

Money savings and a smarter selection process



Selkirk College

Peer collaboration helps save money and efficiently select new Unit4 cloud solution to transform student success.

Selkirk College replaced its homegrown legacy enterprise resource planning (ERP) and student information system (SIS) with a full-suite cloud solution by Unit4, to provide students, faculty and staff with a modern digital experience.

The challenge

In today's higher education environment, more and more students are seeking to begin their education close to home, as they pursue a degree, trades, career training or continuing education. Selkirk College has been offering learners of the West Kootenay Boundary region of British Columbia exactly that for more than 50 years.

However, with more than 2,700 full-time students studying in 60-plus nationally recognized program areas, Selkirk College was finding its outdated finance, human resources and student record systems were no longer up to the task of managing campus and student finances, as well as planning for current and future business models.

The needs

Faced with new hardware and software-related technology needs, and increasing budgetary and economic pressures, Selkirk College decided it was time to look into a new solution to meet these growing requirements. Additionally, Selkirk College was interested in exploring new solutions to help promote student success, such as degree-tracking capabilities and early-alert notifications for monitoring student performance.

"We're currently relying on home-grown legacy systems that are serving us okay, but that are becoming increasingly difficult to maintain the more we ask of them. They are beginning to show their cracks and vulnerabilities," says Gary Leier, CFO at Selkirk College.

Industry

Higher Education

Size

2,700 full-time students and 9,000+ community learners

Location

Canada

Product

Unit4 Enterprise Resource Planning (ERP) Cloud



We had very specific requests, but all of the challenging things we put forward were met head-on with confidence and a feeling of partnership from Unit4.

Gary Leier,
CFO, Selkirk College

A collaborative selection approach

As Selkirk College began to explore its options for modernization, the team heard that [Vancouver Island University \(VIU\)](#) – which was using the same homegrown system – was also beginning the process to select new finance, HR and student systems. “We decided to collaborate on the RFP process, because we knew we could save both time and money if we synchronized our selection process with VIU,” says Liana Zwick, project transformation lead at Selkirk College.

As they went through the selection process, Selkirk College was in near constant communication with VIU and the two institutions attended informational sessions and presentations together.

“As those who have gone through an ERP selection process can attest, collaboration across departments is difficult, so orchestrating a successful collaboration across two different post-secondary institutions was a challenge,” says Zwick. “However, it was worth it, by far, due to the added insights we shared.”

The solutions

When entering the selection process, thousands of individual business requirements were identified and ranked by priority, as part of a very detailed system evaluation. Subsequently, each vendor Selkirk College reviewed was graded against its ability to meet these needs. After a few front runners were selected, VIU and Selkirk College spoke with existing customers to see what the solution looked like in action, to be assured that what was promised was possible to attain in actuality.

“As we continued to dig deeper into the systems we were looking into – especially Unit4 – excitement about the improvements and capabilities for enabling student success have grown exponentially, which has helped to keep the project moving forward at a rapid pace,” says Zwick.



VIU and Selkirk selected the Unit4 ERP solution and Unit4 Student Management for its strong communications functionality and student-centric design. Unit4 is able to meet key requirements and, more importantly, provide the tools needed to transform the student experience and flex to meet future opportunities. These tools include early alert capabilities to monitor student success and proactively notify administrators if intervention is needed; sophisticated portals and dashboards available for both students and the HR/payroll office; and CRM capabilities to make contact with students from directly within the software easy and configurable. Additionally, the platform’s mobile-first and Cloud capabilities were key selling points for Selkirk College.

The benefits

Thanks to their joint approach in the bid process, both institutions realized savings of approximately 5,700 hours of implementation costs and a total of \$1.1 million, split between them – with VIU saving approximately \$440,000 and Selkirk College about \$660,000.

About Selkirk College

Established in 1966, Selkirk College is a pioneer regional post-secondary in British Columbia. It has developed a distinct reputation for providing innovative learning and professional development opportunities that empower students to reach their full potential in certificate, diploma, advanced diploma or degree programs. Located in the West Kootenay and Boundary regions of the southern interior of the province, Selkirk College's five campuses and three learning centers are surrounded by glorious mountain geography that ensures the ideal place to learn, create, recreate and be inspired.

For additional information please visit the Selkirk College website: <http://www.selkirk.ca/>



About Unit4

Unit4 provides student management and ERP solutions to over 1000 colleges and universities globally to help them accelerate growth, boost student success, improve institutional effectiveness and deliver research excellence. Clients include Oxford and Cambridge Universities, HEC Paris, University of Waterloo, American University of Paris, Robert Morris University, Baylor College of Medicine, Hult International, and University of Dubai.

Unit4 provides **enterprise applications** that empower people in service organizations around the world. Our ERP, industry-focused and best-in-class solutions support thousands of organizations from sectors including professional services, education, public services, non-profit, real estate, wholesale, and financial services to build a better future. Unit4 is in business for people.