

ERP RFP Development Kick-off

Green Mountain Higher Education Consortium
April 25-26, 2016

CAMPUS^VWORKS

The challenge



THE RIGHT STUFF

A crowded marketplace is requiring colleges to **stand out** by focusing on their points of distinction, quality, and relevance.

TRACK AND TRANSLATE

Heightened demands for accountability require colleges to **deliver outcomes** that result in the long-term success of alumni.

THE POWER OF PRICE

Economic conditions dictate that colleges **showcase value** as they walk the line between perceived prestige and sticker shock.



EDUPRENEURIAL EVOLUTION

Ensuring retention requires colleges to **continuously improve** under proactive leadership and with collaborative creativity.

WANTS AND NEEDS

Perceptions of affordability require colleges to **provide aid** to surmount both an inability and an unwillingness to pay among families.

MANY IN THE MIX

Key demographic projections signal that colleges need to **serve many** different student niches to ensure adequate revenue streams.

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LAWLOR

INTELLIGENT MARKETING SOLUTIONS FOR EDUCATION

The objective...

...leverage technology to help them achieve

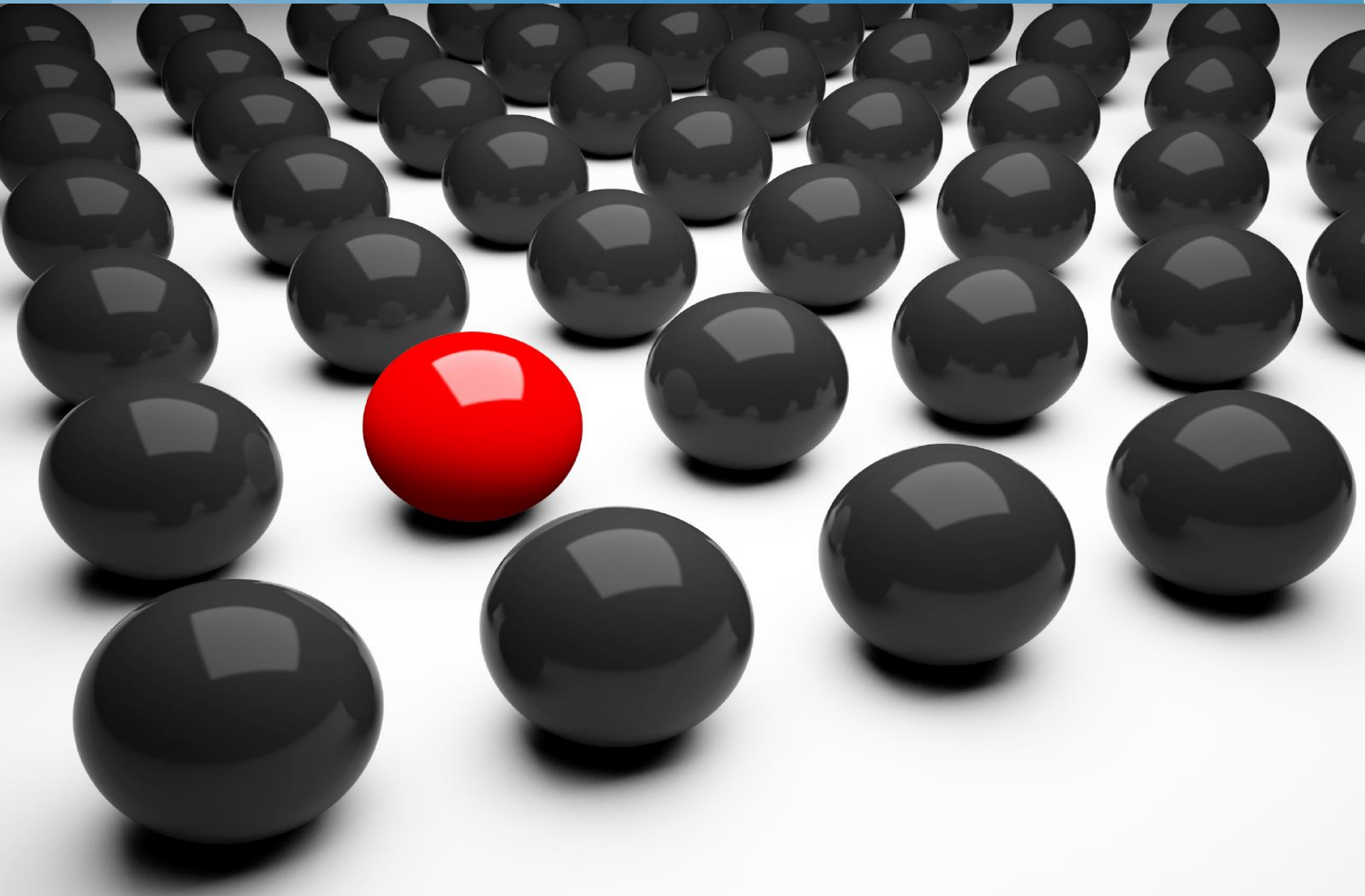


Business intelligence



Who do you think you're talking to?

Personalization



Higher education ERP landscape



Why have ERPs been misaligned with institutional goals?



We've gone...

...from

- Transaction processing
- Data repository
- e-clerking

...to

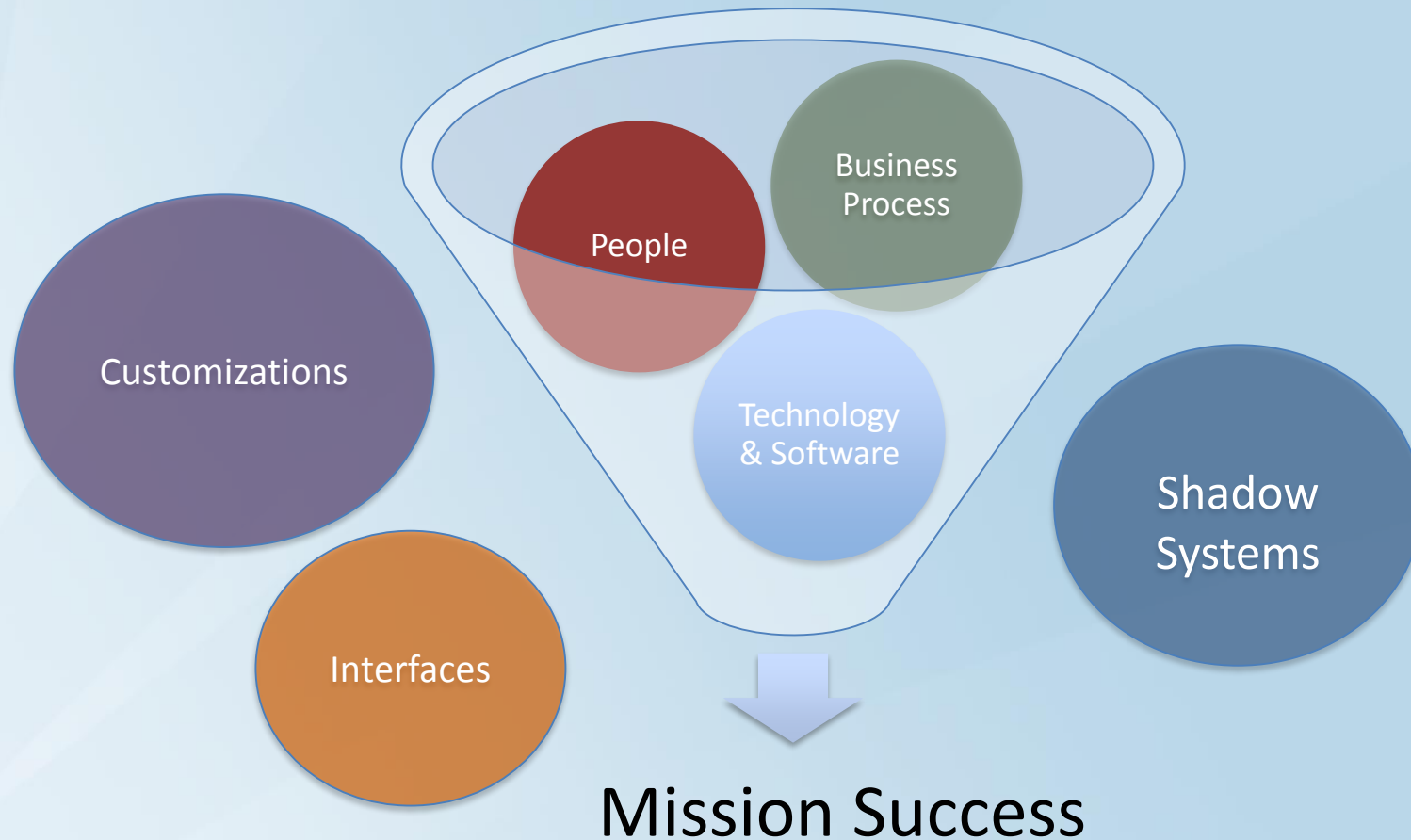
- Service delivery
- Information & intelligence
- Knowledge facilitation

What has changed in our systems?

On the way to building a better mouse trap...

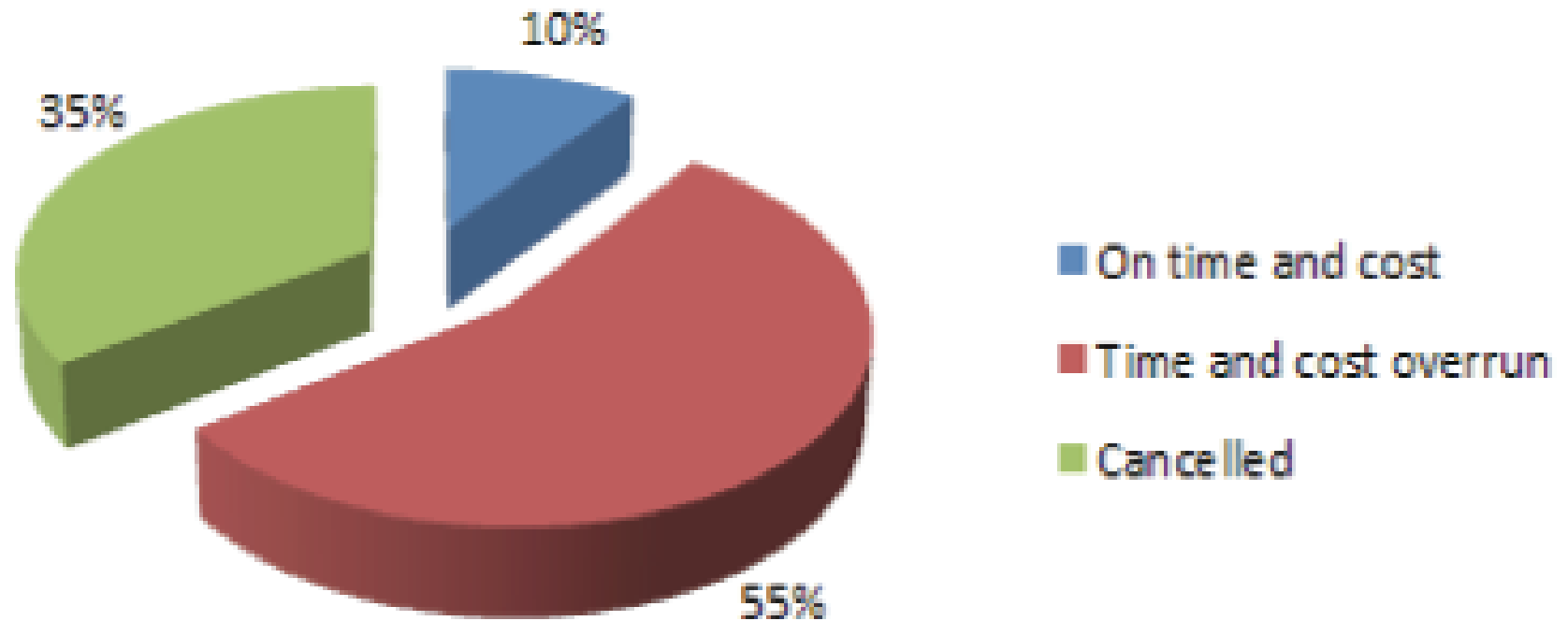


Optimizing the “system” to meet your goals



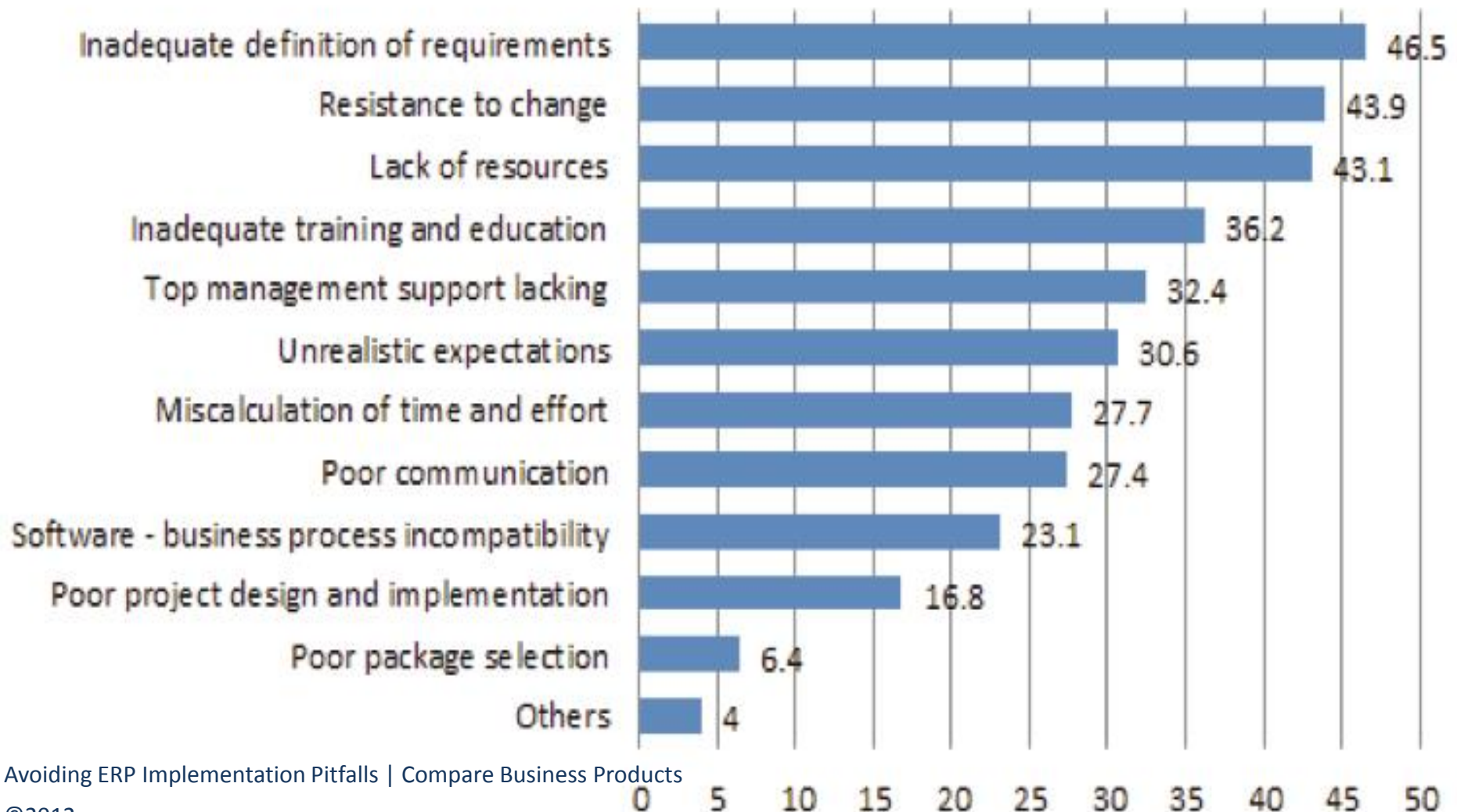
Let's be in the 10%

ERP Success Rates



Implementation pitfalls

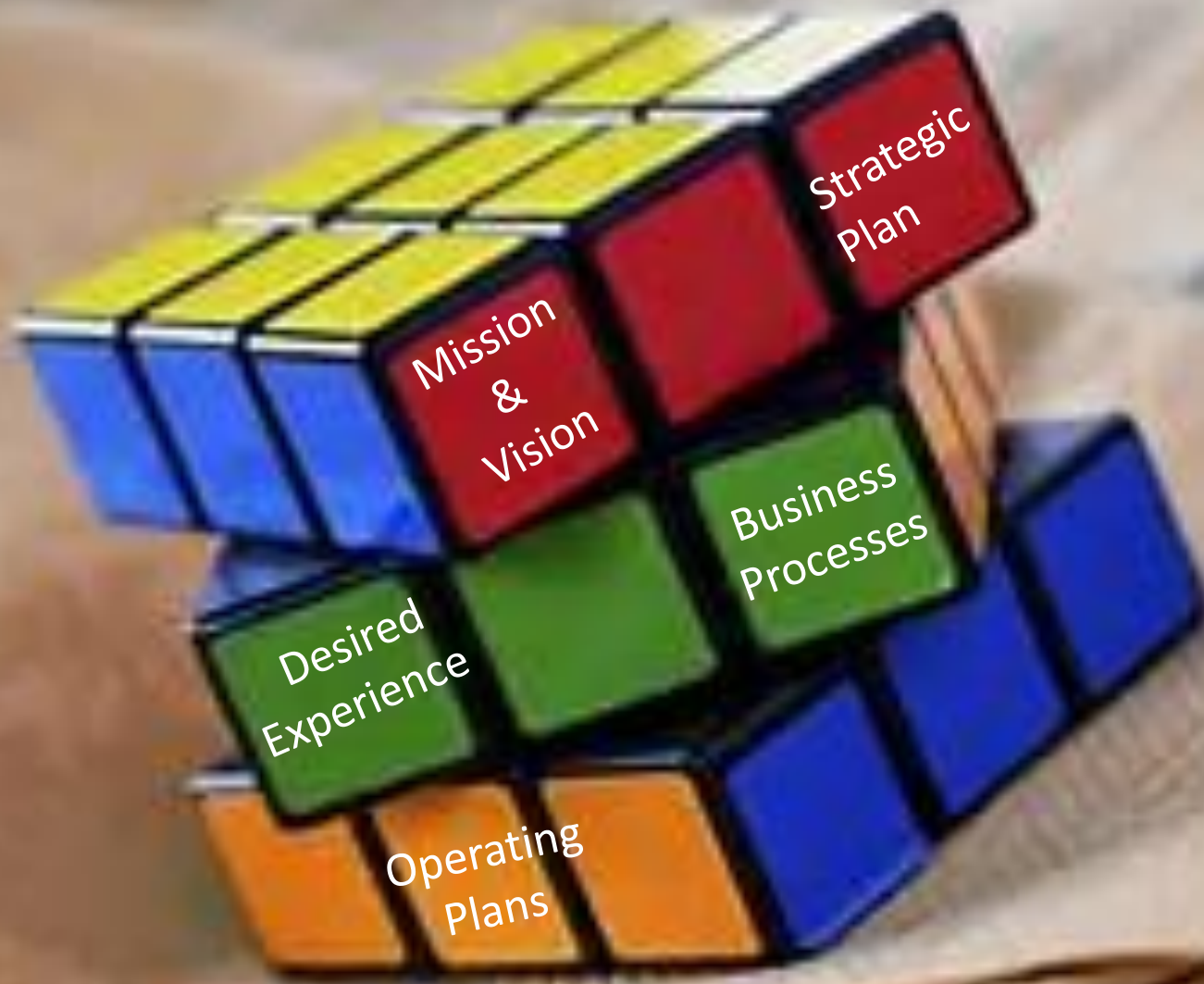
Challenges to ERP Implementation in % of Survey Sample



Why we're here




CampusWorks focuses on alignment



High level components



Our Approach



Begin with the End in Mind
Appreciative Inquiry
Applied throughout the enterprise
Engagement
Focus groups
Interviews
Observation

Project timeline

Green Mountain Higher Education Consortium (GMHEC) Project Plan and Timing - April 25, 2016	4/18	4/25	5/2	5/9	5/16	5/23	5/30	6/6	6/13	6/20	6/27	7/4	7/11	7/18	7/25	8/1	8/8	8/15	8/22	8/29	9/5	9/12	9/19	9/26	10/3	10/10	10/17
ERP Online Surveys - baseline information on capabilities of current systems																											
- Draft Surveys - 3 tailored to each institution																											
- Review and revise with client																											
- Finalize and issue survey via CampusWorks																											
- Gather and analyze survey results																											
Kickoff Meeting																											
- Steering Committee and Functional Committess																											
Onsite Listening Sessions (3 days, 3 visits)																											
- All functional areas, student and admin, BI, Self-Service, Technology																											
- Champlain College 5/25 - 5/27																											
- St Michael's College 6/7 - 6/9																											
- Middlebury College 6/14 - 6/16																											
- Advancement - jointly across all 3 Colleges 6/17																											
RFP Development																											
- Draft RFP - ERP																											
- Draft RFP - Advancement																											
- Return to campus to review 2 days for ERP																											
- Return to campus to review Advancement 1 day																											
- Deliver final RFP																											
RFP Issuance to Vendor Review and Selection																											
- RFP Issued																											
- Vendor responses received and scored																											
- Committees review responses and agree on vendor short list for demos																											
- Vendors selected are notified and schedule demos																											
- Vendor demos and survey results from participants																											
- Committees evaluate and Steering Committee recommendation																											
Remote efforts of CampusWorks																											
Onsite efforts with CampusWorks and GMHEC																											
GMHEC efforts																											

Next activities

- Online Surveys
 - Week of May 2
- Listening Sessions
 - Champlain College – May 25-27
 - Saint Michael's College – June 7-9
 - Middlebury College – June 14-16
 - Advancement (all Colleges) – June 17

Project governance: Your role



Drive transition through the student experience



William Bridges, *Managing Transitions*

Elephants can't dance



Or can they...?



Considering alternatives

