

UNIT4

In Business for You

ACCELERATE INSTITUTIONAL GROWTH



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Winning against all odds

Time for a change

Today's universities and colleges face huge challenges. To thrive, institutions need to maximize all potential revenue sources; increase standing in a global education marketplace; provide a first-rate student experience that prepares individuals for the rigors of the workforce; and attract and retain the best instructors, staff and student body.



27%

Proportion of CBOs which say their institution has had "serious discussions" about consolidating programs or services

According to a 2018 survey of chief business officers (CBOs) in the US by [Inside Higher Ed and Gallup](#), more institutions are having "serious talks" about merging with another college or university. More than a quarter have had "serious discussions" about consolidating programs or services, and half believe they should combine administrative functions or academic programs. At the same time, more than half of institutions do not have the data and other information they need to make informed decisions about performance. Four out of 10 CBOs don't have the data to evaluate the performance of courses, staff and administrative technology.

Education is an increasingly competitive marketplace where course quality, quantity and 21st-century applicability and delivery models are motivating factors in institutional success. But course offerings aren't enough. It now takes a streamlined organization and modern data management to be a top-tier institution in a rapidly changing arena. When your legacy systems make it impossible to integrate and use powerful information to drive growth, technology is hindering - rather than helping - your institution.



49%

Proportion of CBOs which strongly agree or agree their institution has the data and other information it needs to make informed decisions about each of six programs, work units or resources on campus

Source: Survey of chief business officers in the US, 2018 Survey of College and University Business Officers -A study by Inside Higher Ed and Gallup.

Achieving your aspirations

Key focus areas and obstacles to recognize and overcome

Unit4 has worked with some of the biggest names in education for decades. These close relationships have given us insight into the areas institutions need to focus on to achieve their aspirations. Our solutions have been developed to address these areas and overcome the obstacles that they present. In order to drive institutional growth, you need to focus on the following areas:

Attract and retain the best-fit students

Recruitment activities are both costly and timeconsuming. From identifying target demographics to managing complex and sophisticated multi-channel marketing campaigns, recruitment is one of the most intensive efforts on most college and university campuses. It can be difficult or impossible to determine the return on this kind of investment in labor and capital without powerful metrics and large-scale data management efforts.

Track the costs of your courses

Being able to list all the costs associated with programs and courses is essential. Faculty costs, equipment costs and structural costs need to be carefully analyzed to determine whether it is appropriate to offer the program or course and what the best number of participants should be.

Address the needs of non-traditional students

Gone are the days when every strategy was built on addressing the needs of the traditional, full-time, youngadult student. Instead, institutions must increasingly address the needs of diverse learners, who are often older and attend part-time. Unfortunately, student information systems built before the ascent of this non-traditional phenomenon are ill-equipped to handle the unique enrollment and program requirements of this new class of learners. Similarly, financial systems are equally challenged to assess the profitability of both traditional and non-traditional offerings alike.

“As a growing graduate school of education, we recognized the need for modern back-office software that could better meet our evolving needs and user expectations. By combining Unit4’s Enterprise Resource Planning and Student Management, Relay GSE will provide our users — from applicant to alumnus, from staff to faculty — a modern and integrated system that brings all functions of the student lifecycle together into one mobile-first solution.”

Edmund O’Neill, Director of Products for Relay Graduate School of Education (US).

Game-changing solutions

Unit4 People Experience Suite

Unit4’s next-generation enterprise software helps you deliver an exceptional People Experience for everyone your institution serves.

People Experience is a discipline applied to software development that prioritizes human impact — making work more productive, efficient and inspiring.

Our cloud-based enterprise software is easier to use and manage, since real people, not just tech experts, use it. You can manage projects and processes that deliver value across your institution, quickly and flexibly, according to your specific needs.

What This Means for You

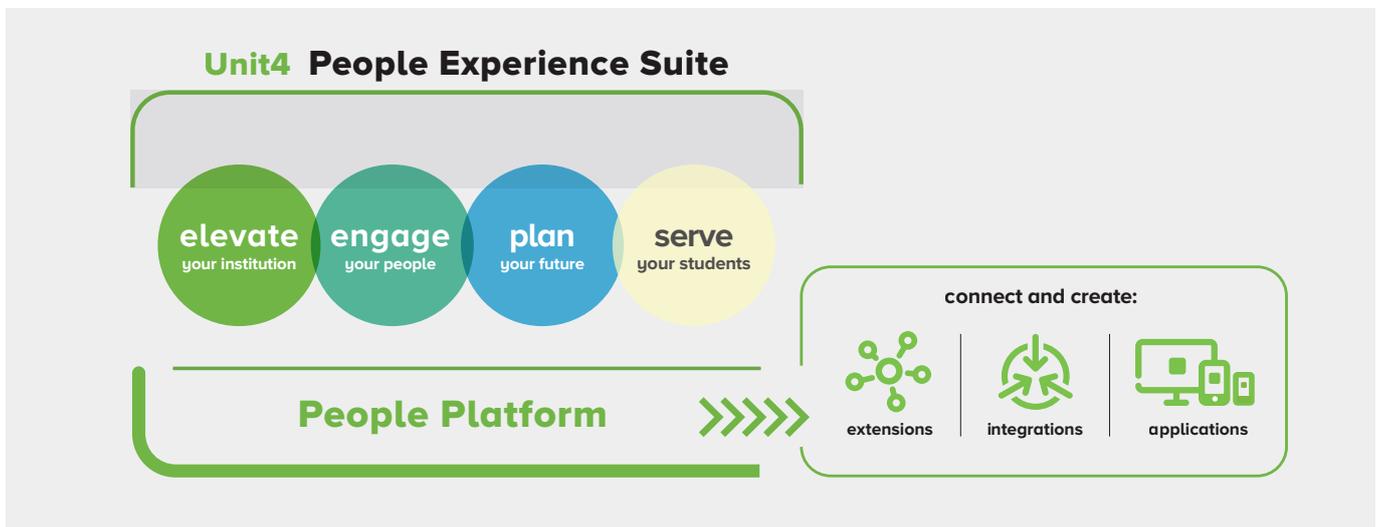
You can transform work to be more meaningful through software that’s self-driving and adaptive, intelligently automating administrative tasks. This elevates engagement and helps you attract and retain the best people.

But People Experience is not only about personal motivation — it’s also about managers and staff working better together to improve results. In all, freeing people to focus on what matters improves how work feels, and means you can better serve your people and your students.

- Unit4 People Experience Suite:**
- Unit4 Student Management (SIS)
 - Unit4 Enterprise Resource Planning (ERP)
 - Unit4 Human Capital Management (HCM)
 - Unit4 Financial Planning & Analysis (FP&A)



Discover how Unit4 can help you future-proof your institution with a new generation SIS.



Designed for your people

The Unit4 People Experience for Higher Education works with your people so they can focus on educational outcomes and student success instead of administration. Specific modules have been designed to deal with key tasks and deliver the results you need.



What next?

To find out more about our response to all the changes in your world, get the product focus brochure for Unit4 Student Management, *SMARTER SOFTWARE, SMARTER STUDENTS: A new-generation student management system for the next generation of institutions*

University Staff

Empower your people to transform business processes, engage with financial data, manage performance, and handle employee administration like absences and expenses easily, on the go.

Academic Affairs

Retain more students

Create student risk indicators unique to your institution and intervene with interaction plans and alerts to keep them on track

Improve graduation rates

Provide students with a clear understanding how to progress toward graduation with degree audit and shopping tools

Propel institutional planning

Answer important assessment-related questions with advanced reporting and analytics

Faculty and Advisors

Identify and intervene with at-risk students

Configure automated notifications and execute intervention plans with at-risk students while there's still time to make a difference

Track all types of academic milestones

Monitor any type of program milestone specific to your institution, like clinical hours, dissertation, etc.

Admissions

Automate your outreach campaigns

Trigger communications and follow-up tasks with configurable workflows

Streamline your application process

Create program-specific application types with customized status changes and document management processing

Focus on recruiting, not your data

Stop worrying about transfer of data between systems with native integration between departments

Financial Aid Directors

Manage all types of aid programs

Administer the full range of institutional aid programs, student loans, grants and scholarships

Stay compliant with evolving regulatory mandates

Use built-in and ad hoc reports to stay compliant with all requirements of federal and state programs

Automate award packaging

Mass auto-package student awards in priority order based on federal, institutional or borrower-based rules

Registrar

Unlimited course enrollment flexibility

Set up any type of registration based on your unique needs — student, course enrollment, group or cohort enrollment to blocks of courses

Streamline curriculum management

Save time and hassles by copying course offering templates across the curriculum

Build actionable reports

Use dashboard reporting tools to build actionable lists based on any field across the system

Head of school

Drive to key metrics

Use visual dashboards to see information about admissions, academics or billing to define the best growth strategy

Optimize operations

Use reports informed by the utilization rates of resources and equipment to decide if growth is possible without having to acquire new resources or equipment

For more information go to:

unit4.com/industries/higher-education-erp-software

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