



# In Service to Mt. San Antonio College

June 27, 2018

## ▶ Start with best practices research

- › Research Forums for presidents, provosts, chief business officers, and key academic and administrative leaders
- › At the core of all we do
- › Peer-tested best practices research
- › Answers to the most pressing issues

## ▶ Then hardwire those insights into your organization using our technology & services

### Enrollment Management

Our **Enrollment Services** division provides data-driven undergraduate and graduate solutions that target qualified prospective students; build relationships throughout the search, application, and yield process; and optimize financial aid resources.

### Student Success

Members of the **Student Success Collaborative** use research, consulting, and an enterprise-wide student success management system to help students persist, graduate, and succeed.

### Growth and Academic Operations

Our **Academic Performance Solutions** group partners with university academic and business leaders to help make smart resource trade-offs, improve academic efficiency, and grow academic program revenues.

1.2B<sup>+</sup>

Student interactions annually

1M<sup>+</sup>

Individuals on our student success management system

1,200<sup>+</sup>

Institutions we are proud to serve

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Goal: Make education smarter

# Proposed Partnership Options for Mt. SAC

A Customized Partnership Based on Areas of Greatest Strategic Importance

|  | Student Success Pathways Integrated with Enhanced Advising | Student Pathways, Enhanced Advising and Administrative Intelligence | Student Success Pathways with Administrative Intelligence Optional at a Later Date |
|--|--|---|--|
| Dynamic <b>student onboarding</b> pathways to reduce summer melt and support student enrollment  | X  | X   | X  |
| Native <i>Navigate</i> <b>mobile app</b> for student guidance, decision support and apt. scheduling  | X  | X   | X  |
| Intelligent <b>academic planning</b> , course sequencing guidance and best-fit scheduling, leading to one-click registration   | X  | X   | X  |
| "Strategic Care Tools" to empower advisors, tutors and staff to support student retention through <b>case management, appointment management, coordinated notes, early alerts and text/email</b> | X  | X   | X  |
| Student success <b>Activity Analytics</b> to track office/service center utilization trends, heat maps and student behaviors at scale  | X  | X   | X  |
| <b>Predictive analytics model.</b> A customized regression model that predicts likelihood of retention from term-to-term or Fall-to Fall   |  | X   | X  |
| <b>Population Health analytics</b> to visualize student risk distribution and quickly identify strategic intervention opportunities  |  | X   | X  |
| Partnership Length   | 5 Years  | 5 Years   | 5 Years  |
| Dedicated EAB <b>Strategic Leader</b> to lead implementation and drive long term partnership value   | X  | X   | X  |
| <b>Community College Executive Forum research membership</b> – including unlimited access to best practice insights and content  |  |   | X  |
| <b>One Time Implementation Fee</b>   | <b>\$70,000</b>  | <b>\$93,500</b>   | <b>\$93,500</b>  |
| <b>Annual Service Fee</b>  | <b>\$180,000*</b>  | <b>\$225,000*</b>   | <b>\$255,000</b>   |
| <b>Annual Price Increase</b>   | <b>5%</b>  | <b>3%</b>   | <b>3%</b>  |