

## Oracle's Higher Education Solutions Fit the Needs of Small and Medium Size Institutions

More than 50% of all Oracle customers running PeopleSoft Enterprise solutions in higher education have a total FTE student enrollment of fewer than 10,000.\*

"One of the best things about having Oracle's comprehensive ERP system at a smaller institution is that, although it was a stretch when we first implemented because of change-management challenges, when we got to a place where we wanted to extend it, scale it, and meet different needs, we were able to do that with what we already had. We already owned it and it was just a question of getting around to using it."

Ted Simpson  
Director of Administrative  
Systems  
Maryland Institute College of  
Art

Oracle is committed to providing higher education institutions of all sizes with secure, affordable, reliable, world-class application and technology solutions. Public or private, two-year or four-year, Oracle meets your institution's unique needs with scalable, flexible applications that you can purchase and implement based on your timeline and resources. And with Oracle's hosting options, financing programs, end-user training kits, commitment to lifetime support, and an extensive higher education community network, your investment is affordable today, and protected for the future.

Oracle understands the resource challenges of small and mid-size institutions. You face the same demands and expectations from students, faculty, and governing bodies as a larger institution, but you have much smaller staffs and even smaller budgets. You can't afford to take risks with your limited resources. That's why institutions like yours have been successful with Oracle's affordable, flexible, scalable solutions. With Oracle as the foundation, you can be assured that as your needs change and resources fluctuate, our solutions have the flexibility to adapt and change with you—something you cannot do with older, less adaptable software solutions.

### Oracle's PeopleSoft Enterprise Solutions

Oracle has the most diverse customer base of all ERP vendors to higher education based on full time enrollment size.\* Today, Oracle delivers a mature, proven suite of software solutions that serves institutions with student enrollments ranging from fewer than 1,000 to multi-institution systems of more than 450,000. Our customers prove every day that the solutions they have purchased from Oracle scale and adapt to meet their changing, diverse needs.

#### Student Services and Administration

Oracle's PeopleSoft Campus Solutions suite provides institutions with a student administration system that meets the demands of today's students and the needs of their hard-working staff. Another advantage for smaller institutions is that the student system can be implemented module by module and delivered through a portal. This way, your constituents will begin to experience improvements from day-one while you plan your rollout of more functionality and services in a way that fits your budget and ability to manage. In addition, Campus Solutions delivers embedded integration with Constituent Relationship Management (CRM) so it won't cost you more in time, money or other resources to derive value from both solutions.

"In just one year after rolling out PeopleSoft CRM for recruiting, we have seen our applications grow from 1,400 to well over 2,000 and are continuing to increase. Not only is it paying for itself in applications and enrollments, but because CRM integrates with the student system, we continually save in administrative costs."

Frank Leber  
Vice President of  
Information Systems  
Moody Bible Institute

"We made a decision to adopt Oracle's PeopleSoft Enterprise Solution because we are getting superior functionality at the same or lower cost than that of its competitors. Oracle's ability to meet the current and future needs for colleges both large and small was a major factor in our decision making process."

Dr. Michael Collette  
Vice President Enrollment  
Management Information  
Systems  
Anderson University.

Modules in the student system include Recruiting and Admissions, Student Records, Academic Advisement, Student Financials and Financial Aid, Campus Community, Gradebook, and Campus Self-Service. Oracle is also planning to provide integrations between PeopleSoft Student Administration and your course management systems to streamline the academic processes for your students and faculty

### **Constituent Relationship Management (CRM)**

As a smaller sized institution, you need tools to help you target, recruit and retain students in an increasingly competitive, global education environment. Oracle CRM for Higher Education helps you target the best student candidates, personalize communications, effectively manage campaigns, streamline the admissions process, and continually analyze progress against your goals. Oracle also has a solution for your advancement organization, Contributor Relations, that helps them cultivate lifelong relationships with donors, personalize communications, and empower constituents to manage their own giving.

### **Human Capital Management**

Smaller institutions have significant challenges facing them to recruit, develop and retain qualified faculty and staff. Along with your core employee management requirements, Oracle's PeopleSoft Human Capital Management (HCM) solutions makes it possible for small institutions to manage multiple job scenarios while enhance recruitment and management of contract faculty and part- and full-time staff. Talent management tools are built into PeopleSoft HCM for workforce reward, training, certification and development. All levels of management participate in performance analysis and compliance reporting regarding the workforce. Robust communication tools and online workflow systems also reduce the use of paper and storage space to support your sustainability initiatives and lower your administrative costs. HCM streamlines the all-important on-boarding process, from recruitment, to hire, to on-board, to paycheck.

### **Financial Management**

Core to the management of your college or university is the ability to effectively plan and budget, reduce administrative costs and comply with regulatory requirements. Strapped for resources, many smaller institutions rely on inefficient manual processes because their financial systems aren't integrated with other systems and can't provide administrators and managers the information they need. Oracle's PeopleSoft Financial Management applications provide visibility so community colleges can gain efficiencies through more automated and standardized processes. And administrative burden is reduced because employees can access the information they need through distributed, flexible, self-service reporting. Employees can create their own reports through an online tool at anytime without programming or IT intervention.

### **Integration and Technology Platform**

Oracle's technology platform is the foundation that makes it possible for higher education institutions to adapt to changing requirements, integrate disparate systems, improve document and content management, drive compliance, enhance reporting capabilities, and securely manage access to your systems and applications. For example, Oracle's Application Integration Architecture (AIA) provides an open, standards-based framework for creating cross-application processes to support the way you run your institution today, while paving the way to support future goals and process changes.

"We selected Oracle's PeopleSoft applications because Oracle is providing small and medium size institutions the same highly advanced functionality, reliability and flexibility it's been known to provide large research and academic institutions with a cost of ownership that is highly competitive. Oracle has made a long-term commitment to community colleges, providing us with the highest quality solutions at affordable prices."

Blake Butler  
Director Computing  
Services  
National Park Community  
College

"After a rigorous software partner selection process, we chose Oracle's PeopleSoft Enterprise applications because they will give HWS broad functionality and operational capabilities, while also providing industry-leading technology direction."

Fred Damiano  
CIO  
Hobart and William Smith  
Colleges

AIA enables your institution to quickly integrate other vendor or home grown applications with your Oracle applications so your staff has access to information without moving from one system or application to another. An example of this would be sharing a student's information between your student system and human resource system the moment he or she is hired as a food service worker in one of your residence halls. Or sharing a student's information between your student system and course management system when course grades are entered by a faculty member. All these capabilities and more make it possible for smaller institutions to reduce manual intervention and administrative burden so they can apply limited resources to more value-add activities.

## Oracle Support, Training and Services

### Support

Oracle is the only vendor to higher education that has published the most simple, predictable and comprehensive support policy available: Lifetime Support. Small and mid-size institutions can't afford risk, so they need to know that no matter which product, or product release, they are running, Oracle will be there to support their institution's technology and applications. And Oracle has vast online resources for customer support, teams of professionals with higher education experience, and a strong partner and user group community available to you.

### User Training (UPK)

Oracle's higher education customers can save considerable time, money and resources for training and helpdesk by making User Productivity Kits available through self-service. Contingent workers, part-time employees, students, and contractors can easily learn how to use and navigate software systems using UPK, which provides content and software tools to capture and play back the exact steps a user would take to enter information into an application. And although UPK is delivered with pre-built content, it can easily be customized to train your users on other applications in use on your campus.

### Consulting Services

Oracle Consulting Services employs higher education experts with deep software expertise. They understand your world and can help you assess your needs, create your IT strategy and deploy solutions in a way that yields maximum value from your Oracle technology or application investment. Oracle Consulting also offers accelerated implementation programs and upgrade labs which drive down the cost of implementation for smaller institutions.

### Extended Community Network

Oracle's commitment to higher education includes an extensive, established, global community of customers, partners, education associations, standards bodies, and education programs you can rely on to inform, assist, and protect your investment in Oracle's offerings. Because of our long and deep relationships with all of these organizations, your institution is able to leverage their collective experience and knowledge as well as participate in influencing new products, product functionality and strategic product direction. The Higher Education User Group (HEUG) has no membership fees for its 17,000 (and growing number of) members. Yet the online and in-person networking resources have become an important resource for most of our customers. In 2008, the HEUG created a new special interest group within its board structure for members from small and mid-size institutions, recognizing the unique challenges and needs of this type of institution.

"George Fox University was faced with an approaching end-of-Life deadline on our current ERP. Oracle Financing gave us the choice of a full implementation of PeopleSoft by adapting yearly payment terms to fit our budgeting process. Moving off the old ERP sooner than later has mitigated risk and provided support cost savings. But the real plus may just be working with a financier who knows what you are financing."

Greg Smith  
Chief Technology Officer  
George Fox University

## Oracle Implementation Partner Network

Oracle has a partner network with experience in higher education and with Oracle products. These partners can help you deploy Oracle-based solutions, maximize functionality, integrate with your non-Oracle and legacy applications, and speed your ability to derive value from your investment. Oracle's large partner network means you have a choice of specialized firms so you can find the right fit for your budget and the type of project you are undertaking. Oracle also has an aggressive partner training program so they can stay current on their knowledge of Oracle applications and technology.

## Hosting, Shared Services and Outsourcing Options

More than any other type of institution in higher education, small and mid-size colleges and universities need options to help them achieve their technology goals with limited resources. It comes as no surprise that an EDUCAUSE 2007 survey of higher education revealed that the number one reason for considering sharing IT services was to reduce IT costs, followed by enhancing services. Several colleges and universities are moving to either shared services, hosting, or outsourcing solutions to meet core, undifferentiated needs such as finance, procurement, human resources and information technology. This allows smaller institutions to focus their limited internal resources on their core competencies and mission rather than on technology services that are critical but that should serve the institution, not drive IT programs and budgets. Oracle offers several options and can point to customer examples of how these programs are reducing costs, improving services, giving them access to best-of-breed technology, and speeding implementation and uptake of product enhancements.

## Oracle Financing

Oracle offers comprehensive, competitive payment solutions created especially for higher education and smaller sized institutions that help decrease acquisition and ownership costs and accelerate the return on Oracle-based solutions. Whether you acquire one product from Oracle or a broad solution from multiple vendors, Oracle Financing is one of the easiest and most affordable ways for your institution to acquire IT products and services. Our payment solutions will help you conserve capital, improve your ability to budget and forecast effectively and overcome budget constraints. We offer a single payment structure customized to meet your specific business requirements—for example mapping payments to budgets or to the benefits you receive from your investment. So you enjoy the convenience of acquiring your total solution through one trusted source: Oracle. Because Oracle Financing is a part of Oracle, we offer quick approvals and simple documentation.

## Oracle Education Initiatives

The Oracle Academy & the Oracle Education Foundation's initiatives reach over 1 million students worldwide. The Oracle Academy supports 655,000+ students in 86 countries. By partnering with schools, districts, and ministries that believe in early career preparation, the Oracle Academy helps students develop the technology and business skills required for 21st century careers. Participating institutions may integrate Oracle's cutting-edge software and curriculum into their courses and avail their faculty to first-class professional development opportunities. To learn more, please visit <http://academy.oracle.com>

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