



A Digital Upgrade Hits The Campus

Transform your institution to achieve your aspirations



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Introduction

A pressing need for innovation

New market dynamics are rapidly changing the landscape for colleges and universities. More educational choices, globalization and flexible delivery models are increasing the competition for students. Regulators, accreditors and the wider public are holding institutions accountable for student outcomes. Tuition pressure, shrinking budgets and higher constituency expectations have created a new economic model that must be addressed.

Against this backdrop, students, faculty and staff have come to expect more as they experience a technological revolution in their personal lives. Unfortunately, when it comes to their campus life, they often experience a “digital downgrade,” using dated systems that don’t meet their high expectations.

Nowhere is this more apparent than with currently-installed student information systems (SIS). According to the EDUCAUSE Center for Analysis and Research (ECAR), the average age of an installed SIS is 13 years. These legacy systems were built before the emergence of the new business models that have reshaped education, and pre-date the disruptive technology that is transforming society’s digital expectations. With no new solutions available in the marketplace, these legacy systems have been kept on life-support through extensive customizations or bolted-on applications. As a result, they are difficult to use and expensive to maintain.

With the early 2016 introduction of Unit4 Student Management, you now have a better choice. Built for the scalable needs of today’s modern institution, Unit4 Student Management simplifies and reduces your system support costs, provides your students with an intuitive mobile experience, and supports your strategic initiatives with actionable data drawn from in-memory analytics. In short, it greatly increases the ROI of replacing your legacy student information system.

Technology industry analyst Gartner understands this and predicts that Unit4 Student Management, combined with Unit4’s Business World On! ERP and Research Management solutions, is set to be a game-changing alternative.

Unit4 delivers the first full suite of next-generation enterprise software systems for the global education community: Student Management, Research Management and Business World On! ERP. The solutions are based on decades of experience in the Education market.

“Aged products dominate the SIS market. Many are highly customized and installed on premise, and only support traditional business models. If the launch of Unit4 Student Management early in 2016 is successful, Unit4 could become the first vendor to market with a comprehensive cloud-delivered ERP system for higher education. Unit4 would contend with Workday and take away market share from legacy players such as Campus Management, Ellucian, Jenzabar, Oracle and Tribal Group.”

Unit4's Three Rivers Buy Heats up Competition in Next-Generation SIS Market
Gartner, June 2015

Turning aspirations into reality

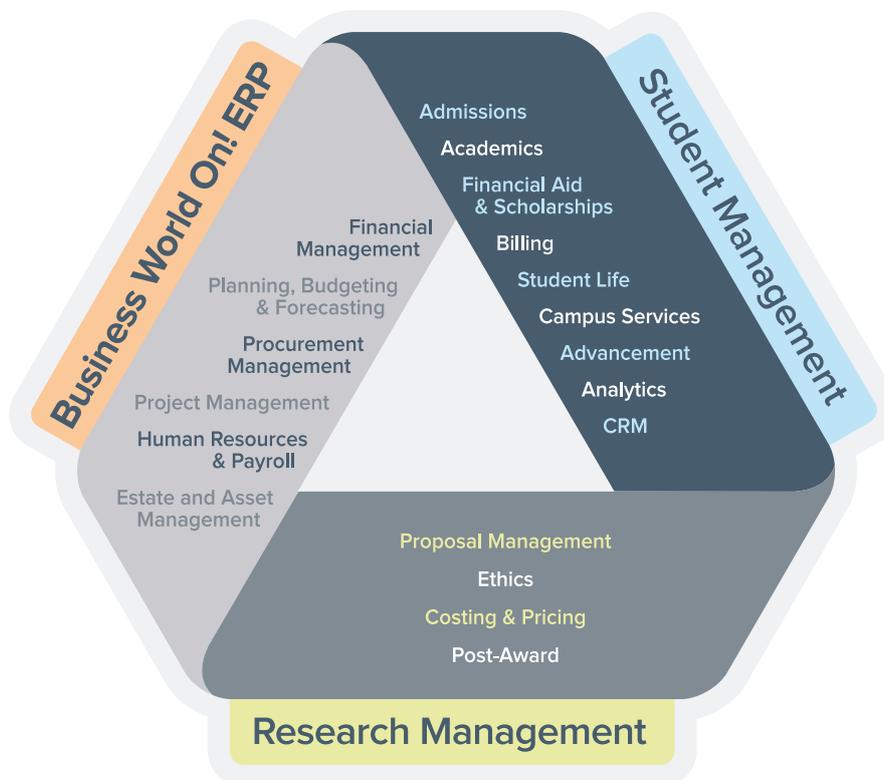
To succeed in the increasingly competitive education sector, you must deliver on four key aspirations: powering institutional growth, boosting student success, delivering research excellence and improving institutional effectiveness.

Success in each area is important, but world-class institutions succeed in all. This success is enabled by modern, comprehensive, end-to-end technology solutions that support improvement, innovation and the ability to respond to significant disruption.

Unit4 Education solutions — Student Management, Research Management and Business World On! ERP — help you deliver on your aspirations with transformative features and benefits. Unit4 Education

solutions can help you:

- Update strategies and processes quickly and easily without expensive IT intervention, lowering your total cost of ownership versus legacy systems.
- Implement quicker and easier, so your resources go towards institutional excellence, not systems upkeep.
- Provide a superior user experience, combined with workflow support tools that liberate your administrative and IT staff for higher-value functions.
- Deliver visibility into departments and projects with powerful reporting and analytics tools that support data-driven decision making.



Aspiration: Power institutional growth

Many colleges and universities are facing the stark reality that flat or declining revenues are an existential threat to their survival. While it's not yet that dire for most colleges and universities, dark clouds are forming on the horizon. If revenue shortfalls are not met head-on, an institution's long-term viability could be in jeopardy. For most this means maintaining or increasing enrollment counts, providing flexible program offerings to a growing population of non-traditional learners and raising more funds from donors and alumni. Each has its own set of challenges.

Increasing enrollment counts

Recent declines in overall student enrollment counts pose a serious revenue challenge for many colleges and universities. To address these uncertainties, colleges and universities are in a mad dash to compete for students.

At the same time, students have become more discriminate consumers of college recruiting efforts. To reach these students and impact their choices, admissions offices need to employ data-driven marketing strategies supported by robust relationship management systems. Unfortunately, this often introduces the expense and support of yet another third-party system within the administrative ecosystem of the institution.

Addressing the needs of non-traditional learners

Gone are the days when every strategy was built on addressing the needs of the traditional, full-time, young-adult student. Instead, institutions must increasingly address the needs of non-traditional learners, who are typically older and attend part-time.

Unfortunately, student information systems built before the advent 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.

Improving fundraising

Outdated processes mean you can't create and manage fundraising campaigns effectively, and you will struggle to raise the level of donations to your institution.

Equally, having a siloed view of a donor or alumnus that doesn't take into account prior history with the institution prevents breakthrough insights that can be used for truly personalized messaging for the greatest outcomes.

Unit4 Education solutions

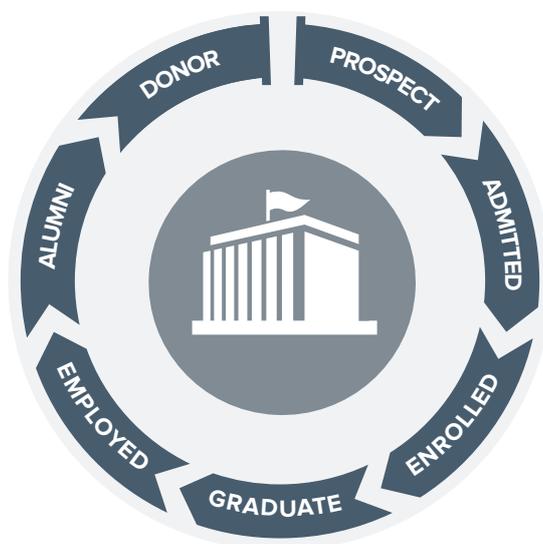
Unit4 Student Management provides you with the tools you need to effectively manage the lifecycle of every key constituent, from staff to students and alumni, and all external partners and patrons.

With configurable, drag-and-drop workflows you can automate outreach campaigns based on prospect, alumnus or donor behavior. And since the same CRM application is available throughout the institution to any user of the system (what we call “CRM for

Everyone”), you can gain a true 360-degree view of an individual as they progress from potential applicant, to student, to graduate, to alumnus, to potential donor – a relationship that may last for decades.

Unit4 Student Management also supports the needs of today’s non-traditional learners. With unlimited course enrollment flexibility, you’re no longer tethered to just term-driven enrollment processes and can offer any type of course registration.

Combined with tight integration with Unit4 Business World On! ERP and robust reporting and analytics, you can determine the profitability of specific programs and departments, and make data-driven decisions on the expansion of educational programs, non-traditional or otherwise.



Aspiration: Boost student success

Institutions are instinctively invested in student success, but the rewards for student achievement — and the risks inherent in failure — have never been greater. Prospective students have high expectations of the support, value and employment opportunity they'll receive from their choice of institution. And this pressure is magnified by regulators, accreditors and government funding sources that are holding institutions accountable for student outcomes.

There are three key areas of focus to shepherd students toward the successful outcomes on which all stakeholders are focused.

Identifying and intervening with at-risk students

Identifying and intervening with at-risk students is a fundamental component of your student success strategy. But how do you identify those students with a higher probability of failing academically or dropping out of school?

It's helpful to identify general populations or categories of students who may be at-risk, but real success comes through intervening with individual students. Unfortunately, your student information system likely lacks any depth of intelligence to empower a proactive, interventional approach.

Lifting graduation rates

Your students are expected to complete their required coursework for a desired degree program within a presumed timeframe. Whether that's two years, four years, or any other time-based parameter, exceeding the recommended timeline for degree completion adds costs to the student and delays the assumed benefits of attaining their degree.

Regrettably, many students make poor academic choices because they don't clearly understand what they need to do to progress towards graduation, resulting in extended graduation dates, or worse yet, dropping out of school entirely.

Upgrading the student (and faculty) experience

Student information systems used to function as back-office systems, but institutions now enable a variety of self-service capabilities for students and faculty. As a result, your SIS now needs to consider the needs of both the casual and power user.

Faculty, and especially the increasingly tech-savvy millennial student population, have become accustomed to consumer applications that are easy to use and accessible on any device. If the student- or faculty-facing portion of your SIS is clunky or hard to use, it reflects poorly on the institution and reduces the productivity of these constituents as well.

Unit4 Education Solutions

“Technology is now central to the student experience. They are paying customers and leave school expecting as standard a next-generation interaction with institutions, whether it’s timetabling, fees or looking-up courses. Additionally, millennial students desire consumer-grade solutions and if unimpressed will air their views on social media for the world to view.

The challenge for technology vendors is to try and deliver systems that can help institutions provide the intuitive interaction students expect with the powerful workflow and analytics that operational employees need.”

**Ian Sibbald, Director of Finance,
Cranfield University**

To promote student success, Unit4 Student Management provides student risk tools that help you identify and intervene with at-risk students while there’s still time to turn them around. By creating a comprehensive risk profile unique to your institution’s student population, you can identify and intervene with at-risk students through individualized interaction plans that take full advantage of inter-departmental collaboration.

Unit4 Student Management also helps your students stay on track with a comprehensive degree audit tool. This advising and self-service tool helps your students navigate

your institution’s requirements and keeps them motivated and informed in order to graduate on time. Better yet, it offers “degree shopping” capabilities so students can perform ‘what-if’ scenarios to show degree progress if they desire to change their major.

Unit4 Education solutions are focused on closing the digital downgrade users experience when they swap personal devices for work equivalents. Nowhere is this more important than on campus, where tech-savvy students have uncompromising expectations of the technology and interfaces they use.

With an intuitive interface built for today’s mobile user, Unit4 Student Management raises the bar on ease of use and robust functionality, providing students with everything they need to manage all their academic affairs in one convenient place. And with all departments having access to the relationship building tools available through the “CRM for Everyone” approach, the highest level of service can be provided to each and every student.

Aspiration: Deliver research excellence

Research efforts are often a top priority for colleges and universities, and research funding is an important source of revenue for institutional activities. To boost success in these endeavors, there are three areas of focus.

Maximizing research funding

With inefficient systems you'll struggle to maximize your research funding when confronted by increasingly complex, ever-snowballing rules for funder and government compliance. Additionally, byzantine issues related to grant management and bidding governance require top performance to succeed in a hyper-competitive funding landscape.

Creating high quality research

As the funding world both contracts and fragments, cooperative bidding across institutions and constituents is the new norm. A research institution that operates with siloed data and disparate department priorities will limit your ability to create high-quality research outcomes.

Acquiring and retaining talent

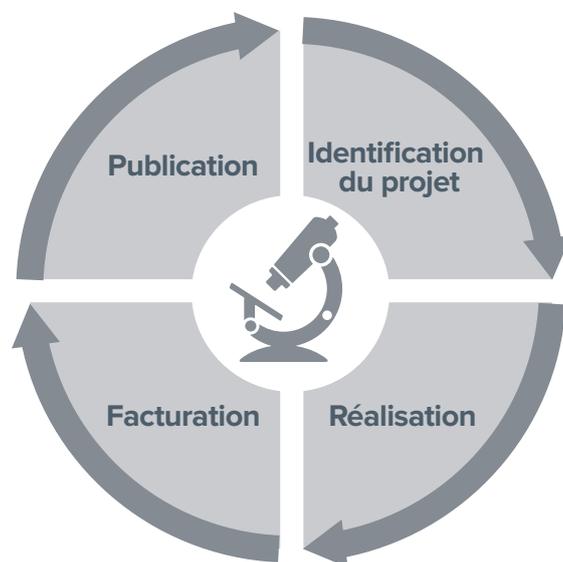
Without integrated systems for recruitment data, finding, recruiting and keeping the best talent to support your institution's research is a huge challenge, as is identifying existing team members who have difficulties producing high-quality work and require new assignments.

Unit4 Education solutions

Unit4 Research Management lets you automate research administration, giving you reliable, real-time data for finances and funding management. With a robust data ecosystem, you'll be able to proactively manage budgetary concerns and complex revenue sources.

Pre-award management tools let you more effectively identify projects that are right for you, with a unified system of research "master data" to improve your decision-making and empower your collaborative, inter-institutional efforts.

Existing projects are optimized with management tools that integrate with your HR systems to help you target the best talent for any given task and quickly identify staffing gaps and skills shortages.



Aspiration: Improve institutional effectiveness

Tuition pricing pressure, shrinking budgets and higher expectations from constituents are creating a new economic model for colleges and universities. As a consequence, they must find new and creative ways to be better stewards of their resources. Cost management and productivity enhancements have become the new reality.

To help your institution improve institutional effectiveness, you must focus on three key areas and tackle obstacles in each:

Automating business processes

Needless manual processes are a significant waste of time and resources. They delay the delivery of services to students, create inaccurate records due to human error and can result in non-compliance with vital regulatory guidelines.

Regrettably, manual processes continue to persist. Manual workarounds are created due to outdated systems that cannot handle new business models and processes. And disparate, disconnected administrative systems result in duplicate entry of shared data.

Supporting data-driven decision-making

Shadow systems and siloed operations make data less useful. An opaque information hub discourages collaboration, undermines the integrity of the data and can make it impossible to perform effective analytics to apply key performance measurements.

Without being able to retrieve, test and present the vast amounts of data you hold, the effort to collect and store it is wasted and you surrender the ability to improve and, crucially, to demonstrate improvement.

Optimizing financial and human resource assets

Without unified administrative systems, you'll struggle to proactively craft budgets and control spending, and you'll wrangle with disparate data sources when comparing the profitability of different program offerings and departments.

Additionally, you may find it difficult to quantify the value and ROI of your human capital, and struggle to identify and recruit the most talented faculty. This is compounded if you operate within a patchwork quilt of competing systems for HR and payroll, which makes dealing with constantly shifting regulations difficult and expensive.

Unit4 Education solutions

Unit4 Education solutions are built on the Unit4 People Platform, which provides modern, enabling technology designed to empower people to effectively manage the business. It applies the same concepts we have come to expect from the consumer technology that enhances our personal lives. This results in providing superior user experience and intelligence and limiting the user interaction to those activities where people make a difference, relieving them from the burden of tedious and repetitive tasks.

The Unit4 People Platform helps to lower your IT investment and support costs, while unleashing the productivity of system users across the campus. The flexible architecture enables you to adapt

your strategies and processes without the need to hire expensive IT consultants to modify your system. You can also easily pull and report information to help you maintain a laser focus on key metrics, with visual dashboards and in-memory analytics that provide point-and-click reporting simplicity.

Specifically, Unit4 Student Management automates the entire student lifecycle and eliminates the expense of maintaining pieced-together systems. Integrated data is shared across all functions, enabling real-time access to information by all constituents and eliminating duplicated effort and data entry. It's also quicker and easier to implement, so you can start benefiting from your investment right away.

Unit4 Business World On! ERP's unified finance, HR, payroll, projects and procurement systems deliver tangible benefits, too. You can improve financial transparency by viewing and analyzing data from individual departments and across the campus. Improved workflow processes and productivity-enhancing self-service tools can reduce costs. And by assessing revenue-generating opportunities across the institution, you can increase revenues.

Technology to survive and thrive

Unit4's deep understanding of the education sector has led us to develop solutions that directly empower your institution to deliver on its four primary aspirations: powering institutional growth, boosting student success, delivering research excellence and improving institutional effectiveness.

No matter your institution's size or complexity, our scalable, people-centric solutions — Student Management, Research Management and Business World On! ERP — position your institution to thrive in a disruptive, yet exciting and mission-based calling.

Specifically, Unit4 Education solutions' technology framework can help you:

- Lower your total cost of ownership through an adaptable architecture that enables your staff to update strategies and processes quickly and easily without expensive IT intervention.
- Implement quicker and easier, so your resources go towards institutional excellence, not systems upkeep.
- Liberate your staff for higher-value functions through a superior user experience and workflow support tools.
- Support data-driven decision making with powerful reporting and analytics tools.

Whatever your priorities, Unit4 will equip your institution to meet its challenges today and into the future.

Designed for your people

Unit4 Education solutions work with your skilled staff so they can focus on education and research outcomes instead of administration. Specific modules have been designed to deal with key tasks and deliver the results you need.

Academic Affairs

Retain more students

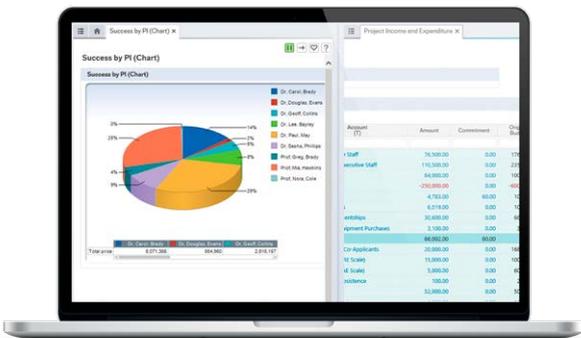
Create student risk indicators unique to your institution and intervene with interaction plans and alerts to keep them on track.

Improve graduation rates

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

Propel institutional planning

Answer important assessment-related questions with advanced reporting and built-in analytics.



Finance Directors

Improve financial transparency

View and analyze data from individual departments and across the campus, from granular detail up to intuitive visualizations.

Reduce costs

Improve workflow and deploy self-service tools to establish a more 'commercial' culture that improves efficiency.

Increase revenue

Assess revenue-generating opportunities across the institution including housing, facilities and instruction.

Faculty and Advisors

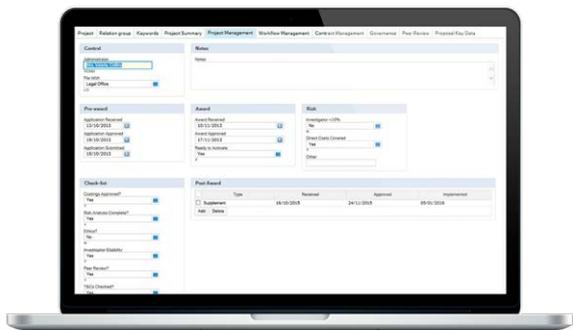
Identify and intervene with at-risk students

Receive notifications and execute intervention plans with at-risk students while there's still time to turn them around.

Track all types of academic milestones

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





Research Administrators

Empower your academics

Reduce administration and comply with funding constraints by simplifying complex reporting and workflow processes.

Improve success rates

Ensure the right people bid on the right projects with a holistic view of research opportunities and previous success rates.

Increase research revenue

Assess the financial viability of potential research projects with accurate Full Economic Costing (FEC) and ensure timely funder billing.

Head of Admissions

Automate your outreach campaigns

Trigger communications and follow-up tasks with configurable workflows based on prospect behavior.

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 admissions and enrollment.



Registrar

Unlimited course enrollment flexibility

Set up any type of registration based on your unique needs — from traditional to non-traditional to corporate training.

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.

Financial Aid Directors

Manage all types of aid programs

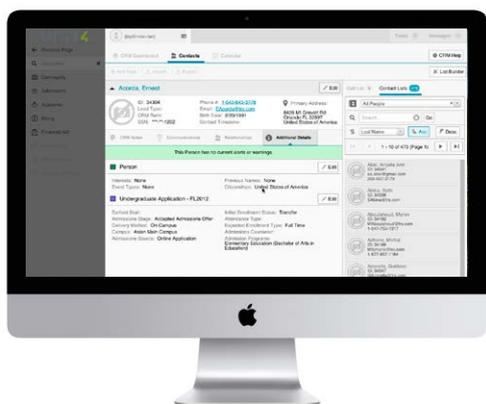
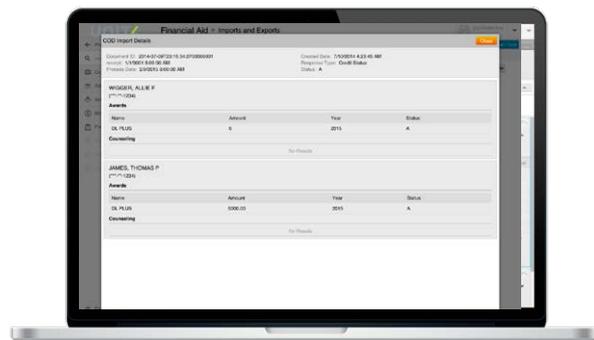
Administer the full range of institutional aid programs — student loans, grants and scholarships.

Stay compliant with evolving regulatory mandates

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

Automate award packaging

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



Head of Advancement

Improve fundraising

Acquire, retain and upgrade donors using robust marketing tools and embedded analytics.

Identify and nurture prospects

Configure and automate personalized outreach campaigns based on prospect demographics and behavior.

Strengthen donor relationships

Gain a 360-degree view of alumni and donors with “CRM for Everyone” that leverages relationships across departments and constituent groups.

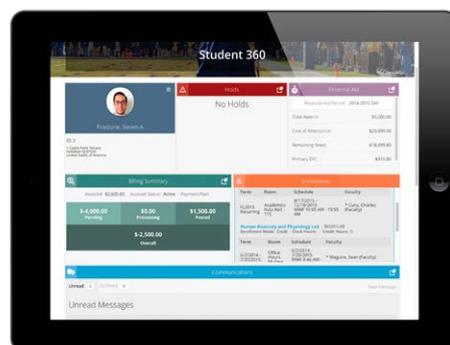
Students

Provide an intuitive, mobile experience

Meet the expectations of today’s tech-savvy students with touch-first design available anytime, anywhere, on any device.

Improve students’ personal ROI

Equip students with everything they need to manage all their academic affairs in one convenient place.



Customers and references

“ Higher education is one of Unit4’s target vertical markets, and this deal strengthens its ability to compete in the emerging next-generation student information system (SIS) market by combining Unit4’s ERP solutions with Three Rivers Systems’ higher education software...In addition, both Unit4 and Three Rivers Systems have strong alliances with Microsoft, and Three Rivers Systems developed the new product on .NET. Other features that are highly desirable in the industry include:

- A modern user experience with a responsive design
- Integrated CRM
- Embedded analytics
- Support for non-traditional programs, such as non-term-based education”

Unit4’s Three Rivers Buy Heats Up Competition in Next-Generation SIS Market
Gartner, June 2015

“ Without Unit4 Research Costing and Pricing, making applications would be like trying to fly a 747 without instruments. It takes the stress out of audits and helps us demonstrate our meticulous planning, costing and pricing to funders. Most important it is creating a virtuous circle where extra revenue from larger projects can be ploughed back into faculties and research facilities for the good of the campus and beyond.”

MIS Director and Director of Research Services,
Universities of Cambridge and Oxford

Three Rivers Systems is now Unit4 Education Solutions, a Unit4 company

“ We are a textbook model for an organization that lives in constant change, and our software systems did not have the agility to keep up. We wanted the ability to make changes ourselves, quickly, which we can get from the Unit4 solution, but that we didn't see elsewhere in the market.”

Director of Finance
Cranfield University

“ The university is in a big drive to expand and grow, and to be able to meet that growth we need a scalable system and we need scalable business processes to grow along with it, and we are comfortable and confident that we have built that using Unit4 at the core.”

Project Manager
Royal Roads University

“ Unit4 Education Solutions stood out as the best ERP solution to help us achieve our strategic goals, particularly around operational excellence and student success.”

President
Grayson College

“ We're building something unique, cutting-edge and quite special here. So we need a reliable, academic ERP that can implement quickly and easily scale with us as we grow.”

Chief Information Office
Florida Polytechnic University

“ Prestigious international clients like Hult International Business School, The American University of Paris and The Petroleum Institute of Abu Dhabi all had rave reviews about Unit4 Education Solutions and its customer support. Now we know why.”

Chief Information Officer
Canadian University of Dubai

“ Roles, reporting, everything will change again, and our Unit4 cloud solution allows us to do this easily, without organizational disruption.”

IT Systems Administrator
Södertörn University

About Unit4

Unit4 is a leading provider of enterprise applications empowering people in service organizations. With annual revenue north of 500M Euro and more than 4000 employees world-wide, Unit4 delivers ERP, industry-focused and best-in-class applications. Thousands of organizations from sectors including professional services, public services, not-for-profit, real estate, wholesale, financial services and education benefit from Unit4 solutions. Unit4 education solutions deliver the latest technology and consumer-grade user experience combined with 30 years' experience working with over 1000 colleges and universities globally.

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