

Working Together To Reduce IT Costs

Shared & Collaborative Services

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CAMPUS  WORKS

A “Perfect Storm” is Developing

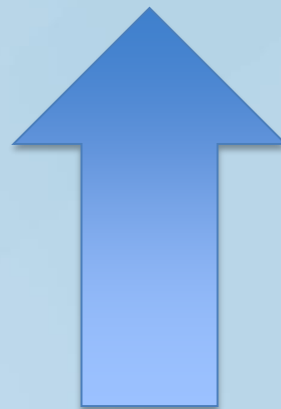


What's Driving IT Spending?

- Declining enrollment
- Retention
- Program completion
- Tutoring and alternative remediation
- Campus security and safety
- Support for adult learners, online courses, and new programs
- Regulatory and accreditation reporting demands
- “Big Data” analyses
- IT equipment lifecycles

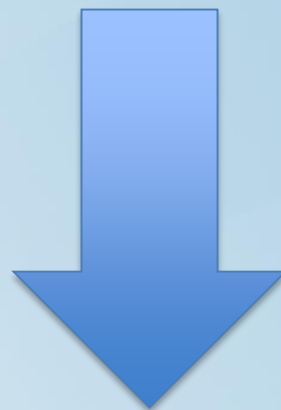


Pressures to Reduce IT Spending



Costs to recruit and retain IT staff

Investment in new IT delivery models



State support

Enrollment

Income

Local tax revenues

Thriving In the Storm

- It is easy to get caught in the cross-winds
- This is a great time for transformative change
- New models of IT service delivery are possible



IT services for a new generation start with a very old idea:

“Why don’t we share?”

Sharing

- Computing started as a shared service between networks of colleges.



Internet connectivity + cloud-based services =
a new opportunity for IT resourcing sharing

Consortia to Collaborative Services

- For many years higher education organizations have worked together through consortia.
- Starting and operating a consortium requires a great deal of time and effort.
- CampusWorks has removed much of the overhead of shared services.
- This new IT service delivery model is called *CampusWorks IT Collaborative Services*



CampusWorks' Model Removes the Risk

- Services are delivered directly by CampusWorks or through a best-in-class partner framework
- Services are scalable and can be reconfigured as your IT needs change
- Collaborative Services provide a new model for managed services



Available Collaborative Services

✓ Database Administration Services (DBA)

- Database Migrations (Unidata to SQL for Colleague)
- Data cleanup, data dictionary development, data integrity

✓ ERP Programming

- Colleague, Banner, Oracle, Jenzabar, etc.
- Process automation workflow development

✓ Help Desk and Student Recruitment/Retention Services

✓ Reporting and Decision Support Services

- Data warehouse/data stores
- Business Intelligence Tools and Report Development

✓ Information Security Assessments

- Packaged Security Services
- Chief Information Security Officer

✓ Academic IT Support Services

- Learning Management Systems
- Curriculum and course development
- Online programming – instructional design & Help Desk

Example: Security Services

IT Security Assessment

- ✓ CISO certified leadership
- ✓ Remote and onsite activities
- ✓ 7-point standards-based evaluation
- ✓ Fixed fee (\$24,000)

IT Security Needs Identification

- ✓ Actionable report presented onsite to college leadership
- ✓ Recommended vulnerability mitigation plan
- ✓ Options for moving forward

IT Security Package Selection

- ✓ Matches recommendations to college need and budget
- ✓ Silver Package provides a strong basic security program
- ✓ Gold Package provides a complete security program led by a certified CISO
- ✓ Custom packages available to meet specific needs
- ✓ All packages priced at an annual fixed fee

Why CampusWorks?

- Dedicated exclusively to higher education
- Focused on student success
- Structured to help clients achieve independence
- Committed to continuous quality improvement
 - CQIN member
- Vendor agnostic
- Up to date on technology solutions and best practices



CampusWorks' Portfolio of Services

- Collaborative (Shared) Services
- Business Process Review & Optimization
- Functional Area Consulting
 - HR/Payroll, Finance, Financial Aid, Student Services, Institutional Research, Registrar
- Strategic Planning
- Instructional Technology
- IT Leadership
- Project Management
- IT Second Opinion
- IT Security
- Technology Planning
- ERP Consulting
 - assessment, enhancement, selection, implementation
- Consortium (Purchasing Association) Development

Vast Experience with Community Colleges

Aims Community College, IA

Bergen Community College, NJ

Bunker Hill Community College, MA

Central Arizona College, AZ

Cecil College, MD

Chaffey College, CA

Chesapeake College, MD

Clark State Community College, OH

Coconino Community College, AZ

Columbus State Community College, OH

Community College of Baltimore County, MD

Daytona State College, FL

Eastern Iowa Community College District, IA

Gulf Coast State College, FL

Hillsborough Community College, FL

John A. Logan College, IL

Middlesex Community College, MA

Minnesota State College and University
System, MN

Navarro College, TX

Rio Salado College, AZ

Roxbury Community College, MA

San Jose Evergreen Community College
District, CA

Shasta College, CA

State Center Community College District, CA

St. Louis Community College, MO

Tarrant County College, TX

Waubonsee Community College, IL

CampusWorks Delivers

- ✓ Well-versed in the business of education
- ✓ Collaborative approach
- ✓ Track record of Collaborative Services
- ✓ Unique combination of business acumen, education expertise, technical know-how and professional planning
- ✓ Actionable recommendations, practical solutions, measurable results, and lasting impact
- ✓ Pathways to human & financial savings
- ✓ Positive, engaging institution-wide experience

Vision

We improve society by
making higher education
accessible to everyone.

Mission

We collaborate with colleges
and universities to transform the
institutional environment so
students, faculty and staff thrive.

Thank you!



www.campusworksinc.com

If we can be of service in any way
please contact us:

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Questions?

Discussion?

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