



Enterprise Solutions for Higher Education

Did you know that half of institutions that implemented a new ERP system in the past decade reported the project fell short of their expectations? This is the *implementer's dilemma*. While technological transformation is imperative for the future, the journey remains costly, demanding, and uncertain.

At CampusWorks, we aim to rewrite this narrative. Our team of enterprise system professionals, IT leaders, project managers, and process optimization experts pool their skills and experience to offer solutions that ensure your implementation is primed for success.

**“Change is inevitable.
Growth is optional.”**

John C. Maxwell

Influential leadership expert
and best-selling author

5 Solutions to Support Implementation Success

#1 READINESS ASSESSMENT

CampusWorks helps institutions gauge their readiness level, identify gaps, and develop a structured approach for a successful ERP implementation. Our collaborative assessment process involves detailed focus groups, current state assessments, and future planning workshops. You'll receive a detailed final report that provides a modernization roadmap or optimization strategies, a high-level fit/gap analysis of potential future vendors, and organizational readiness insights for a strategic enterprise system overhaul to achieve your desired student experience.

Campus leaders choose this solution to determine whether a system's core issues stem from its inherent limitations or deployment flaws.

#2 PROCESS REIMAGINE AND REDESIGN

CampusWorks specializes in reimagining and redesigning future state processes for students, employees, and institutions. Our focus is on optimizing the student and employee experiences during enterprise system transitions, tailoring them to the institution's unique needs. This phase is crucial for pinpointing the specific requirements of different functional areas within the college.

Campus leaders choose this solution to identify their departments' strengths, weaknesses, and gaps, ensuring that either revamping their current ERP system or implementing a new one addresses all issues, leading to a thoroughly modernized and efficient functional department.

#3 RFP DEVELOPMENT

CampusWorks offers customized RFP development that reflects each institution's specific needs and challenges. Our approach not only creates a consensus-driven RFP but also aims to select a vendor that meets the institution's long-term goals, minimizing the need for future customizations. We handle the RFP process from drafting to finalizing, incorporating feedback, clarifying requirements, and preparing for competitive vendor bidding.

Campus leaders choose this solution to develop a detailed RFP that highlights modern software requirements and integrates current system knowledge, aiming to identify the most suitable market solution for the institution's future.

#4 EVALUATION, SELECTION AND NEGOTIATION:

CampusWorks streamlines the complex process of modernizing enterprise systems, focusing on cost-effective procurement within budget limits. Our approach includes detailed evaluation, selection, and negotiation processes, leveraging our vendor-neutral position. We handle everything from process initiation, RFP management, and vendor demonstrations to facilitating consensus and contract negotiations, all while aiming for a budget-friendly solution. This typically saves institutions hundreds of thousands of dollars.

Campus leaders choose this solution for its objectivity, inclusiveness, and alignment with institutional needs.

#5 PROGRAM MANAGEMENT

CampusWorks' expertly managed enterprise projects ensure accountability among software vendors, implementation partners, and the institution, guiding them towards a transformative outcome across the institution.

Campus leaders choose this solution because our independent program managers remain objective, serving as trusted advisors to the C-suite and executive sponsors, adept at handling any arising issues.

Implementation Success Services:

When it's time to implement, institutions turn to CampusWorks for support:

- ▶ **Transition Management:** Strategic change management designed to smooth the transition into new technologies with minimal disruption.
- ▶ **Data Governance/Data Readiness:** Establishment of governance models and practices to guarantee data integrity and assist the institution with understanding the readiness of their data for migration.
- ▶ **Integration and Reporting Inventory:** An inventory of necessary integrations and reports that need to be addressed during the implementation.
- ▶ **Functional and Technical Support Services:** Ongoing support to ensure that both functional and technical aspects of the current ERP system are addressed based on the needs of the client.
- ▶ **Business Process Testing Support:** Assistance in testing to ensure that the ERP solution performs according to the defined business processes and institutional requirements.
- ▶ **Project Milestone Reviews to Independent Verification & Validation:** A project review service that regularly assesses and ensures adherence to project standards, milestones, and deliverables.

Voice of the Client

"I need honesty from every person about what is happening, what we need, and what we're doing. I tell people, 'Honesty to the point of pain.' Call yourself out in the room. It's okay. I just need to know, because if we don't know where we are, we can't fix it, and we come together as a team to fix it. It is not just one person's problem."

Dr Tuesday Stanley, President, Westmoreland County Community College

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