



March 26, 2018

The Florida College System
Florida Department of Education
325 West Gaines Street
Tallahassee, FL. 32399

Dear Florida College System Institutions,

I am contacting you on behalf of Southern New Hampshire University to introduce myself. My name is Gayla Freelon, and I am the Assistant Director of Academic Alliances. I have been charged with establishing an articulation agreement between Southern New Hampshire University - College of Online and Continuing Education (SNHU-COCE) and Florida College System Institutions. This communication serves as a letter of our interest to establish a course by course statewide articulation agreement with Florida College System Institutions and Southern New Hampshire University.

At Southern New Hampshire University, we believe everyone deserves the chance to transform their lives. That's why, as a private nonprofit, institution; we're committed to making education accessible and affordable. It's why we offer a choice of over 200 online degree programs. Why we've spent over 80 years relentlessly reinventing higher education. And why we dedicate every day to helping students succeed. Our SNHU mission is simple:

- COMMUNITY IS AT THE HEART OF EVERYTHING WE DO.
- WE'RE CONSTANTLY REINVESTING IN THE QUALITY OF THE EDUCATIONAL EXPERIENCE.
- WE'RE COMMITTED TO MAKING EDUCATION AFFORDABLE AND ACCESSIBLE.
- WE LOOK AT STUDENTS AS INDIVIDUALS AND DO WHAT'S RIGHT FOR THEM.
- WE TAKE THE PROCESS OUT OF THE TRANSFER PROCESS.
- SUPPORT AND SERVICE EVERY STEP OF THE WAY.

Southern New Hampshire University - College of Online and Continuing Education is proud to serve over 85,000 students with 15,000 students being Military affiliated. How did we get here? By throwing out the old rulebook and dedicating ourselves to the only thing that matters: helping students succeed. We understand the challenges community colleges are up against. We are dedicated to forming strategic partnerships with fellow



College of Online and Continuing Education

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educational institutions that focus on what's most important: helping students to succeed in reaching their goals, and maximizing transfer credits through a seamless transfer process. We accept up to 90 transfer credits and provide detailed course by course transfer pathway course equivalencies as a standard practice within our articulation agreements. These transfer pathways provide a useful tool for students and advisors as they progress in their programs. In addition a statewide articulation agreement would discount our already low, five-year locked tuition rate to \$288 per credit hour for students and employees (and their immediate family members) of the Florida College System.

I welcome a discussion on how a strategic articulation partnership with Southern New Hampshire University – College of Online and Continuing Education, might be beneficial for Florida College System students.

Sincerely,

Gayla Freelon
Assistant Director of Academic Alliances
Southern New Hampshire University
603-851-4942 | g.freelon@snhu.edu

Enclosures: 1



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Articulation Agreement

Southern New Hampshire University – College of Online and Continuing Education
and
(Florida College System Institution [College Name])

I. PURPOSE

Southern New Hampshire University (SNHU) and, in the spirit of academic cooperation, and in order to facilitate the transfer of graduates of [**College Name**] to Southern New Hampshire University - College of Online and Continuing Education (SNHU-COCE), hereby do enter into an academic articulation agreement. Successful implementation of the Agreement is dependent upon communication of its content to all involved participants and the assumption of responsibility by both institutions for such communications.

II. TRANSFER PATHWAY(S)

1. As SNHU is regionally accredited, all academic course work in which a student has earned a grade of “C-” or higher is fully transferable based on the attached course equivalents. Academic course work in which a student has earned a “C-” or better will transfer provided the GPA of transferring coursework is a 2.0 or higher. Up to 90 credits may be accepted in transfer toward a bachelor degree program.
2. SNHU will present transfer pathways and will guarantee the transferability of credits.
3. Any students enrolling at SNHU College of Online and Continuing Education may transfer up to 90 hours for a bachelor's with unlimited CLEP, DANTES and Excelsior, military training (based upon a transcript from the American Council on Education (ACE), College Credit Recommendation Service or Community College of the Air Force (CCAF) transcript) and ACE or National College Credit Recommendation Service (NCCRS) credits - providing students meet residency requirements. Transfer credit is awarded based on degree program requirements. Residency requirements equate to 30 credit hours or ten classes.

III. TERMS

1. Because of this agreement to articulate, and provided the individual identifies [**College Name**] on his or her application form, eligible graduates, employees and the immediate family of employees (spouses, domestic partners, children, siblings and parents) will receive a ten (10%) percent tuition reduction in Southern New Hampshire University - College of Online and Continuing Education, applicable as of the date this Agreement is fully executed by the parties below. In addition, those eligible graduates, employees and immediate family of employees who enroll in Southern New Hampshire University's



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online program will receive a waiver of the application fee normally required by Southern New Hampshire University - College of Online and Continuing Education. No application fee waiver, tuition credit or refund shall be made retroactively for any eligible employee, their family member or alumnus already enrolled at SNHU College of Online and Continuing Education on the date of execution of this Agreement; however, the tuition reduction shall be applied to such eligible employees, their family members or graduates for course enrollments following the execution of this Agreement. Programs offered at military tuition assistance levels are not subject to this reduction. [College Name] employees, their family members and graduates must inform SNHU College of Online and Continuing Education admissions representatives about their affiliation to receive their tuition reduction.

SNHU College of Online and Continuing Education may change its tuition rates at any time at its sole discretion and the reduction will be calculated based on the current tuition in effect for the applicable academic term for the enrolled program. Eligible employees and alumni shall not be entitled to any other reduction and are subject to all other admission and continuation requirements as set forth in the respective Southern New Hampshire University policies and catalogs.

2. Southern New Hampshire University - College of Online and Continuing Education agrees to provide [College Name], at their request, an annual update of student enrollment, to include general data on how many students have transferred to SNHU College of Online and Continuing Education.
3. This Agreement is effective as of the date of the fully executed document, and shall continue until terminated. Both parties must approve amendments to the Agreement in writing. Either party may terminate the Agreement without cause upon 90 days written notice to the other party. Notwithstanding the foregoing, either party may terminate the Agreement immediately in the event that participation under the Agreement may give rise to a violation of any requirement of federal or state law or regulation or the requirements of any accrediting agency having jurisdiction.
4. Admission criteria, academic requirements, and other admission requirements will be subject to the applicable Catalog at the time of the students' admission. Students who have begun their SNHU program of study or students in the process of enrolling prior to the effective date of any without cause termination will be grandfathered in to continue receiving the discount offered in this Agreement until such time such students complete or discontinue enrollment in their program.
5. This Articulation Agreement is based on the current curriculum of SNHU and [College Name]. Each institution is responsible for notifying the other of any substantive changes to the curriculum. This agreement shall be reviewed by both institutions annually.



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6. The parties grant to each other a non-exclusive, non-transferable license to use each other's trademarks and servicemarks in furtherance of the articulation coordination detailed herein or in a manner solely for the purpose of identifying and communicating the existence of the relationship to **[College Name]** students and alumni. Use of trademarks, servicemarks and logos will comply with use policies of the originating institution. The parties shall discontinue the use of the licensed marks and return any and all files and materials containing the licensed marks supplied by the owner at termination or expiration of the Agreement. Neither party grants to the other any interest in the other party's trademarks. Should either originating institution request, in writing, that a particular use of the originating institution's trademarks and/or servicemarks be discontinued, the non-originating institution shall cease and desist such use of the trademarks and/or servicemarks.
7. **[College Name]** agrees to notify students of transfer opportunities to SNHU College of Online and Continuing Education, and to collaborate with SNHU College of Online and Continuing Education on other forms of transfer communication.
8. The parties hereto will have the relationship of independent contractors for all purposes. Each will have complete control over its own performance and the details for accomplishing its own obligations under this Agreement. In no event will the agents, representatives or employees of one party be deemed to be agents, representatives or employees of the other.
9. This Agreement may be executed by a duly authorized representative of each party, either by electronic or facsimile transmission, each of which will be considered an original.

IV. CONTACTS FOR COORDINATION:

All notices and other communications required hereunder by either party to the other shall be in writing, delivered personally, by certified or registered mail, return receipt requested, or by overnight courier, and shall be deemed to have been duly given when delivered personally or received when using overnight courier or three business days after being deposited in the United States mail, postage prepaid, addressed as follows:

If to Southern New Hampshire University:

Gayla Freelon, Assistant Director, Academic Alliances
Southern New Hampshire University
College of Online and Continuing Education
33 S. Commercial Street
Manchester, NH 01301



If to **[Name of College]**:

NAME, TITLE
[Name of College]
ADDRESS
CITY/STATE/ZIP

or to such other persons or places as either party may from time to time designate by written notice to the other.

1.17.17DL



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DATE: _____

APPROVALS:

Dr. Kimberly Bogle Jubinville, PhD.
Sr. Vice-President & Chief Academic Officer
Academic Quality, Accreditation & Support
Southern New Hampshire University

Name
President
College Name

Manager of Agreement
Gayla Freelon
Assistant Director, Academic Alliances
Southern New Hampshire University
College of Online and Continuing Education

Name
Chief Academic Officer
College Name



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