

Welcome to today's **University Business** web seminar

A+ Higher Education Enterprise Software Selection, Implementation, Success



Nick Schiavi
Global Head of Higher
Education & Nonprofit,
Unit4



Austin Laird
Lead Product Manager
Unit4



Elfie Smith
Strategic Business
Architect
Unit4



Kizzy Holmes
Senior Implementation
Consultant
Unit4

Thank you for joining us!
The web seminar will start promptly at 2:00 ET.

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For technical support:

Use the Chat panel at the right of your screen. Select the name of our event Host, Steven Blackburn, and type your message.

"Chat" for tech support

No computer speakers? Prefer to listen privately?

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To submit a question to our panel:

Use the Q&A panel at the right of your screen. Send your question to All Panelists, the default option.

"Q&A" for panelist questions

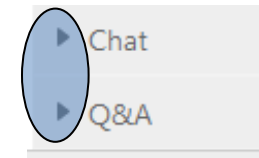
Ask: **All Panelists**

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UNIT4

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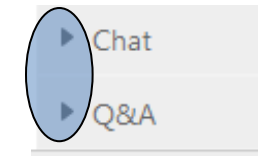
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Introductions



Austin Laird
Senior Product Manager



Elfie Smith
Strategic Business
Analyst



Kizzy Holmes
Senior Implementation
Consultant



Nick Schiavi
Global Head of Higher
Ed & Nonprofit

Agenda

1. Recognize the need
2. Identify requirements
3. Change approach
4. Framework for evaluation
5. Types of vendors
6. Project impact
7. Common mistakes to avoid
8. Future-proofing



**Recognize the signs that
you've outgrown your
current solution**



The signs you've outgrown your solution

Is your institution future-proof? Are you able to meet the challenges of today in our Covid-19 pandemic world?

- ☐ Business change agility
- ☐ Compliance & reporting
- ☐ Data quality/cleanliness
- ☐ User experience



**Identify the factors to
include in your checklist**



Checklist

- Think "future-proof"!
- Prepare your campus – data management strategy, identity and access, other foundational campus technology strategies
- Scan the market – what's the latest and greatest?
- Purchasing consortia, vetted solutions and contracts



Change management



Change Management

- Every change initiative impacts how **people** do their work in some way:
 - Processes
 - Workflows
 - Tools
- Initiate actions that ensure **people** have the training, tools, and skills to successfully operationalize new systems and processes
- Address **people's** different responses to change
- Attention to the **people** side of change results in successful transitions and therefore the realization of desired benefits



Build a framework for evaluating vendors



Evaluation framework

No vendor will meet every criteria, so consider using a weighted factor approach based on a prioritized list of factors to find the one that meets your need best – and where you want to go in the future!

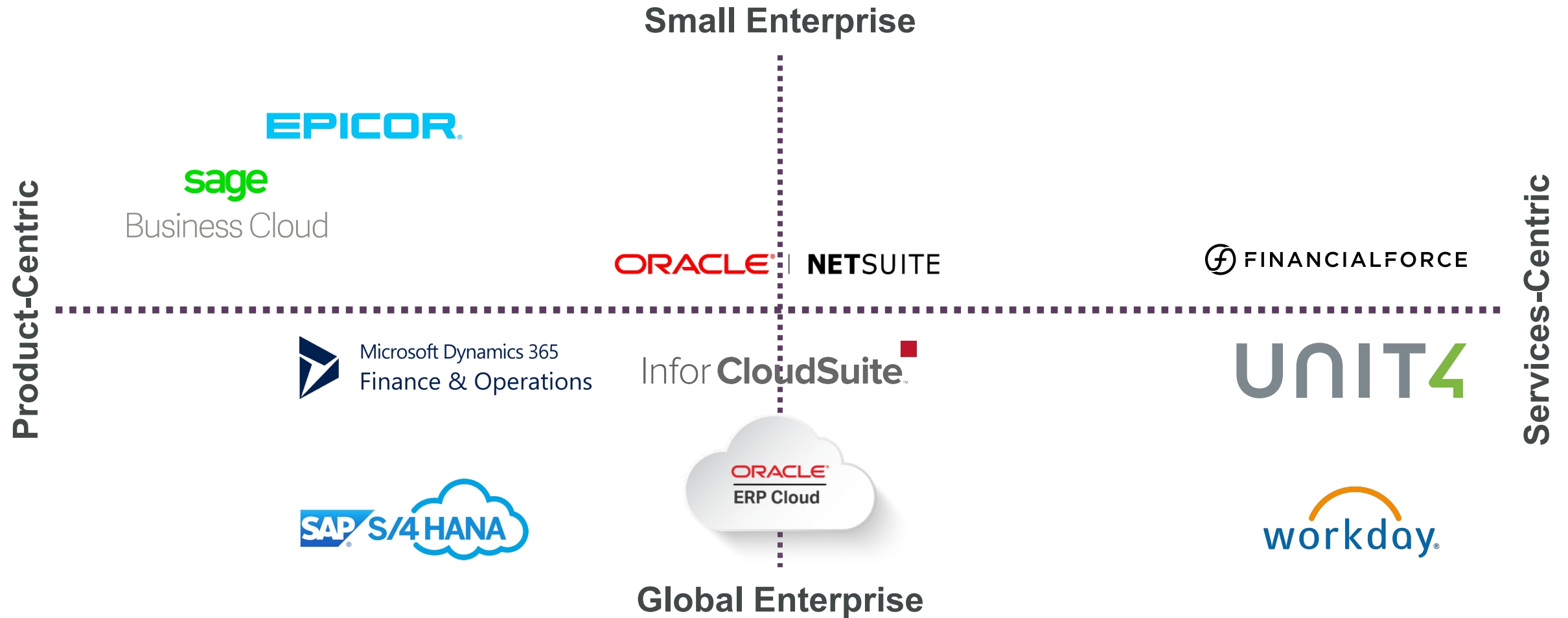
- Vendor
- Functionality
- Price

Identified criteria	Points	Vendor A	Vendor B
Criterion 1	3	Yes	Yes
Criterion 2	1	No	Yes
Criterion 3	2	Yes	No
Total		5	4

Understanding the different types of vendors



ERP Styles Include Product-Centric, Services-Centric or Both



Source: Constellation Research

Understand the scope of project impact across your organization



Project impacts

- **Planning**
- **Adoption**
- **Organizational support**



Common mistakes that threaten project success



Common mistakes

- Setup
- Resources
- Unclear expectations
- Scope creep
- Evangelism



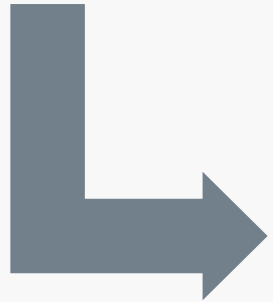
**Ensure the solution will
meet your needs for
scale and success**



The True Cost of Doing Nothing

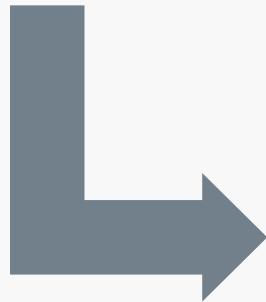
Business Value Review

Brief discussion with Business Value consultant to develop your business case together



Your Business Case

We deliver your data-driven business case, tailored to your organization's needs



Make the case!

Present to your stakeholders the cost of doing nothing, and the benefits to be gained!



Let's talk about what
People Experience
means 4U.



About Unit4

Unit4's **next-generation enterprise software** is designed to transform the way people work.

The Unit4 **People Experience Suite** applies AI and machine learning to bring together:

- The financial and productivity functions of ERP
- The people engagement of HCM
- The benefits of rapidly changing planning and analytics software
- The focus on experience of Student Management



3,000
employees



Generating more than
\$400M
revenue



Operating in
25
countries

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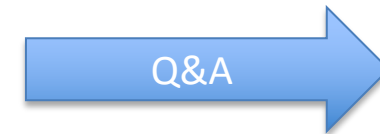


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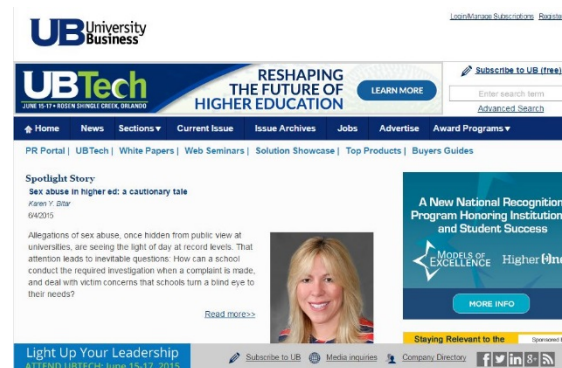


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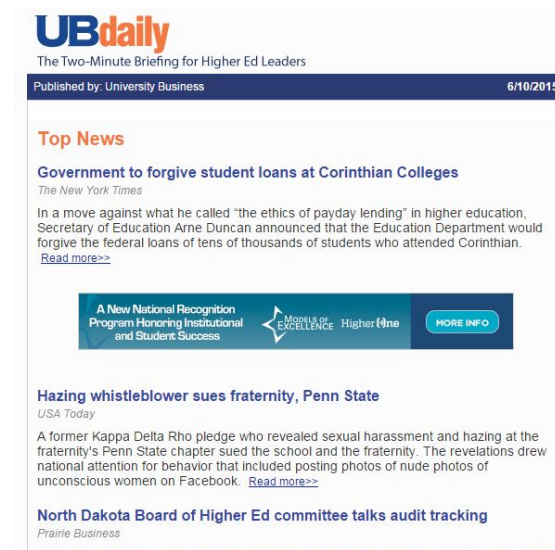
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