quote of which you can submit for signing.

Best,
Josh

Joshua Hartrick

Aug 25, 2026, 1:17 PM

to Sandra, Kent, me

Hey Sandra,

No problem at all and thanks for looping back so swiftly. I think what may be useful is some further context behind how we've got to this figure, and the overall cost savings.

When we initiated conversations at the beginning of the year our pricing model was calculated on full time enrolment (FTE). Since then, this has changed and is reflective of the total number of students on campus, of which you currently have around 1,300. This would result in a cost of $25,985 per year.

During this process I was able to get clearance from my Sales Manager to honour the previous pricing structure, and this results in a saving of $8,660 per year.

In addition to that, for upfront payments on a multi-year subscription - we can offer 5% for 2 years, and 10% for 3 years. In this scenario I was able to again get sign off for the 10% discount across the board. This will still be applicable on the 3 year option and would mean not only do you protect yourself from annual price increases of 5%, you are in fact protecting yourself from the increase of being in the higher tier of 1,300 students too. There is of course the 10% discount on the overall cost.

All in all, the discount you are receiving are mapped out below:

Pricing Tier Saving: $8,660 x 3 = $25,980
3 year Discount @ 10% = $4,988.87
Yearly Price Increase Saving = $2244.99 x 3 = $6,734.99

Total Savings = $37,703.84

The total cost of a 3 year subscription would be:

$51,975 - $2,086 pro-rata discount = $49,888.73
$49,888.73 - 10% = **$44,899.86**

Upon receipt of this payment, your outstanding payment in January would be cancelled. You would start a new 3 year subscription, locking in today's pricing and giving us the best foundation for the campus-wide initiative, whilst balancing the budget against inflation.