

EdgeMarket Informational Webinar

HE Ecosystem RFP #1 24-001

EdgeMarket HE Ecosystem RFP #1 - Information Page

May 23, 2024





Today's Presenters

- Adam Scarzavafa, Edge, AVP Edge Events and Digital Marketing
- Walter Lewis, Edge, Procurement Agent
- Dan Miller, Edge, AVP EdgeMarket and Solution Strategy



About Edge

- Nonprofit, member-based research & education network and technology consortium
- Formed by New Jersey Presidents' Council for Higher Education



What We Do

- Networking & Services
- Procurement Support
- Community & Collaboration

Edge.

Agenda

- About Edge
- EdgeMarket Cooperative Pricing System
- Focus of RFP and Key New Elements
 - Business Capabilities
 - Business Outcomes
- RFP Timeline, Platforms, Process and Results
- Q&A



The EdgeMarket Cooperative Pricing System

- Started in 2018
- HE, K12, PS, HC
- Technology Focus
- 17 states & growing



Edge Market

PROCUREMENT

Welcome to the EdgeMarket Po		- • ×
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	Contact Us Members-Only Login Search for anticles.	Q NJEdge.Net
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> View Solution Categories	Members: Master Contracts require a Members-Only login. You can create yours here.	
> Learn About Edge Edge Procurement Vehicles and Authorities	Welcome to EdgeMarket Solutions and Services	
> Models and Frameworks		
> Your Edge on Procurement 	IT Professional Services TeCHS Catalog	
	EdgeMarket Bids Join the EdgeMarket Co-op	



The EdgeMarket Portfolio is Accelerating

35

30

25

20

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Software

- Academic
- Administrative
- IT/Ops

<u>Services</u>

- IT Professional
- Enrollment Mgmt, Mktg
- Cloud, Telephony, NaaS

Hardware

SEE. SIMPLE. SMAD.

Edge Market

Smart Surfaces



EdgeMarket Awardees Per Fiscal Year



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Mission: Support the HE Solution Ecosystem

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Student	Finance	НСМ	Teaching Learning Research	CRM
	Ancillary an	d Supporting A	Applications	
 Planning 	, Selection, Imp	elementation an	d Optimization	Services
	 Infrastructu 	ire Solutions a	nd Services	



This RFP: Academic and Administrative Systems

Student	Finance	НСМ	Teaching Learning Research	CRM
	Ancillary an	d Supporting A	Applications	
Planning	, Selection, Imp	lementation an	d Optimization	Services
	Infrastructu	ire Solutions ai	nd Services	





Two New Key Dimensions of the RFP

✓ Business Capabilities

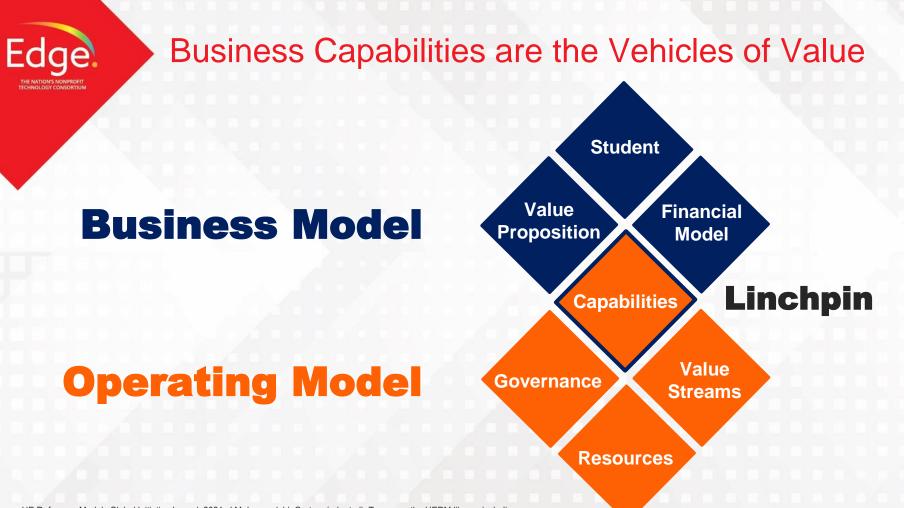
- Encourage an enterprise architecture-based approach to transformation planning and execution
- Higher Education Reference Models (HERM) and its Business Capability Model (BCM) provide a structure
- Bidders will map proposed solutions to the business capabilities they support

✓ Business Outcomes

- Align solution investments to the reasons why they are being made
- Business Outcomes Framework for organizing, defining and measuring business impact and value
- Bidders will map proposed solutions to the business outcomes they have enabled

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HE Reference Models Global Initiative Launch 2021, J.M. Lowendahl, Gartner (adapted). To access the HERM library, including the Business Capability Model: https://library.educause.edu/resources/2021/9/the-higher-education-reference-models



What is a Business Capability?



A Business Capability is a particular logical combination of People, Process, Information, and Technology necessary to deliver a discrete required outcome to achieve a specific business objective.

HE Reference Models Global Initiative Launch 2021, J.M. Lowendahl, Gartner (adapted). To access the HERM library, including the Business Capability Model: https://library.educause.edu/resources/2021/9/the-higher-education-reference-models



Examples of Higher Ed Business Capabilities



Curriculum Management

- Curriculum Planning
- Curriculum Design
- Curriculum Production
- Curriculum Accreditation
- Offering Management
- Curriculum Improvement
- Curriculum Disestablishment

Marketing Management

- Advertising Management
- Campaign Management
- Market Research
- Marketing Planning
- Merchandising
- Communications Management

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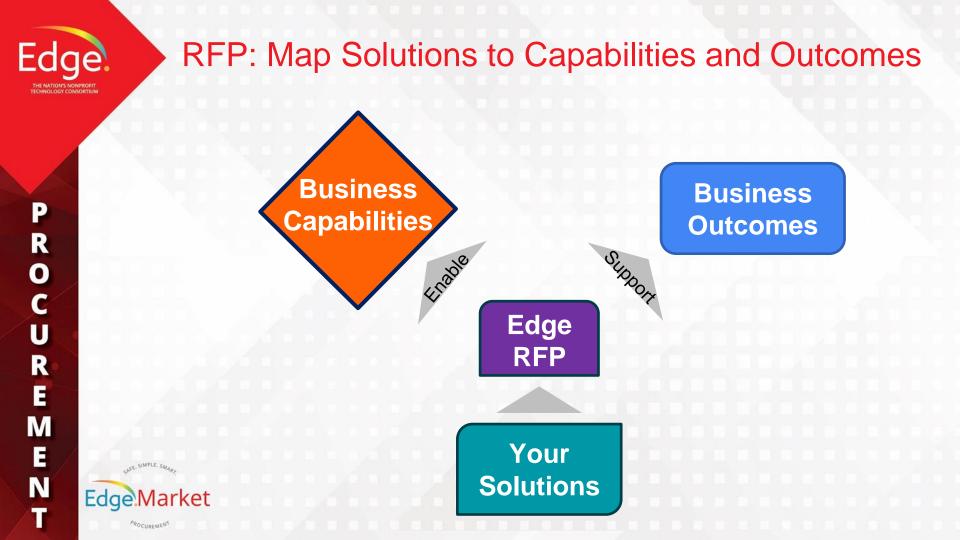
Marketplace Solutions Play a Critical Role

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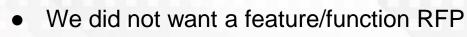
Journey to Business Capabilities and Outcomes

Business

Capabilities

Business

Outcomes



- Bulky, burdensome, outdated
- Time, money and energy spent on non-value work
- Rutgers vs PTS dilemma
- Needed to elevate the construct and the conversation
- Business Capabilities and Outcomes
 - Find or build frameworks for both
 - Offer value to all parties well beyond any RFP
- Higher Education Reference Models (HERM)
- Business Outcomes Framework[™]

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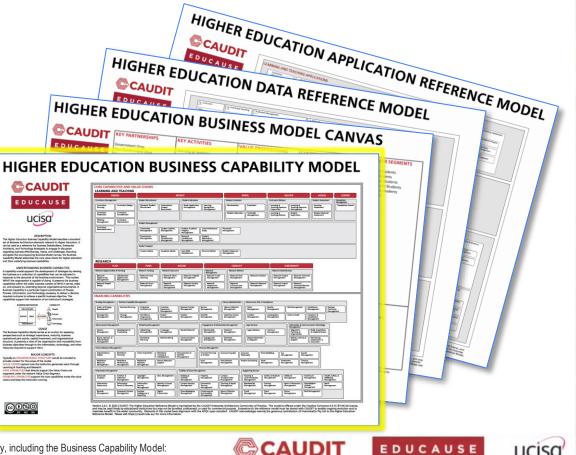
The Higher Education Reference Models

- **Business Capability Model**
- **Business Model Canvas**
- Data Reference Model
- Application Reference Model

The HERM is a global standard adopted and endorsed in 2021 by:

- **EDUCAUSE**
- CAUDIT
- UCISA
- EUNIS

to facilitate strategic and operational planning and investment.



EDUCAUSE

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Higher Education

Business **C**apability Model (HERM BCM v300)

A comprehensive framework for planning and managing adaptive business capabilities in a highly dynamic world.

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		Placement Management	Examination Management	Special Consideration Management	Research Candidature Management	Student Misconduct Management	<u>]</u>					
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Core Capabilities and	Learning and Teaching	Design Recruit Enroll Deliver Assess Confer Student Recruitment (2), Admission (3), Enrollment (3), Student Management (8), Student Support (5) Curriculum Management (7), Delivery (4), Assessment (2), Completion Management (1)
Value Chains	Research	Plan Fund Assure Conduct Desseminate Research Planning (3), Funding (2), Assurance (4), Management (2), Delivery (4), Dissemination (4)

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Curriculum Manage	ment	Student Recruitment Student Admission			Student Enrolment			Curriculum Delivery		Student Assessment	Completion Management
Curriculum Planning	Curriculum Design	Domestic Student Recruitment	International Student Recruitment	Study Application Management	Learning Recognition Management	Enrolment	Student Allocation	Learning & Teaching Resource Preparation	Learning & Teaching Resource Management	Learning Assessment	Completion Award
Curriculum Production	Curriculum Accreditation			Matriculation		Timetable Management		Learning & Teaching Delivery	Student Supervision	Student Research Assessment	
Offering Management	Curriculum Improvement	Student Management									
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Enabling Capabilities	Marketing Engagement & Relationship Mgmt Legal Information & Communication Technology Mgmt	
Capabilities	Human Resource Mgmt Financial Mgmt Information Management Facilities & Estate Mgmt Supporting Services	

Strategy Management	Business Capability M	lanagement			Governance, Risk, & Compliance							Libr	ary Administration
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BC002 Curriculum Planning BC003 Curriculum Desian BC004 Curriculum Production BC007 Curriculum Accreditation BC235 Offering Management BC038 Curriculum Improvement BC041 Curriculum Disestablishment **BC008 Student Recruitment**

BC012 Domestic Student Recruitment **BC013 International Student Recruitment**

BC014 Student Admission

BC015 Study Application Management BC018 Learning Recognition Management

BC019 Student Enrollment

BC020 Matriculation

BC021 Enrollment

BC022 Student Allocation

BC027 Timetable Management

BC023 Curriculum Delivery

BC024 Learning & Teaching Resource Preparation BC025 Learning & Teaching Resource Management BC026 Learning & Teaching Delivery BC059 Student Supervision

BC028 Student Assessment

BC029 Learning Assessment BC031 Student Research Assessment

BC032 Completion Management

BC035 Completion Award

BC044 Student Management

BC010 Scholarship Management BC246 Student Liability Management BC046 Student Academic Progress Management BC225 Cross-Institutional Study **BC030 Placement Management BC223 Examination Management** BC224 Special Consideration Management BC047 Research Candidature Management BC049 Student Misconduct Management

BC052 Student Support

BC055 Careers Advice BC053 Academic Advice BC054 Core Skills Development BC056 Financial Advice BC226 Student Grievance Management **BC065 Research Opportunities & Planning** BC066 Research Opportunity Management BC067 Collaborative Opportunity Management BC070 Research Project Design

BC071 Research Funding

BC072 Research Fund Sourcing BC215 Research Grant Management

BC245 Research Assurance

BC094 Research Ethics Management BC212 Research Integrity Management BC000 Possarch Porformance Mana

BC161 Business Continuity Management BC234 Incident Management BC167 Investigation Management BC163 Internal Audit BC166 Complaint & Compliment Management BC232 Advancement Management BC037 Alumni Management BC222 Development & Fundraising

BC233 Donor, Sponsor, & Philanthropist Management PC107 Marketing Ma

What if Edge members could organize, catalog, and manage their business capabilities like they do their curriculum?

BC086 Research Dissemination

BC083 Research Output Management BC237 Research Outcome Management BC228 Research Impact Management BC088 Research Commercialization Management

BC147 Strategy Management

BC148 Vision & Strategy Development BC149 Strategic Plan Management

BC206 Business Capability Management

BC230 Business Planning **BC209 Enterprise Architecture** BC217 Customer Experience Management BC216 Business Process Management BC218 Service Management BC207 Change Management BC210 Portfolio & Program Management BC243 Project Management BC244 Product Management BC208 Benefits Management

BC133 Library Administration

BC213 Library Collection Management BC134 Collection Access Management

BC160 Governance, Risk, & Compliance

BC164 Policy Management BC165 Quality Management BC168 Risk Management **BC170** Compliance Management

BC241 Engagement Management BC242 Extension Management

BC155 Legal Services

BC159 Legal Advisorv BC156 Contract Management BC157 Dispute Resolution & Litigation **BC201 Information & Communication Technology** Management

BC202 Alignment, Planning, & Organization BC203 Build, Acquisition, & Implementation BC204 Delivery, Service, & Support BC205 Monitoring, Assessment, & Evaluation

BC171 Human Resource Management

BC172 Organizational Design BC174 Workforce Planning BC175 Talent Acquisition BC182 Workforce Training & Development BC176 Remuneration & Benefits Management BC178 Workforce Resource Management BC181 Workforce Performance Management BC173 Workforce Relations Management BC183 Human Resource Support

BC184 Financial Management

BC190 Financial Planning & Analysis BC187 Accounts Pavable BC188 Accounts Receivable BC189 Price Modelling

BC191 Tax Management **BC214 Payroll Management** BC192 Bank Management BC193 Procurement Management BC194 Project Accounting BC197 Asset Management BC199 Investment Management BC219 Treasury Management

BC135 Information Management

BC144 Advanced Analytics 40 Artifact & Collection Management 41 Copyright Management 43 Data Management 136 Information Governance 37 Information Search & Discovery 38 Information Security Management 139 Identity & Access Management 45 Records Management 46 Enterprise Content Management BC211 Business Intelligence & Reporting

BC231 Digital Preservation

BC125 Facilities & Estate Management

BC126 Building & Facilities Management BC127 Property Management BC128 Campus Transportation Management BC129 Campus Security Management BC130 Commercial Tenancy Management BC131 Cleaning & Waste Management BC132 Groundskeeping Management BC221 Environmental Sustainability Management **BC227 Space Utilization Management**

BC114 Supporting Services

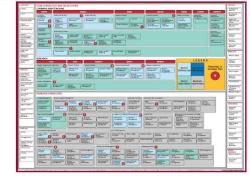
BC115 Housing & Accommodation Management BC116 Gallerv & Museum Management BC117 Childcare Management BC118 Healthcare Management BC180 Health, Safety, & Wellbeing Management BC124 Membership Management **BC120 Printing Management** BC121 Sport & Recreation Management BC229 Intercollegiate Athletics Management BC123 Retail Management BC195 Travel Management BC110 Event Management BC122 Venue Management BC119 Mail Management

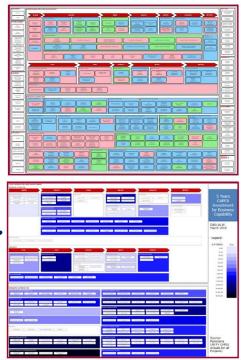
Using the models

The Higher Education Reference models help institutions to:

- Foster 'whole of institution' understanding and thinking
 - The 'map of our world'
- Use enterprise storytelling to engage effectively with stakeholders
- Guide operational and strategic planning
- Facilitate the exchange of architectural knowledge and best practice throughout the community
- Invest in the capabilities that deliver the most important business outcomes









Use Case Examples for Capability Models



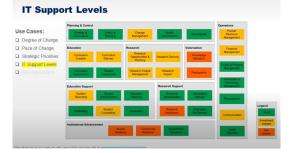
Sample Heat Map Indicating Degree of Change



Pace Layering for Managing Pace of Change



Strategic Choices and Priorities nning & Con Use Cases: Strategy & Governance Policy & Degree of Change Pace of Change Strategic Facility & Property Key Application Primary Inves (above \$5M) Secondary Inve (\$3M to \$5M) Research Assistance Tertiary Inves (\$1M to \$3M) Minor Investme Government Relations Legal Strategic Areas



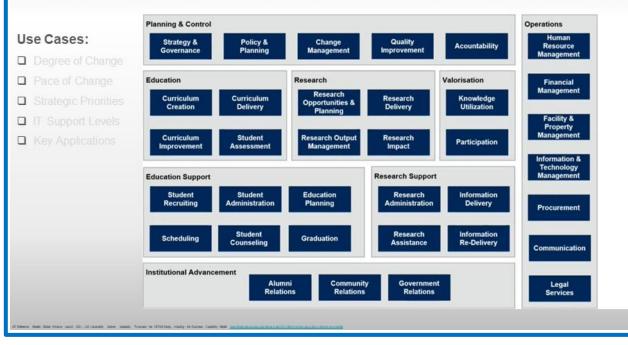
Key Application Landscape



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Sample Use Cases for the Business Capability Model











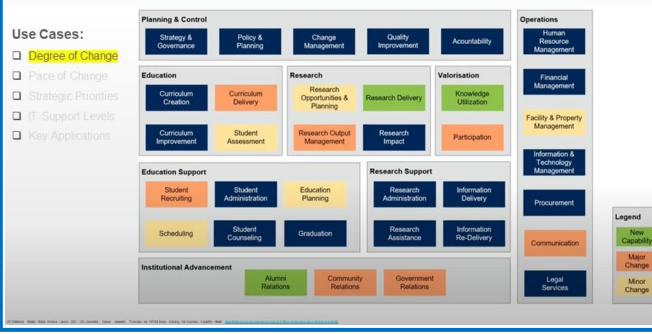








Sample Heat Map Indicating Degree of Change





Sample Heat Map Indicating Degree of Change

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Key Application Landscape

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Sample Use Cases for the Business Capability Model







Pace Layering for Managing Pace of Change Planning & Control Operations Use Cases: Human Strategy & Policy & Change Quality Acountability Resource Governance Planning Management Improvement Management Degree of Change Pace of Change Valorisation Education Research Financial Management Research Strategic Priorities Curriculum Curriculum Research Knowledge **Opportunities &** Creation Delivery Delivery Utilization Planning Facility & IT Support Levels Property Management **Research Output** Research Key Applications Curriculum Student Participation Improvement Assessment Impact

Management Information & Technology **Research Support** Management **Education Support** Legend Student Information Student Education Research Recruiting Administration Planning Administration Delivery Procurement Innovation Differentiate Student Research Information Scheduling Graduation Counseling Assistance **Re-Delivery** Communication Record Institutional Advancement Government Alumni Community Strategic Legal Relations Relations' Relations Services

Sample Use Cases for the Business Capability Model Use Cases Mangal Print Lings Only Australia Australia Provide and Tener Personal Constant facility of Annual State Territola Balanti Manana Manana Arabadar Annual Annual Control Annual Control Provide P States Little States States Alexan framerica framerica de la constante de Angel Martine





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Sample Use Cases for the Business Capability Model



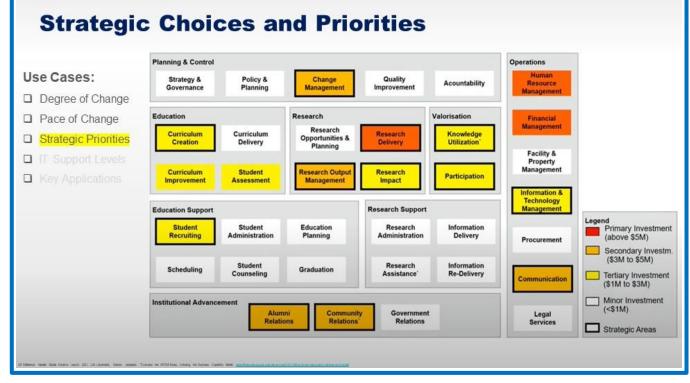








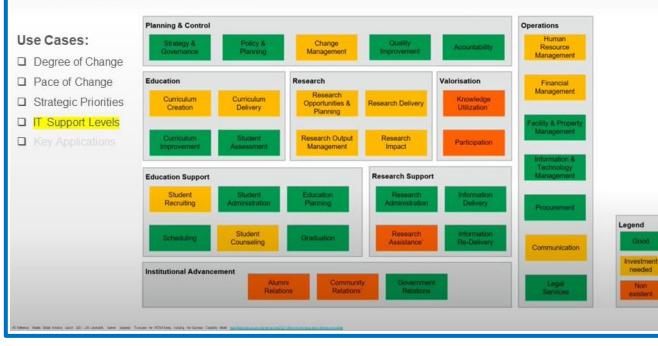




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IT Support Levels



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Sample Use Cases for the Business Capability Model















Sample Use Cases for the Business Capability Model









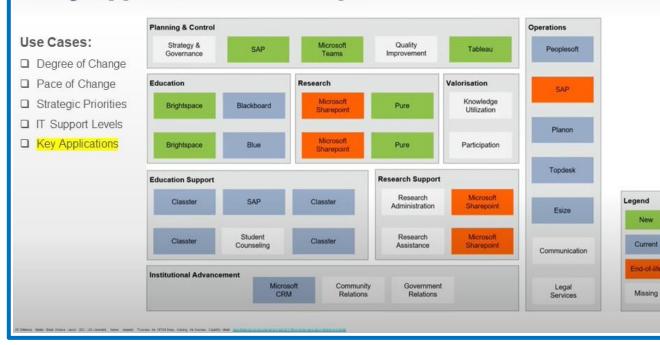
New

Current





Key Application Landscape



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BC071 Research Funding

BC072 Research Fund Sourcing

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BC207 Change Managemen BC210 Portfolio & Program N BC243 Project Management

BC244 Product Management BC208 Benefits Managemen

BC133 Library Administratio

BC213 Library Collection Ma BC134 Collection Access Ma

BC160 Governance, Risk, & John BC164 Policy Management BC165 Quality Management BC168 Risk Management BC170 Compliance Management BC161 Business Continuity Management BC234 Incident Management BC167 Investigation Management BC163 Internal Audit BC166 Complaint & Compliment Management BC191 Tax Management BC214 Payroll Management BC192 Bank Management BC193 Procurement Management BC194 Project Accounting

With so many uses...

- As an enterprise planning and management resource
- As a connector of members and solution providers
- And the clear potential for a consortium-wide resource

Edge has embraced and is endorsing the HERM to its members.

BC203 Build, Acquisition, & Implementation BC204 Delivery, Service, & Support BC205 Monitoring, Assessment, & Evaluation BC171 Human Resource Management BC132 Groundskeeping Management BC221 Environmental Sustainability Management BC227 Space Utilization Management BC114 Supporting Services

The Business Capability Model is the
foundation for the solution scope of the
HE Ecosystem RFP.Performance
generation

BC190 Financial Planning & Analysis BC187 Accounts Payable BC188 Accounts Receivable BC189 Price Modelling BC195 Travel Management BC110 Event Management BC122 Venue Management BC119 Mail Management

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Core Capabilities and	Learning and Teaching	Design Recruit Enroll Deliver Assess Confer Student Recruitment (4), Admission (2), Enrollment (4), Administration (11), Assessment (2) Curriculum Management (8), Delivery (4), Completion Management (1), Support Services (6)
Value Chains	Research	Plan Fund Assure Conduct Impact Research Opportunities (3), Funding (2), Assurance (4), Management (2), Delivery (4), Dissemination (4)

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DESIGN			REC	RUIT			ENROL	DELIVER	ASSESS	CONFER
rriculum Management		Student Recruitment		Student Admission		Student Enrolmen	t	Curriculum Delivery	Student Assessment	Completion Management
Curriculum Planning	n Design	Prospective Student Engagement	Domestic Student Recruitment	Study Application Management	Credit for Prior Learning Management	Matriculation	Enrolment	Learning & Teaching Resource Preparation	Learning Assessment	Completion Award
Curriculum Production	ion	International Student Recruitment	Agent Management		·	Student Allocation	Timetable Management	Learning & Teaching Delivery Student	Higher Degree Research Student Assessment	
Offering Education		\square								
Management Commercia	alisation	Student Administration								
Curriculum Improvement Disestablis		Student Relationship Management	Student Record Maintenance	Scholarships Management	Student Invoice Processing	Cross-Institutional Study	Industry Placement Management	The RFP	will inclu	de all
		Special Consideration Management	Examination Management	Student Academic Progress Management	Student Misconduct Management	Candidature Management		areas of		
	ľ	Student Support Servic	63							
		Career Advice	Academic Advice	Core Skills Development	Student Health & Wellbeing	Financial Advice	Student Grievance Management	Teaching	and Res	earch
RESEARCH										
PLAN		FUND) A	SSURE		CONDUC	r	ІМРАСТ		
esearch Opportunities & Planning		Research Funding	Research Assurance		Research Management	Research Deliv	ery	Research Dissemination		
Research Opportunity Management Managem	ity	Research Fund Sourcing	Research Ethics Management	Research Integrity Management	Research Funds Management	Research Dat Managemen		Pro Research Output Research Outce Management Management	me	
Research Project Design		Research Grant Management	Research Performance Management	Research Quality Management	Research Programme Management	Research Infrastructur Managemen		Research Impact Management Management	ion	

												\oplus
Enabling Capabilities	Strategy Management Business Capability Management Library Governance, Risk, & Compliance Advancement Marketing Engagement & Relationship Mgmt Legal Information & Communication Technology Mgmt Human Resource Mgmt Financial Mgmt Information Management Facilities & Estate Mgmt Support Services											
RFP #1 - Administrative/Academic RFP #2 - Supporting Services RFP #3 - Cyber				<u></u>								
ENABLING CAPABILITIES	Management				-	Governance, Risk, & Co	mpliance					Library Administration
Vision & Strategy Development		Customer Experience Management	Business Process Management	Service Management)	Policy Management	Quality Management	Risk Management	Compliance Management	Business Continuity Management	וו	Library Collection Management
Strategic Plan Management Change Management	Portfolio & Programme Management	Project Management	Product Management	Benefits Management	Ì	Incident Management	Investigation Management	Internal Audit	Complaint & Compliment Management]		Collection Access Management

							-				
Vision & Strategy Development	Business Planning	Enterprise Architecture	Customer Experience Management	Business Process Management	Service Management	Policy Management	Quality Management	Risk Management	Compliance Management	Business Continuity Management	Library Collection Management
Strategic Plan Management	Change Management	Portfolio & Programme Management	Project Management	Product Management	Benefits Management	Incident Management	Investigation Management	Internal Audit	Complaint & Compliment Management]	Collection Access Management
Advancement Management Marketing Management							Legal Services	Legal Services Inform Manag		Communication Technology	
Alumni Management	Development & Fundraising	Advertising Management	Campaign Management	Market Research			Relationship Management	Legal Advisory	Contract Management	Alignment, Planning, &	Build, Acquisition, & Implementation
Donor, Sponsor, & Philanthropist Management		Marketing Planning	Merchandising	Brand Management	Outreach Management	Extension Management]		The F	RFP wi	ll also
luman Resource Mana	gement				Financial Management	2			include	e many	major
Organisational Design	Workforce Planning	Talent Acquisition	Workforce Training & Development	Remuneration & Benefits Management	Financial Planning & Analysis		Accounts Receivable	General			olications
Workforce Resource Management	Workforce Performance Management	Workforce Relations Management	Human Resource Support		Bank Management	Procurement Management	Project Accounting	Asset Managem			Jications
nformation Manageme	ent			Facilities & Estate Mar	nagement		Supporting Services	5			
Advanced Analytics	Business Intelligence & Reporting	Data Management	Information Governance	Building & Facilities Management	Property Management	Campus Transportation Management	Housing & Accommodation Management	Gallery & Museum Management	Childcare Management	Healthcare Management	Health, Safety, & Wellbeing Management
Identity & Access Management	Information Security Management	Enterprise Content Management	Records Management	Campus Security Management	Commercial Tenancy Management	Cleaning & Waste Management	Membership Management	Printing Management	Sport & Recreation Management	Intercollegiate Athletics Management	Retail Management
	· · · · · · · · · · · · · · · · · · ·					Space Utilisation		Event	Venue	Mail Management	



Bidders Respond to Each Capability they Support

Parent Capabilities

- Curriculum Management
- Student Recruitment
- Student Admission
- Student Enrollment
- Curriculum Delivery
- Student Assessment
- Completion Management
- Student Management
- Student Support
- Research Opportunities & Planning
- Research Funding
- Research Assurance
- Research Management
- Research Delivery
- Research Dissemination
- Library Administration
- Advancement Management
- Engagement & Relationship Management
- Human Resource Management
- Financial Management
- Information Management
- Supporting Services Housing

BC023 Curriculum Delivery

BC025 Learning & Teaching Resource Management

Learning & Teaching Resource Management ensures learning resources are available and accessible for learning activities.

The delivery of learning activities may require learning resources be made available to and accessible by students and staff in relevant learning systems, repositories, and facilities.

Response Elements

Support: Full/Partial/None

- Solution Name(s): List
- Client Production Status: Live/Live and Referenceable/NA Summary Statement of Solution Capability Support

Capability Support Attachment

- A well-organized, straightforward briefing document that provides greater detail for solution support of capability
- Word or PPT, provided as a PDF

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Business Outcomes

- Historically, the focus of solution investment conversations has tended toward "what", "how", and "how much"
- Business Outcomes are the "Why" behind every solution investment
- Focusing on Business Outcomes enables:
 - Buying organizations to determine and declare the business value they are seeking to achieve
 - Solution providers to show how their solutions support the achievement of business value



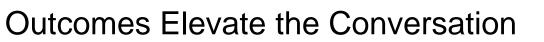
CE. SIMPLE. SMA

ROCUREMEN

Edge!

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From <u>What</u> Requested Features

We need APIs to the Registration modules of the most common Student Information Systems.

Automatic financial reporting to external stakeholders.

The system will streamline our onboarding experience for new employees.

To <u>Why</u> Business Outcomes

Deliver multi-institution degree programs & generate \$15M in new revenue within 2 years

Reduce costly and time-consuming external audit requests by 50% within 18 months

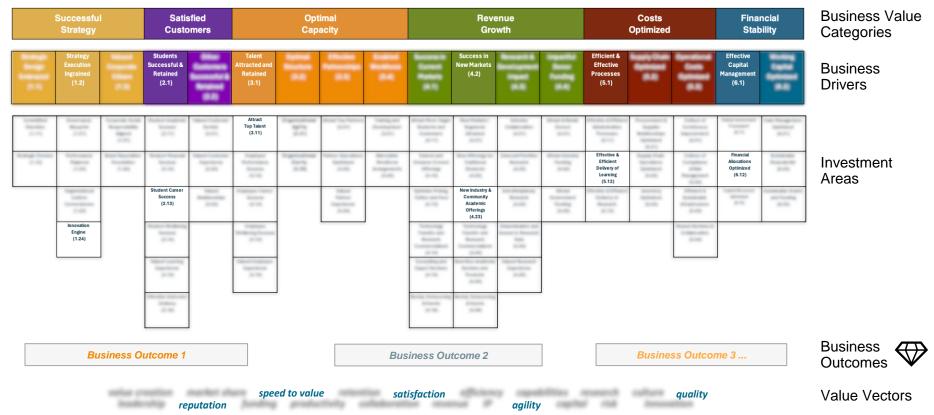
Increase NPS new-hire onboarding for persons with disabilities to 98% before the next school year

Features by themselves are simply *components that enable business capabilities.* It's the <u>capabilities</u> of an institution that produce the intended *business outcomes*.





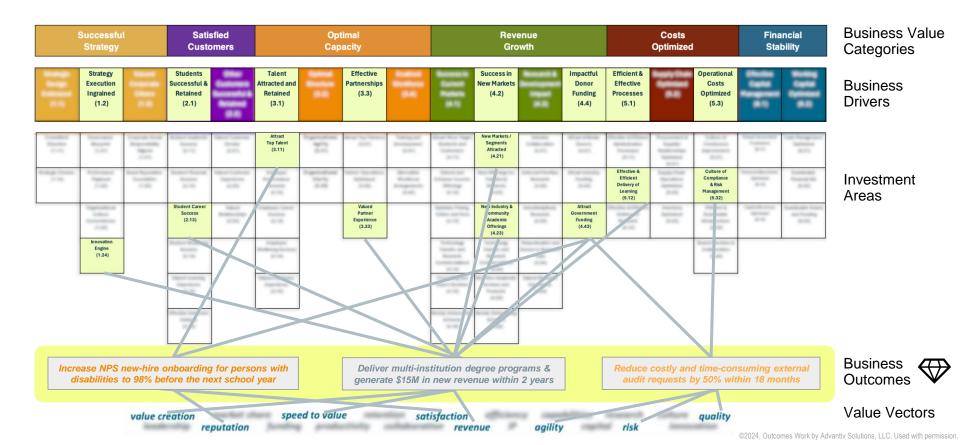
Business Outcomes Framework[™]







Business Outcomes Map for an Initiative



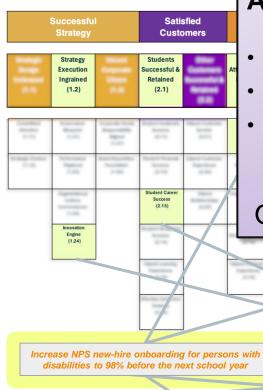


Business Outcomes Framework[™]

satisfaction



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value creation

speed to value

As with the HERM, with so many uses...

- As an enterprise planning and management resource
- As a connector of members and solution providers
- And the clear potential for a consortium-wide resource

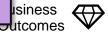
Edge is exploring further uses of the Business Outcomes Framework for its members and providers.

> The <u>Business Outcomes Framework</u> is the foundation for the Business Outcomes section of the HE Ecosystem RFP.

> > risk

aailitv

quality



Value Vectors

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Each Investment Area will be Listed and Defined

Business Value Categories

- Strategy Successful
- Satisfied Customers
- Optimal Capacity
- Revenue Growth
- Costs Optimized
- Financial Stability

Plus Subordinate

- Business Drivers
- Investment Areas



PROCUREMENT

Value Category: Optimal Capacity

Ensuring resources are efficiently utilized to meet demand without excess or shortage, maximizing productivity.

Business Driver: Talent Attracted and Retained

Securing and retaining top performers to ensure a competitive edge and innovation

Investment Area: Attract Top Talent

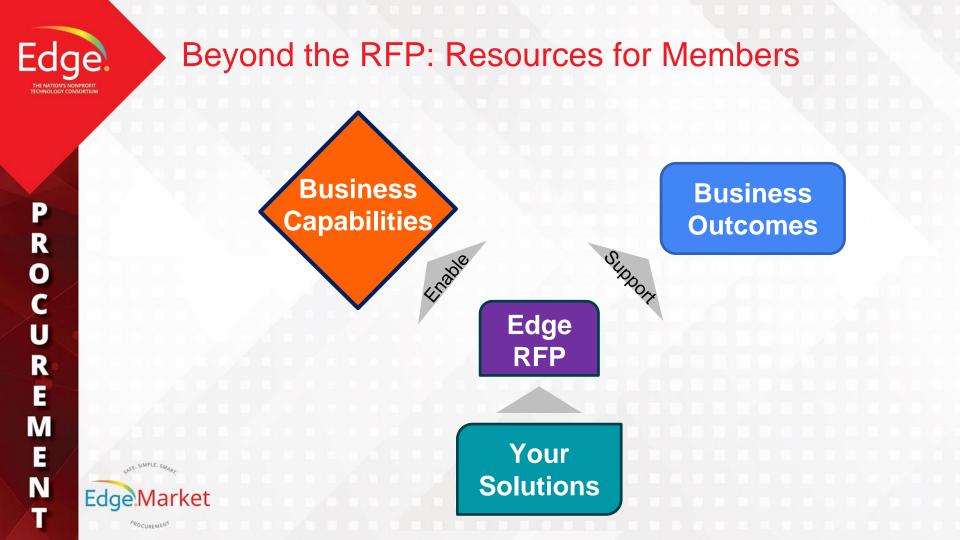
The identification, recruitment and welcoming of talented employees through a valued onboarding experience. Examples: Executives, faculty, researchers, academic & operations staff ... identifying, attracting, engaging, recruiting, onboarding ... compensation, benefits, perks ...

Response Elements

Business Outcome: "Headline" outcome statement Outcome Status: Aspirational/Anecdotal/Proven Client Demographic: Affiliation, Level, FTE Value Vectors: Listed Institution Name: Optional Internal Reference #: For Edge due-diligence verification

Optional: Outcome Support Attachment

- A well-organized, straightforward briefing document that provides greater detail for solution support of business outcome
- Word or PPT, provided as a PDF



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Beyond the RFP: Resources for Members



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Business Capabilities

Business Outcomes

- Edge will create a protected resource for members
 - Research Business Capability coverage by solution providers
 - Discover Business Outcomes enabled by solution providers
- Edge will provide option for bidders to curate their Business Capability and Business Outcomes information
 - Update and expand as progress is made
 - Positioned for annual refresh

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Timeline, Platforms, Process and Results

- RFP release date: June 18, 2024
- RFP last questions: August 16, 2024
- RFP close date: September 24, 2024
- Bid event managed on the BidNet Direct platform
- Detailed responses collected via DecisionDirector[®]
- Expect a high volume of respondents
- Evaluation process includes orals/demos
- Multiple awards anticipated based on satisfactory ratings
- Master agreements, 7 years with annual refresh

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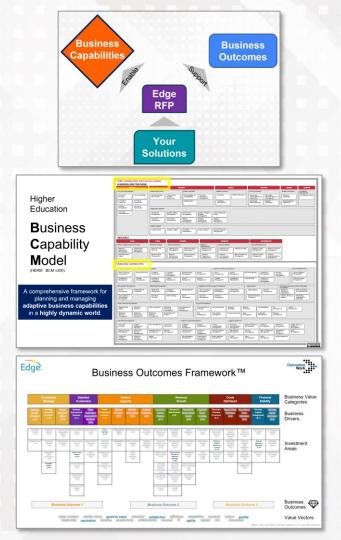
ROCHPEMEN



Q&A

- Questions
- Comments
- Concerns
- Next Steps

EdgeMarket HE Ecosystem RFP #1 - Information Page



P R 0 C U R E Μ E Ν

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