

ERP system selection clients:

Central Arizona College, AZ

Daytona State College, FL

Green Mountain Higher Ed Consortium, VT

↳ 3-college consortium including Champlain, Middlebury, and Saint Michael's

Gulf Coast State College, FL

Minnesota State Colleges and Universities, MN

Moraine Park Technical College, WI

North Carolina Community College System, NC

Northampton Community College, PA

Oregon Community Colleges, OR
↳ 7 community colleges

Penn State University, PA

Touro College & University System, NY

“CampusWorks was a great advisor to both the vendors and institutional representatives throughout the process. We felt like we really understood what we were getting into when we made the final decision.”

ERP System Selection

Independent, objective evaluation

The enterprise resource planning (ERP) system marketplace has undergone a dramatic shift in recent years. New and modernized technologies, processes, and services require significant cultural shifts, new teaching and learning approaches, consistent management commitment, and focused discipline. To successfully navigate the evaluation process and identify the solution that will best serve your institution's current and future needs, it is imperative to choose a partner that has deep knowledge of all the commercially available ERP technologies and understands the implications of the changes occurring in the marketplace.

CampusWorks has been providing consulting services exclusively to higher education institutions since 1999. We have a substantial ERP practice and have helped more than 100 higher education clients with ERP projects, arming us with the skills and expertise to ensure your project's success.

CampusWorks is one of very few firms that can still say that we are completely **vendor neutral**. We are not an implementation partner (formal or informal) for any ERP vendor, nor do we sell or promote any software or hardware products. This independence ensures that we are able to provide your institution with **100% objective, unbiased results**.

Collaborative, Transparent Methodology

When our clients are asked why they chose to partner with CampusWorks for their ERP system selection, they typically cite our collaborative, transparent methodology and our deep knowledge of the available solutions—both of which enhance the requirements gathering phase and create a better-informed RFP process.

To date, our system evaluation and selection processes have yielded **100% unanimous decisions**, which demonstrates our ability to bring organizations together and create a shared understanding of the project's strategic objectives.

Why CampusWorks?

- Fiercely independent from other companies, vendors, and solutions
- 100% objective, unbiased results
- Decades of experience
- Focused exclusively on higher education
- Senior-level functional and technical experts
- Cost-effective, hands-on, proven methodology
- Satisfied clients

The framework for success.

A growing number of organizations are forced to spend millions on independent validation and verification (IV&V) efforts because of weak project foundations. At CampusWorks, we pride ourselves on providing the framework and information necessary to ensure a successful project from the start.

- 1. Begin with the end in mind.** CampusWorks facilitates visioning workshops to set the context for the ERP project, introduce participants to the potential cultural changes that a new ERP system could entail, discuss the optimal “future state” ERP environment, review trends and best practices in student technology and administrative systems, and define the student experience vision statement that will become the charter for developing new business processes.
- 2. Assess needs and gather requirements.** Once the stage is set for a productive process, CampusWorks identifies and prioritizes your institution’s specific system requirements by determining your current administrative system’s capabilities and gaps and uncovering the key functional pain points and improvement opportunities. We employ a mix of data collection methods, including online surveys, interviews, focus groups, and workshops to quickly gain maximum perspective and feedback.
- 3. Develop and distribute a Request for Proposal (RFP).** Once the requirements have been analyzed and validated, CampusWorks will develop an RFP tailored to your institution’s specific functional requirements, ensure it’s broadly distributed to vendors, serve as the interface for questions, and organize all responses for evaluation.
- 4. Evaluate vendors.** To fairly and effectively evaluate all vendor proposals, CampusWorks will develop scoring criteria to identify the finalists. Once the shortlist is complete, CampusWorks will coordinate onsite vendor demonstrations—ensuring they showcase specific functionality that supports your institution’s highest priority requirements—collect feedback, and conduct reference interviews.
- 5. Select the “best fit” solution.** Armed with the information and feedback gathered during the vendor evaluation process, CampusWorks will present a comparison of the options and facilitate discussions that lead to a consensus decision.
- 6. Review and negotiate the contract.** Leveraging our vast experience, CampusWorks will review the vendor’s contract and facilitate negotiations to ensure that your institution receives the best price and implementation model available.

ERP System Implementation

Once the evaluation and selection process is complete, your institution will be unified around a shared definition of student success and ready to implement the new ERP system to support it. CampusWorks has vast experience leading ERP system implementations, and we’re prepared to help you make your vision a reality.

“Trust is a big issue when it comes to a project of this size. The CampusWorks team was able to build our trust quickly because they are so knowledgeable. Their personalities made them feel like part of our team.”

- Daytona State College

“You know how when things are right they just feel right . . . comfortable . . . worthwhile . . . satisfying. That is how I would describe my personal interaction(s) with your team. I really appreciated your candid, smooth, and even approach to the engagement.”

- Penn State University

“My heartfelt thanks for what you have done... We executed according to the plan that you laid out for us and according to the advice that you have given... delivering Banner Finance with new, uniform processes across the Touro College and University System on time, with a quality product, and within budget...Knowing that you are always available to me with your experience, responsiveness, and calming way has given me much comfort throughout this very complex, difficult, and fast-paced project.”

- Touro College and University System