Your Technical Modernization

A Discussion with Texas Southern University

Chris McLaren
Account Executive

August 4, 2026



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Agenda

- Introductions / Executive Sponsor (Josh Rice)
- Business Transformation (Joey Su)
- Change Enablement & Adoption/Transition Support (Joey Su)
- Project Timeline (Joey Su)
- TSU Resource/Staffing Allocation (Joey Su)
- Customer Modernization POD (Christi Segal)
- Technical Modernization – Overview (Zoran Kovacevic)
- Pricing (David Denig/Brad Parmer)

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Business Transformation

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Outcomes Aligned with Strategic Goals

Findings from initial SAE-Opportunities for Incremental Improvement

Technology & AI

- Automate critical campus operations across Financial Aid, Student Accounts, and Finance to improve efficiency and service.
- Modernize business processes with low-code automation, digital forms, workflows, and document management.
- Streamline implementation with 250+ prebuilt workflows, dashboards, reports, and integrations.
- Improve decision-making with enhanced reporting, analytics, and centralized access to student information.

Student Achievement and Outcomes

- Create a more connected student experience by reducing friction across the student lifecycle and improving coordination between student-facing functions
- Reduce heavy manual work and low automation for admissions.
- Better cleanup of rooms, policies, and forms, plus more accurate attendance and course capacity data for enrollment.
- Replace manual PDF based workflows with automated forms and workflows.

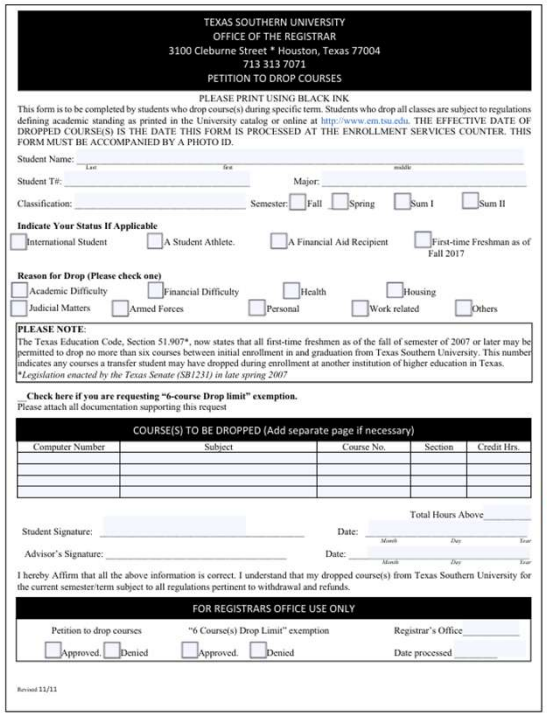
Operational Excellence (HR & Finance)

- Create a more connected employee experience by reducing friction and improving coordination between employee-facing functions
- Need better reporting, reduced manual spreadsheet dependency, more efficient processes, and stronger support for audit and financial statement production.
- Require better dashboards, centralized records, compliance training, improved performance management, and integration across system.
- Replace manual PDF based workflows with automated forms and workflows.

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Current State – TSU Forms:

Manual processes, lots of instructions requiring users to save to their PC and then submit. Duplicate, manual entry for staff to bring over data



TEXAS SOUTHERN UNIVERSITY
OFFICE OF THE REGISTRAR
3100 Cleburne Street * Houston, Texas 77004
713 313 7071
PETITION TO DROP COURSES

PLEASE PRINT USING BLACK INK

This form is to be completed by students who drop course(s) during specific term. Students who drop all classes are subject to regulations defining academic standing as printed in the University catalog or online at http://www.em.tsu.edu. THE EFFECTIVE DATE OF DROPPED COURSE(S) IS THE DATE THIS FORM IS PROCESSED AT THE ENROLLMENT SERVICES COUNTER. THIS FORM MUST BE ACCOMPANIED BY A PHOTO ID.

Student Name: _____ (Last, first, middle)

Student T#: _____ Major: _____

Classification: _____ Semester: ☐ Fall ☐ Spring ☐ Sum I ☐ Sum II

Indicate Your Status If Applicable

☐ International Student ☐ A Student Athlete. ☐ A Financial Aid Recipient ☐ First-time Freshman as of Fall 2017

Reason for Drop (Please check one)

☐ Academic Difficulty ☐ Financial Difficulty ☐ Health ☐ Housing
☐ Judicial Matters ☐ Armed Forces ☐ Personal ☐ Work related ☐ Others

PLEASE NOTE:
The Texas Education Code, Section 51.907*, now states that all first-time freshmen as of the fall of semester of 2007 or later may be permitted to drop no more than six courses between initial enrollment in and graduation from Texas Southern University. This number indicates any courses a transfer student may have dropped during enrollment at another institution of higher education in Texas.
Legislation enacted by the Texas Senate (SB1231) in late spring 2007

__Check here if you are requesting "6-course Drop limit" exemption.
Please attach all documentation supporting this request

COURSE(S) TO BE DROPPED (Add separate page if necessary)

Computer Number	Subject	Course No.	Section	Credit Hrs.

Total Hours Above _____

Student Signature: _____ Date: _____ (Month Day Year)

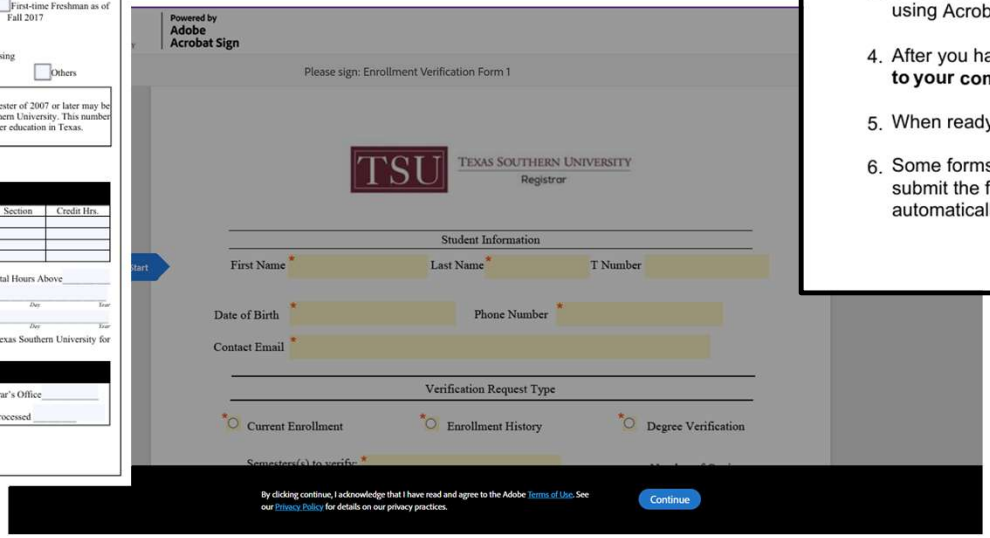
Advisor's Signature: _____ Date: _____ (Month Day Year)

I hereby Affirm that all the above information is correct. I understand that my dropped course(s) from Texas Southern University for the current semester/term subject to all regulations pertinent to withdrawal and refunds.

FOR REGISTRARS OFFICE USE ONLY

Petition to drop courses ☐ Approved. ☐ Denied
"6 Course(s) Drop Limit" exemption ☐ Approved. ☐ Denied
Registrar's Office _____
Date processed _____

Revised 11/11



Powered by Adobe Acrobat Sign

Please sign: Enrollment Verification Form 1

TSU Texas Southern University Registrar

Student Information

First Name * Last Name * T Number

Date of Birth * Phone Number *

Contact Email *

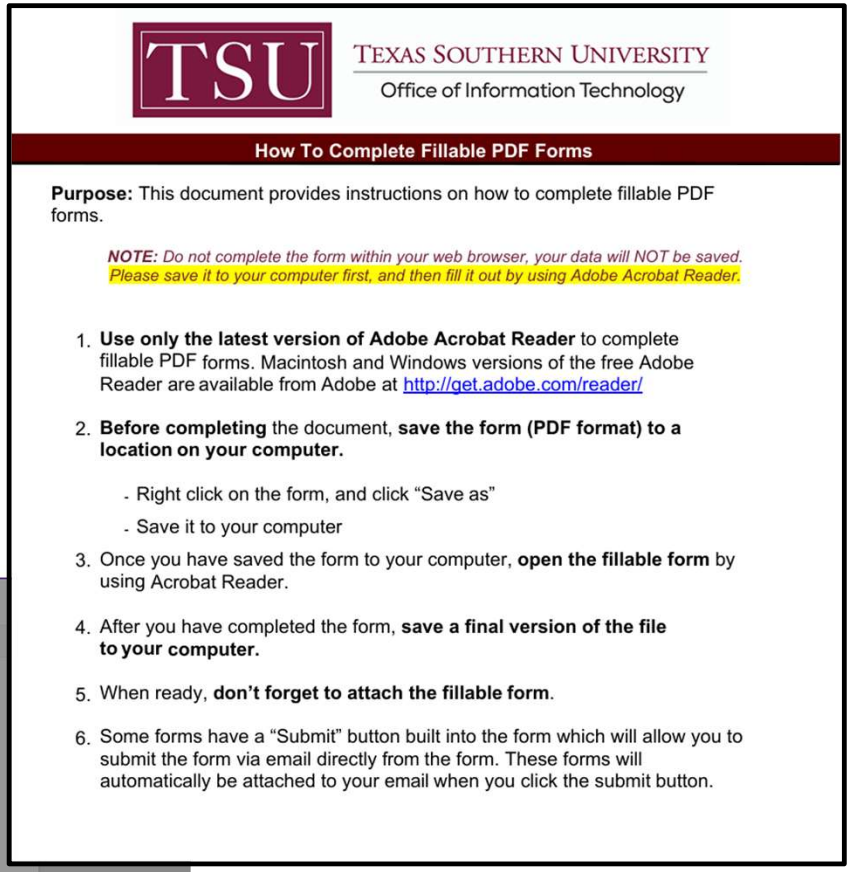
Verification Request Type

*○ Current Enrollment *○ Enrollment History *○ Degree Verification

Semester(s) to verify: *

By clicking continue, I acknowledge that I have read and agree to the Adobe Terms of Use. See our Privacy Policy for details on our privacy practices.

Continue



TSU Texas Southern University
Office of Information Technology

How To Complete Fillable PDF Forms

Purpose: This document provides instructions on how to complete fillable PDF forms.

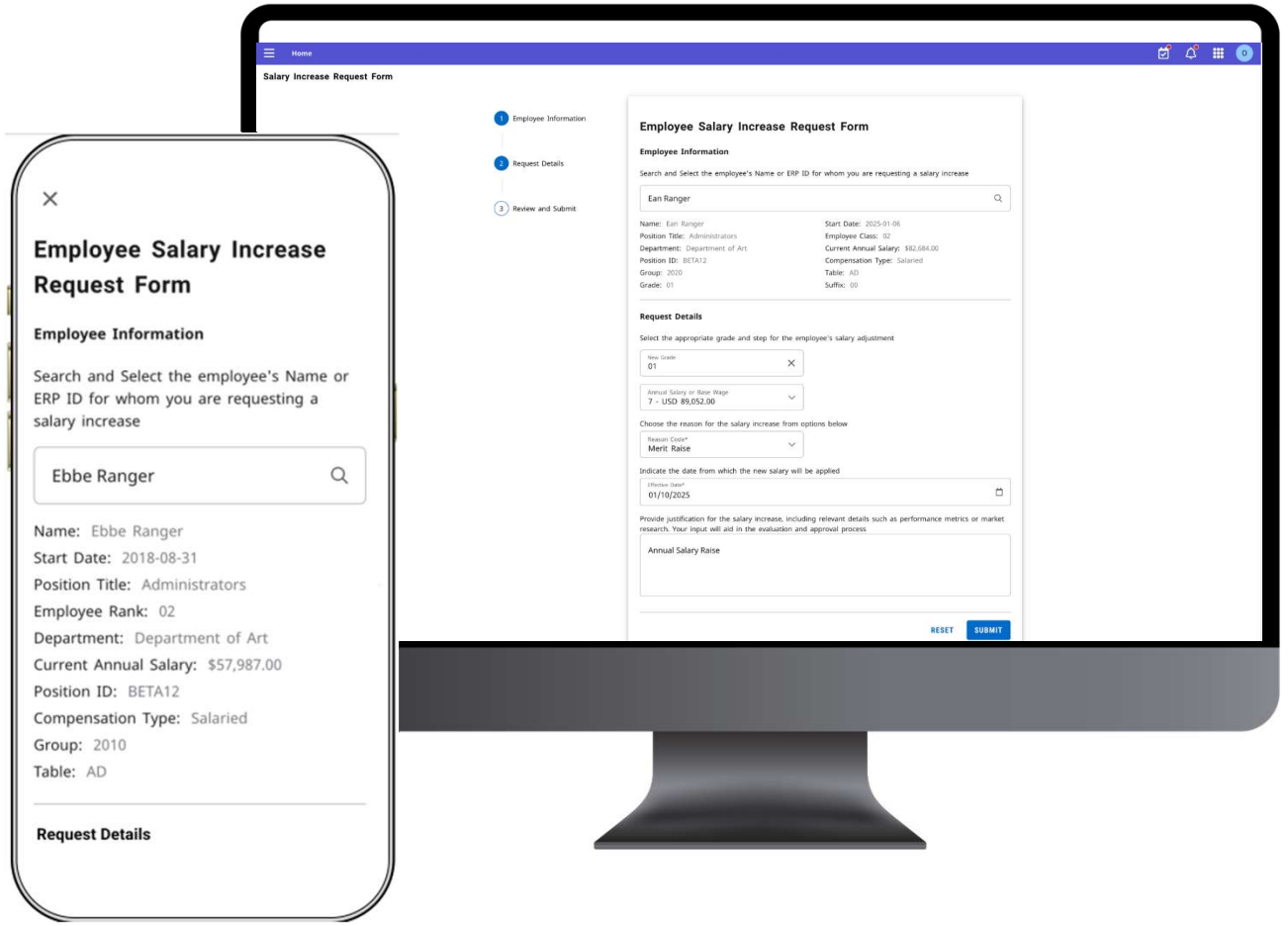
***NOTE:** Do not complete the form within your web browser, your data will NOT be saved. Please save it to your computer first, and then fill it out by using Adobe Acrobat Reader.*

1. **Use only the latest version of Adobe Acrobat Reader** to complete fillable PDF forms. Macintosh and Windows versions of the free Adobe Reader are available from Adobe at http://get.adobe.com/reader/
2. **Before completing** the document, **save the form (PDF format) to a location on your computer.**
   - Right click on the form, and click "Save as"
   - Save it to your computer
3. Once you have saved the form to your computer, **open the fillable form** by using Acrobat Reader.
4. After you have completed the form, **save a final version of the file to your computer.**
5. When ready, **don't forget to attach the fillable form.**
6. Some forms have a "Submit" button built into the form which will allow you to submit the form via email directly from the form. These forms will automatically be attached to your email when you click the submit button.

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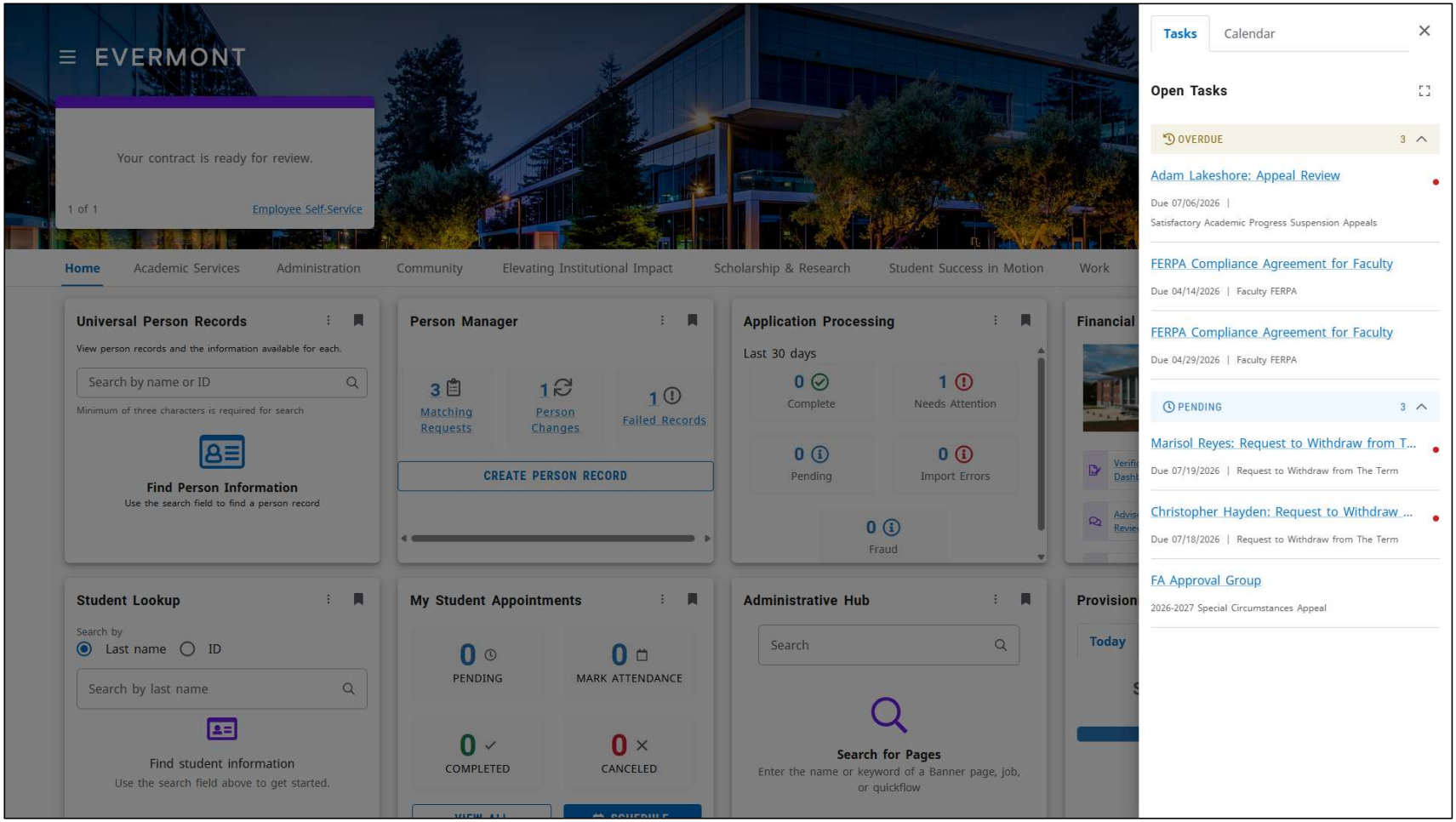
Business Process Automation

Forms are automated and accessible even on user personal devices



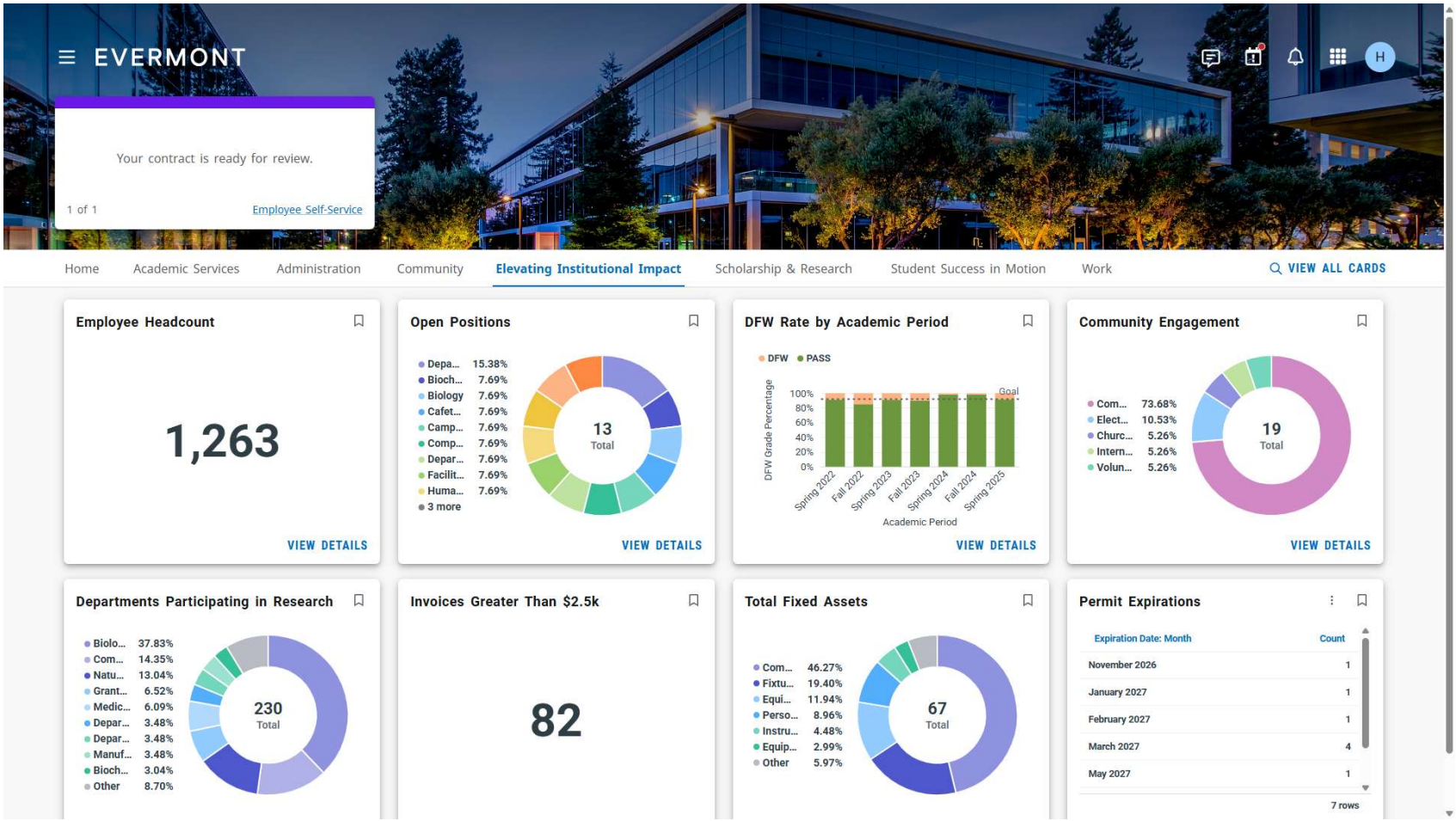
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Experience Dashboard – Financial Aid Staff w/ Tasks List



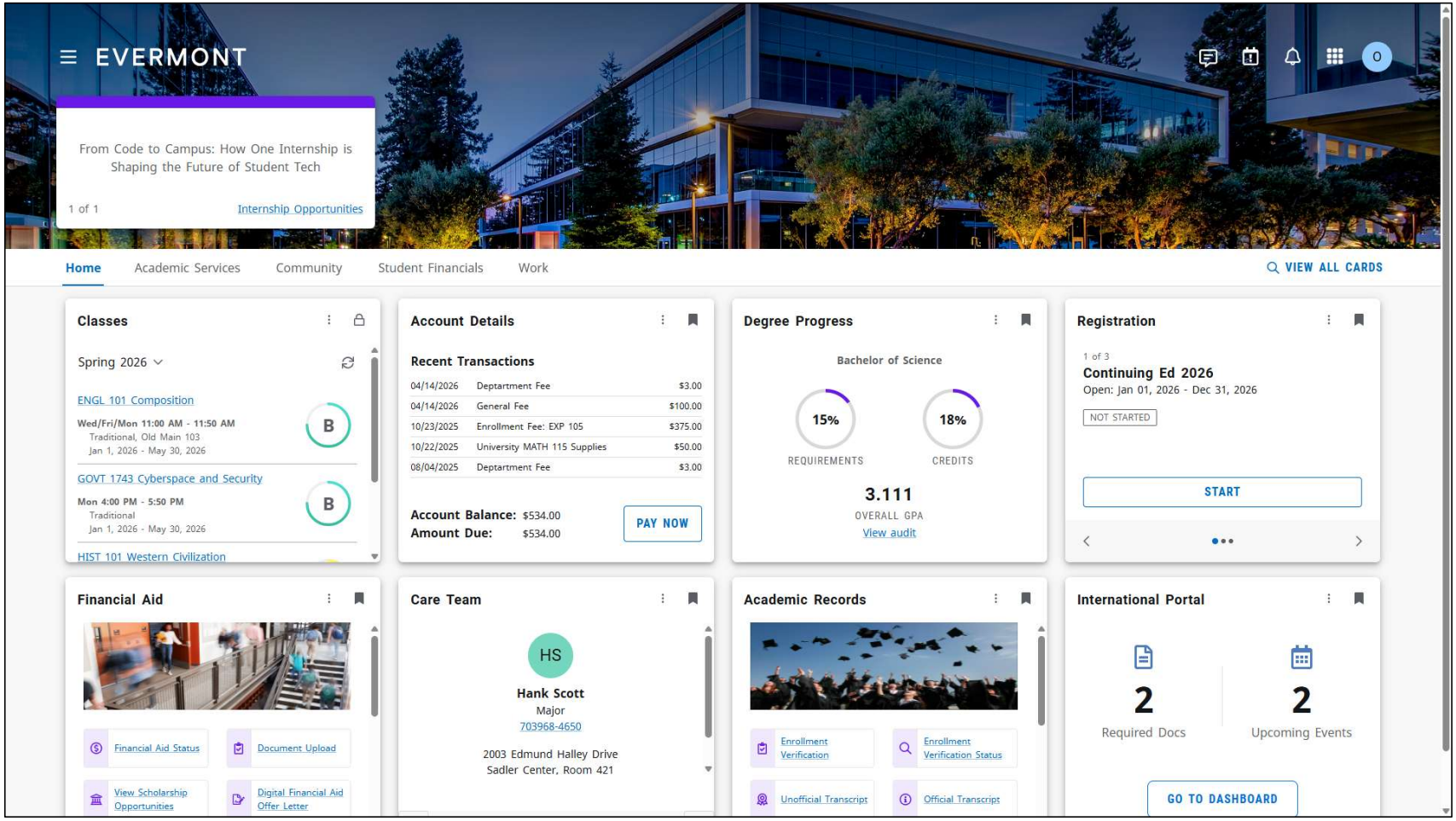
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Experience Dashboard – Student and Financial Success Data



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Experience Dashboard – Student View





Change Enablement & Adoption/Transition Support

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Every Sprint Advances TSU's Strategic Plan

Each capability delivered via Navigate to SaaS enables one or more of HFU's institutional priorities.

Student Achievement & Outcomes
Student success
Enrollment

Technology & AI
Modern platforms
AI-enabled services

Operational Excellence
Simplified operations
Analytics

Academic Research & Innovation
Flexible pathways
Innovation

Ellucian Navigate to SaaS • Capability-Led Delivery

Sprint 0
Renew Roadmap

Sprint 1
Recruit & Admit

Sprint 2
Student Success

Sprint 3+
AI | Data Experience

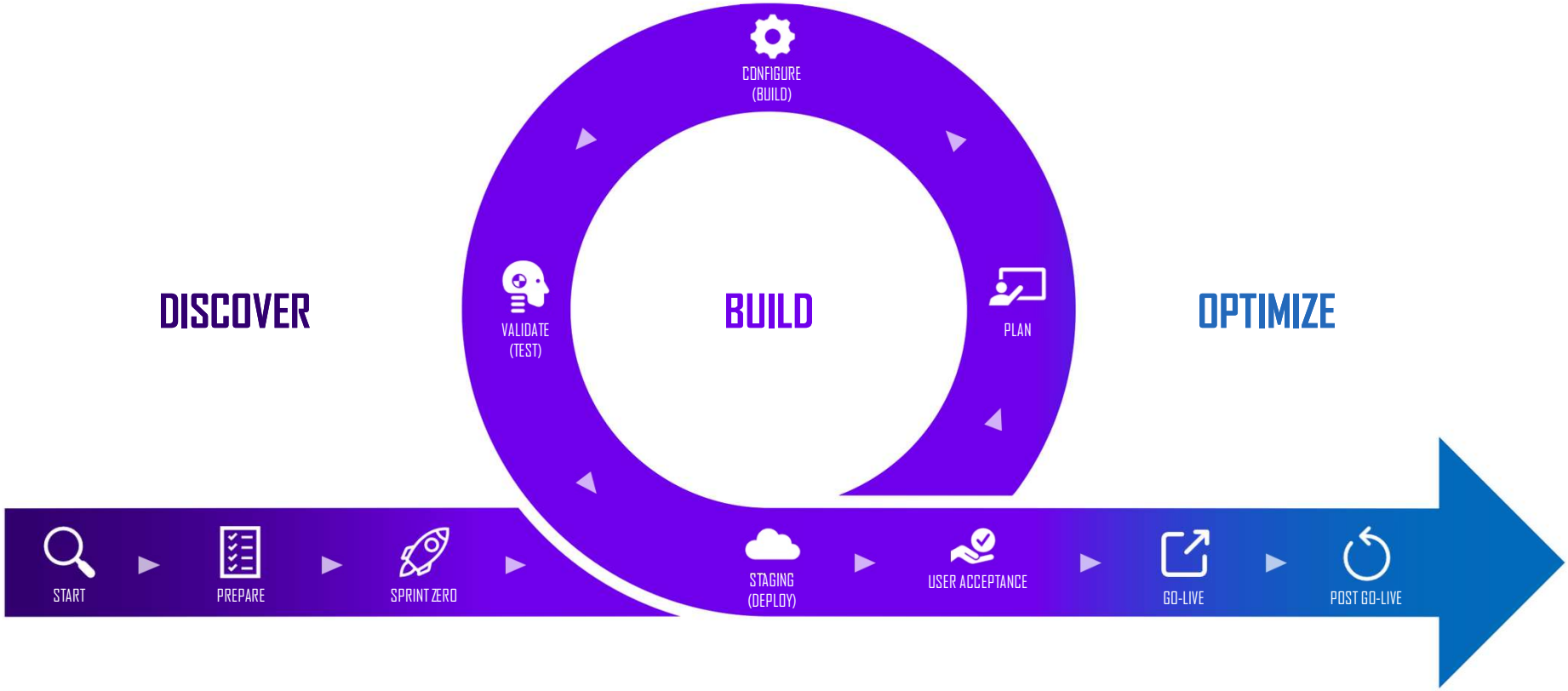
Go-Live
Ascend 2030

Strategic Outcomes Enabled: Student Success • Operational Excellence • AI-Ready Institution • Workforce Innovation

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Navigate to SaaS Methodology

ADOPTION AND CHANGE MANAGEMENT



Ellucian

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N2S Capability-Led Presales and Delivery Playbook



Phase	Discover		Build (Sprints 1-n)						Opti.nize	
Stage	**Start**	**Prepare**	**Sprint 0**	**Plan**	**Configure**	**Validation**	**Staging**	**UAT**	**Go-Live**	**Post Go-Live**
Starts When	☐ Approved Qualified Deal ☐ Presales Kickoff	☐ Proposal Kickoff	☐ Key Roles Staffed ☐ customer Roles Staffed ☐ Delivery Kickoff	☐ Sprint Planning Workshop	☐ Sprint Planning Complete	☐ Deploy to TEST	☐ Deploy to PPRD	☐ Feature Complete ☐ UAT Kickoff	☐ Data Migration ☐ Deploy to PROD	CS Transition
Ends When	☐ Discovery complete ☐ Bid/No-Bid Decision	☐ Contract Signature ☐ Sales-to-Delivery (S2C) ☐ Exec Sponsor Briefings	☐ Baseline PQR+TQR ☐ Sprint 0 Demo ☐ Project Roadmap Signoff	☐ Sprint Backlog Signoff ☐ Roadmap Signoff ☐ PQR+TQR (bi-monthly)	☐ Stage End Date	☐ Stage End Date	☐ Sprint Acceptance ☐ (Prior to UAT) Internal Platform/Deployment Readiness Review Signoff	☐ PQR+TQR ☐ Go/No-Go Decision	☐ Deliverables Accepted	☐ Project Closeout
Deliverables & Work Products	☐ Migration Studio Scan ☐ Business Value Assessment (BVA)	☐ Proposal ☐ Staffing Plan ☐ PSA Project Initiation ☐ Stakeholder Map ☐ Governance Model	☐ Project Roadmap ☐ Working Preconfigured E2E SaaS Environment ☐ Program Plan Artifacts ☐ Governance Scheduled ☐ Sprint 1 Backlog ☐ Sprint 1-n Capability Roadmap ☐ CARM ☐ Platform Plan ☐ Fit-Gap Spec	☐ Update Program Plan ☐ Updated Roadmap ☐ Updated Fit-Gap ☐ Sprint Backlog	☐ Updated CARM ☐ Env. Configuration ☐ Release Plan ☐ Data Mappings ☐ Integrations ☐ Automated Tests ☐ Test Plan + BDD ☐ Release Plan	☐ Demonstrable Capabilities, Integration, & Data ☐ Sprint Demo Scripts ☐ Test Dashboard ☐ Updated Backlog	☐ Working Environment ☐ Sprint Retro Doc	☐ Final CARM ☐ Final Release Plan ☐ Optimization Plan ☐ Final User Docs	☐ Live Environment	☐ Hypercare
Activities	☐ Migration Studio Scan ☐ SAE Workshops ☐ Integration Workshops ☐ BVA/ROM Analysis ☐ Discovery Readouts	☐ customer Negotiations ☐ Proposal Writing ☐ Estimation ☐ S2C Handoff ☐ PSA Project Initiation ☐ Staffing Plan Initiation ☐ Governance model ☐ Executive Stakeholder Expectation Meetings	☐ Delivery Kickoff ☐ CloudOps Provisioning ☐ Apply Prescriptive Templates ☐ CARM Workshops ☐ Data Migration Prep ☐ Capability Roadmap ☐ Platform Design Review ☐ Fit-Gap Analysis	☐ Product Council ☐ Exec Steerco ☐ Sprint Planning ☐ Backlog Grooming ☐ Design Tasks (opt.)	☐ Configuration Tasks ☐ Data Migration Tasks ☐ Integration Tasks ☐ Test Automation Tasks ☐ Test Plan Updates	☐ Capability Testing ☐ Integration Testing ☐ Data Migration Testing ☐ Sprint Demo Prep ☐ Bugfix	☐ Sprint Demo ☐ Sprint Retrospective ☐ (Prior to Go-Live) DRR ☐ (Internal, Quarterly) Platform/Deployment Readiness Review ☐ Bugfix	☐ E2E Capability Simulation ☐ Defect Triage ☐ Bugfix/Stabilization ☐ Customer Success Warm Connect ☐ Stabilization Support	☐ Stabilization Support	
Adoption & Change Mgt.	☐ Customer readiness assessment ☐ High level impact summary	☐ Draft Change Management Strategy ☐ Preliminary Training Needs Assessment	☐ Change Management Plan ☐ Draft Comms Plan ☐ Draft Training Plan ☐ Stakeholder Engagement Matrix ☐ Initial Resistance Risk Assessment	**Sprints n-6 to n-5** ☐ Role Mapping & User Impact Analysis ☐ Final Training Plan ☐ Final Comms Plan	**Sprint n-4** ☐ Targeted Comms ☐ Training Materials ☐ Job Aids ☐ Change Champions	**Sprint n-3** ☐ Train-the-trainer	**Sprints n-2 to n** ☐ End-user training execution ☐ UAT Comms	☐ Final Adoption Readiness Review ☐ Go-Live Comms ☐ Sustainment Plan	☐ Floor Support ☐ Hypercare Comms ☐ Reinforcement Messaging	☐ Reinforcement Messaging ☐ Recognition of change agents & contributors ☐ Lessons Learned ☐ Adoption Metrics

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Ellucian's Train the Trainer Methodology

- **Build internal expertise** by equipping designated campus champions to train and support colleagues throughout the implementation.
- **Drive consistent adoption** with standardized training, knowledge transfer, and best practices that promote confident use across the institution.
- **Support long-term success** by developing in-house capability that reduces reliance on external resources and sustains continuous improvement.

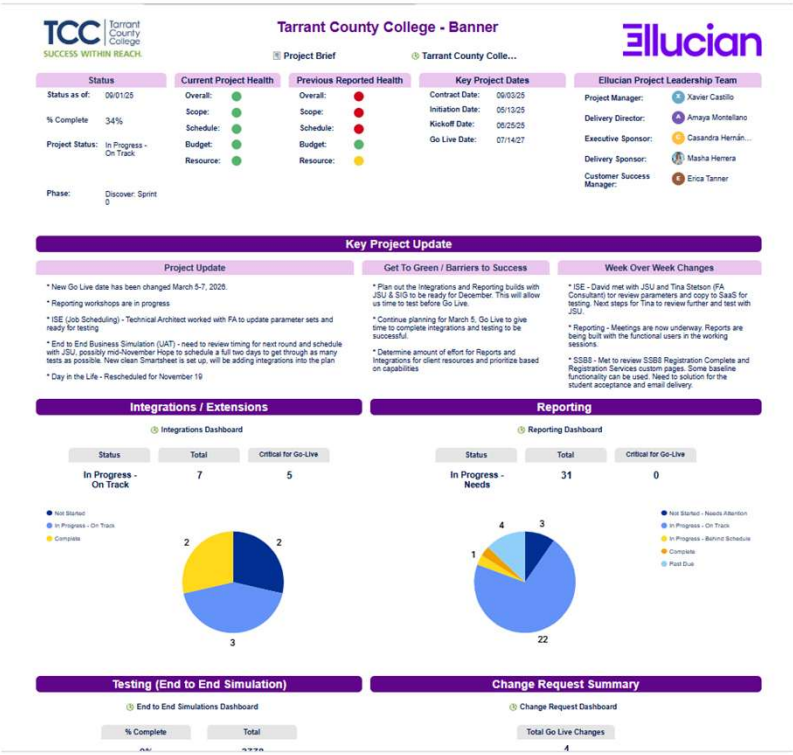
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One Source of Truth: the EDCC

The **Ellucian Delivery Command Center** makes the project observable: one workspace, updated weekly, read by both teams.

- **Consolidates** the project plan, RAID log, change requests, and integration & reporting plans
- **Standardized snapshot** generated through the weekly status process, owned by the PM
- **Health, progress, risks, and the path to green,** visible to sponsors and steering alike

Live on every N2S engagement, with enablement for your team during Sprint 0



Real project snapshot: live implementation status

The Operating Rhythm

THREE TIERS OF FORUMS · FIXED CADENCE

Joint Executive Steering Committee — MONTHLY

Your executives + ours · strategic decisions, priorities, resourcing, escalation resolution

Project Status Meeting — WEEKLY

Both PMs + all workstream leads · progress, risks, dependencies, milestone readiness, from the EDCC snapshot

Functional & Technical Workstream Reviews — WEEKLY

Functional + technical leads · cross-stream dependencies, early escalation, RAID hygiene

PATH-TO-GREEN Any variance gets an owner, actions, and a dated route back to green, reviewed every week.

GATES: DECISIONS, NOT CEREMONIES

- **Contract & S2D handoff,** no context lost from presales
- **Roadmap & release plan signoff,** ends Sprint 0
- **Sprint scope signoffs,** no drifting requirements
- **PQR + TQR checkpoints,** velocity · quality · value
- **UAT phase gates & go/no-go,** criteria agreed in advance
- **Deliverables accepted · closeout,** hypercare to steady state

Decision rights are explicit: every gate has a named decision owner and pre-agreed criteria, decided once, by the right people, on shared facts.

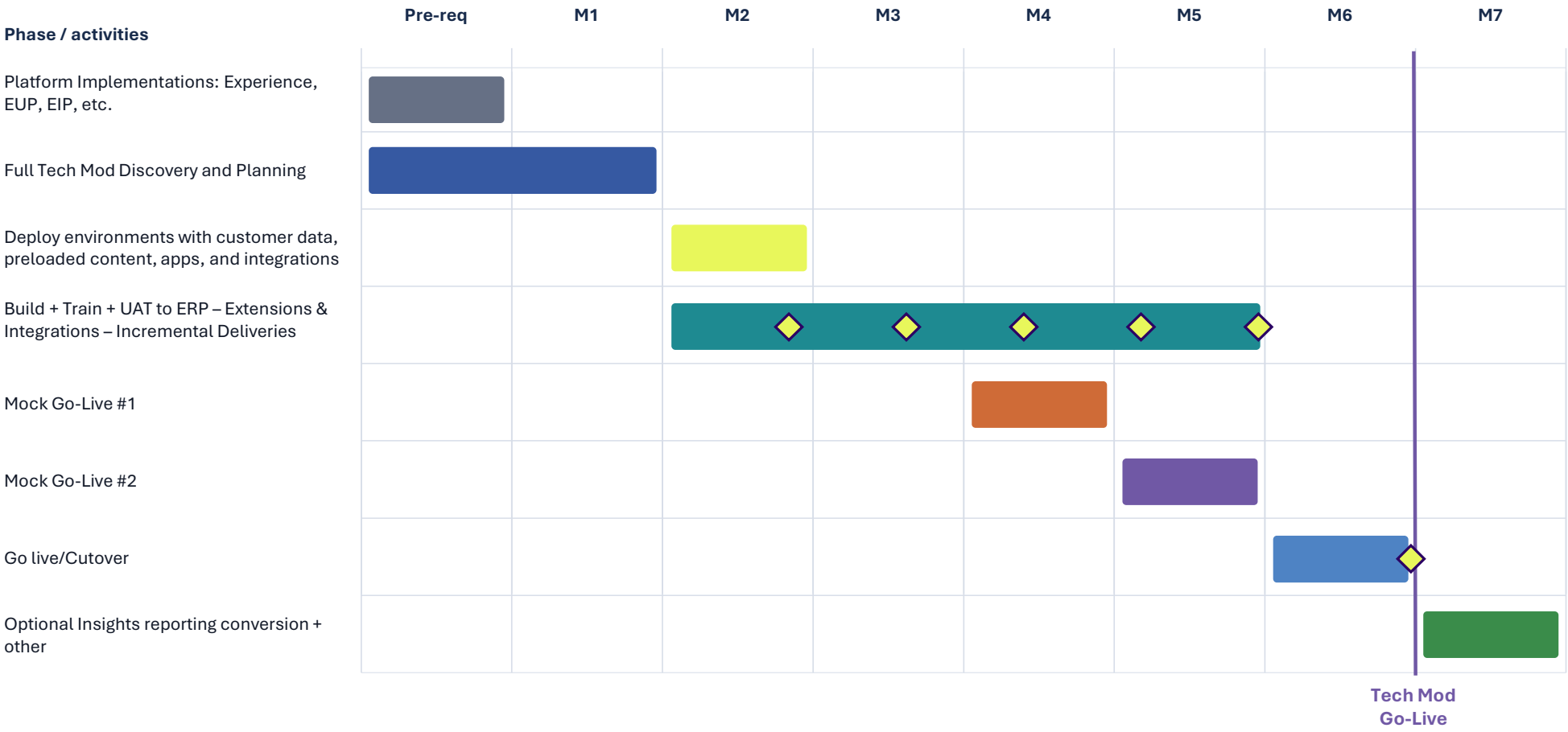


Project Timeline

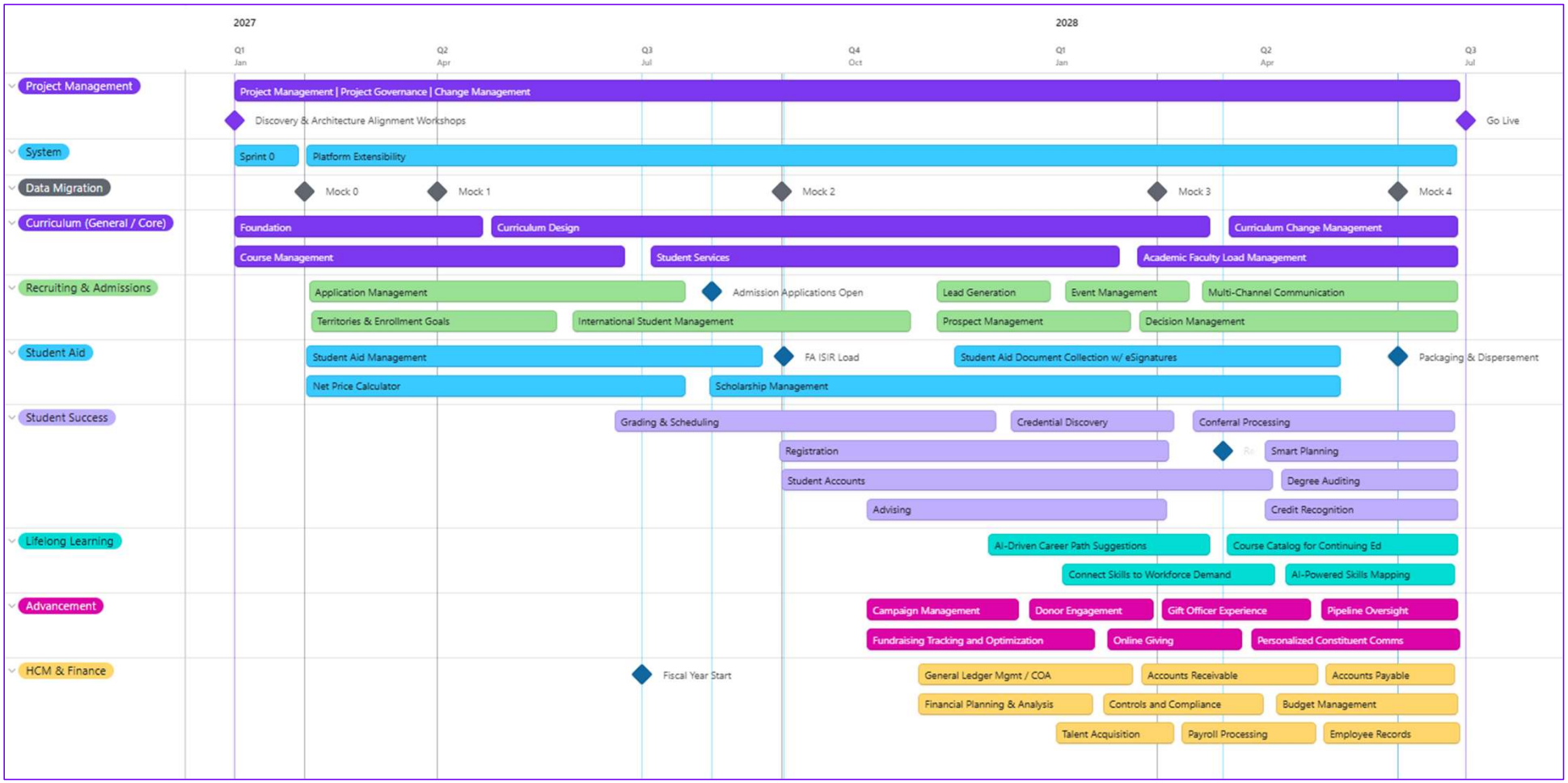
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Delivery Timeline – Technical Modernization

Tech Mod timeline is dependent upon outputs of discovery and complexity of essential integrations, extensions, reports, and customizations, and plans to adopt baseline, use existing integrations and extensions.



Delivery Timeline – Ellucian Student Signature



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TSU Resource/Staffing Allocation

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TSU Tech Mod Client Resourcing Allocation

Texas Southern Targeted Customer Effort Overtime

Tech Mod timeline is dependent upon outputs of discovery and complexity of essential integrations, extensions, reports, and customizations, and approach to adopt baseline, use existing integrations and extensions.

Pre-req Implementations | Project Kickoff | Discovery & Planning | Deploy | Build, Train, UAT - Integrations,reports, extensions | Mock go-live #1 | Mock go-live #2 | Go live/Cutover | Support

#	Role	Primary Function	Responsibilities	Pre-req	M1	M2	M3	M4	M5	M6	M7
1	TSU Project Sponsor	Project leadership and alignment	Provides executive sponsorship, reinforces project priority across TSU, resolves escalated issues, removes organizational roadblocks, and ensures project goals stay aligned with institutional strategy. Owns executive-level communications and major decision support.	5%	10%	10%	10%	10%	10%	10%	10%
2	TSU Project Manager	Customer-side project coordination and accountability	Leads TSU's day-to-day project coordination, manages TSU tasks, timelines, risks, issues, decisions, and dependencies. Coordinates TSU resources, prepares for meetings, tracks action items, and works closely with the Ellucian project manager to keep the project moving.	50%	50%	50%	50%	50%	50%	50%	50%
3	TSU Business Process Owners	Business-area ownership and decision-making	Represent major functional areas such as Finance, HR, Student, Financial Aid, Advancement, or other ERP domains. Own business process decisions, prioritize requirements,provide signoff and ensure their teams are prepared for testing, training, and adoption.	10%	10%	10%	10%	20%	20%	20%	10%
4	TSU Functional SMEs	Detailed process knowledge and validation	Provide hands-on subject matter expertise for current processes, data, policies, exceptions, and reporting needs. Participate in discovery, configuration reviews, testing, issue resolution, training preparation and delivery, and validation. Typically 1 SME per business area is sufficient, but multiple testers are requested.	15%	15%	10%	35%	35%	35%	35%	35%
5	TSU Technical Lead	Customer technical coordination and architecture alignment	Primary technical point of contact. Coordinates technical decisions, environments, integrations, data migration, security, reporting, technical dependencies, and issue escalation across TSU technical resources and Ellucian technical teams.	25%	25%	25%	25%	25%	25%	50%	50%
6	TSU Technical Team	Technical execution and support	Supports integrations, data extracts, data validation, security setup, environments, reporting, identity/access management, testing support, and technical troubleshooting. Provides institutional knowledge of legacy systems, interfaces, data structures, and downstream dependencies. Allocation of technical resources is likely to fluctuate during the course of the project.	25%	25%	25%	25%	25%	25%	25%	25%

Sample Client Resource Heat Map (estimated % of time spent on each activity)

Heat Map Allocation

Performance allocation across 18 months by role and category

Legend: 0% | 1-25% | 26-50% | 51-75% | 76-100%

Role	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12	M13	M14	M15	M16	M17	M18
Change, Training & Testing																		
Communications Lead	25%	25%	25%	25%	25%	35%	35%	35%	35%	35%	35%	45%	45%	45%	60%	60%	75%	25%
Testing / QA Lead	25%	25%	25%	25%	25%	50%	50%	50%	50%	50%	50%	65%	65%	65%	90%	90%	100%	50%
Training / Instructional Designer	25%	25%	25%	25%	25%	35%	35%	35%	35%	35%	35%	50%	50%	50%	70%	70%	90%	40%
Executive & Project Leadership																		
Project Manager (Client)	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	75%
Executive Sponsor	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	15%	15%	15%	20%	20%	10%	10%
Finance																		
Finance Project Team	10%	10%	25%	25%	25%	25%	25%	-	10%	25%	50%	50%	50%	50%	75%	75%	75%	50%
Finance Power Users	10%	10%	25%	25%	25%	25%	25%	10%	25%	25%	50%	50%	50%	50%	75%	75%	75%	50%
Finance Team Lead	10%	10%	25%	25%	25%	25%	25%	25%	50%	50%	50%	50%	50%	50%	75%	75%	75%	50%
Financial Aid																		
Financial Aid Project Team	-	-	10%	10%	25%	25%	25%	25%	50%	50%	50%	75%	75%	75%	75%	75%	75%	75%
Financial Aid Director / Lead	50%	50%	50%	50%	50%	60%	60%	60%	60%	60%	60%	75%	75%	75%	90%	90%	95%	40%
Financial Aid Power Users	-	-	20%	20%	20%	20%	20%	30%	50%	50%	50%	50%	75%	75%	75%	75%	75%	75%
Financial Aid Team Lead	25%	25%	25%	50%	50%	50%	50%	50%	50%	50%	75%	75%	75%	75%	75%	75%	75%	75%
FA Systems / Compliance SME	50%	50%	50%	50%	50%	60%	60%	60%	60%	60%	60%	75%	75%	75%	90%	90%	95%	40%
HR / Payroll																		
HR Director / HRIS Manager	50%	50%	50%	50%	50%	60%	60%	60%	60%	60%	60%	75%	75%	75%	90%	90%	95%	40%
Payroll Manager	35%	35%	35%	35%	35%	50%	50%	50%	50%	50%	50%	65%	65%	65%	80%	80%	85%	35%
Human Resources																		
HR Power Users	10%	10%	25%	25%	25%	25%	50%	50%	50%	50%	75%	75%	75%	50%	50%	50%	50%	50%
HR Team Lead	10%	10%	25%	25%	50%	50%	50%	50%	50%	50%	75%	75%	75%	50%	25%	25%	25%	25%
HR Project Team	10%	10%	25%	25%	10%	25%	50%	50%	50%	50%	75%	75%	75%	50%	25%	25%	25%	25%
Student / Academic Affairs																		
Curriculum / Degree Audit Specialist	35%	35%	35%	35%	35%	50%	50%	50%	50%	50%	50%	65%	65%	65%	80%	80%	85%	35%

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Customer Modernization POD – Christi Segal

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Ellucian Student Customer Modernization POD

YOUR DEDICATED TEAM. YOUR STRATEGIC ADVANTAGE.

Ellucian's dedicated remote **Ellucian Student Customer Modernization POD** team functions as an extension of your institution's IT organization and functional business units **providing the expertise and continuity needed to support both daily operations and strategic initiatives during the implementation period and through the first year of GOLIVE.**

With leadership, architecture, functional, programming, reporting, analytics, and technical support roles embedded in the model, institutions gain a coordinated team that helps optimize systems, improve service delivery, and advance technology goals.

All components described below are part of the service and can be modified to exclude or include the following:



WHY A DEDICATED POD?

Named Resources
Dedicated professionals assigned specifically to your institution—not a rotating support desk.

Institutional Continuity
Your team develops institutional knowledge, providing consistency throughout implementation and beyond.

Accountability
Clearly defined governance, communication plans, service levels, and measurable outcomes.

Strategic Partnership
Focused on helping your institution maximize the value of your Ellucian investment while supporting modernization initiatives.

WHAT'S INCLUDED

- ✓ Executive Leadership
- ✓ Enterprise Architecture
- ✓ Functional Experts
- ✓ Development & Programming
- ✓ Reporting
- ✓ Analytics
- ✓ Technical Support

Every POD can be tailored to meet the unique needs of your institution. Services may be expanded or adjusted as priorities evolve.

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YOUR COMPLETE CUSTOMER SUCCESS TEAM

Our dedicated POD brings together a full spectrum of expertise to ensure your systems perform, your people are supported, and your institution can thrive.

1 LEADERSHIP

Provides strategic and operational oversight for the POD.

- Acts as the primary escalation point and executive liaison
- Aligns services with institutional priorities and IT strategy
- Drives service reviews, roadmap planning, and continuous improvement

2 ARCHITECTURE

Focuses on system design and long-term technical direction.

- Ensures Ellucian solutions align with enterprise architecture standards
- Guides integrations, upgrades, and modernization efforts
- Evaluates performance, scalability, and security considerations

3 FUNCTIONAL SUPPORT

Bridges technology and business processes within the institution.

- Supports modules like Student, Finance, HR, and Financial Aid
- Helps optimize workflows and system configuration
- Translates institutional needs into system capabilities

4 DEVELOPMENT (PROGRAMMING)

Handles customization and technical enhancements.

- Develops integrations, APIs, and custom applications
- Supports data transformations and automation
- Maintains and enhances existing custom codebases

5 REPORTING

Delivers operational and compliance reporting capabilities.

- Builds standard and ad hoc reports
- Supports regulatory and institutional reporting requirements
- Ensures data accuracy and accessibility for stakeholders

6 ANALYTICS

Focuses on data insights and decision support.

- Develops dashboards and visualizations
- Enables data-driven decision-making across departments
- May incorporate predictive or trend analysis (e.g., enrollment, retention)

7 TECHNICAL SUPPORT

Provides day-to-day system administration and issue resolution.

- Manages incidents, service requests, and troubleshooting
- Supports system performance, patching, and maintenance
- Ensures uptime, reliability, and user support continuity

ONE TEAM. ONE STRATEGY. ONE PARTNER.

Ellucian's Customer Success POD provides the expertise, leadership, and continuity institutions need to successfully implement, optimize, and sustain their Ellucian solutions. By combining strategic leadership with deep functional and technical expertise, your dedicated POD becomes an extension of your campus—helping drive operational excellence, reduce risk, and accelerate institutional success.

- Accelerate Outcomes
- Reduce Risk
- Improve Performance

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Technical Modernization Overview

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The Ellucian Platform



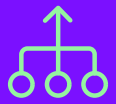
Central Workspace

Access a unified workspace for students, faculty, and administration to increase engagement.



Business Process Automation

Build workflows that everyone can use without getting IT involved with every business process.



Low-Code Integrations

Build and manage integrations faster while eliminating silos and strengthening campus resilience



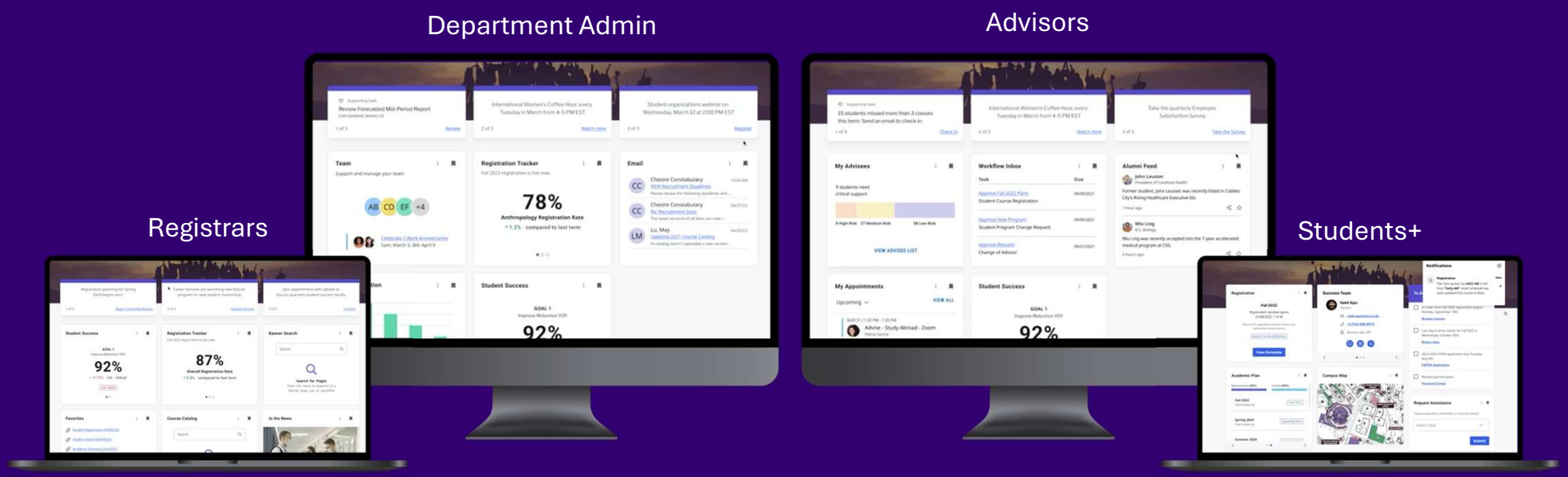
Reporting & Analytics

Identify trends, anticipate needs, and predict student outcomes with connected and consistent data.

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Ellucian Platform brings everyone & everything together

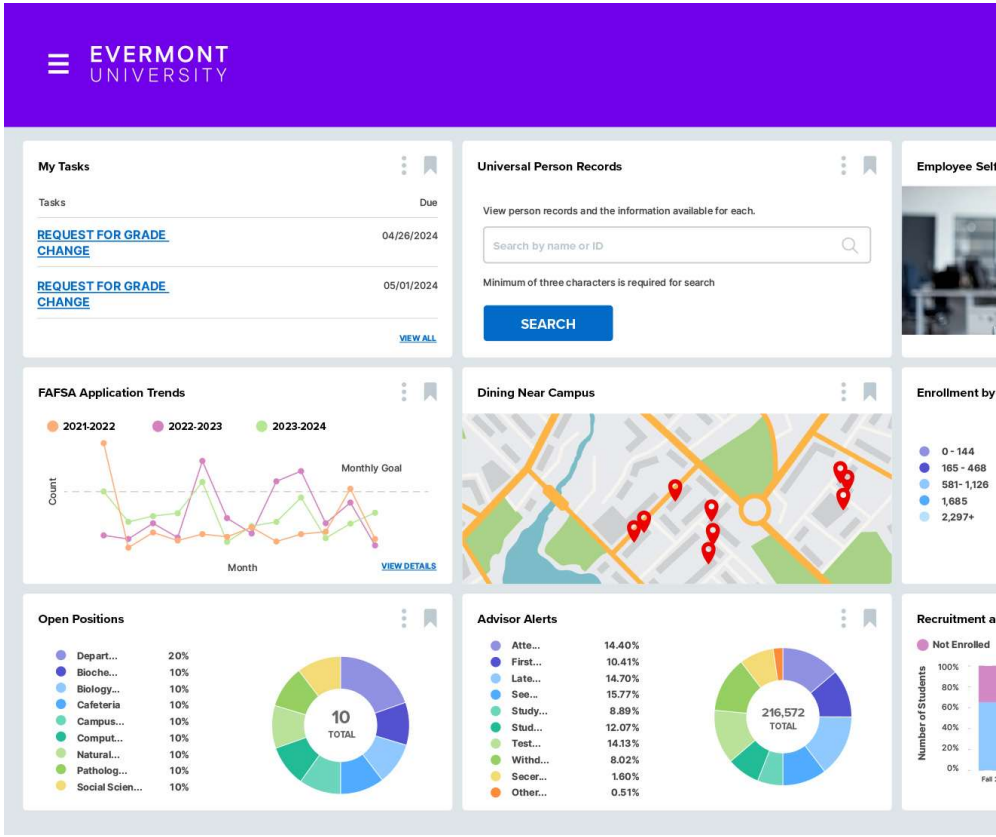


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Ellucian Platform

SaaS-native

- Subscription-Based
- Open & Interoperable
- Partner Ecosystem
- Extensible Platform
- Monitoring
- AI & ML
- Always On & Available
- Central Workspace
- Powered by AWS
- Reporting & Anaytlics
- Support, Training & Services
- Data & Application Security



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Accelerate to SaaS

Modernize Your Operations

- Adopt SaaS-safe practices
- Lower risk and improve security
- Predictable SaaS operating model
- Breakaway from mods into SaaS configurations and capabilities

RESULT: Kickstart your long-term modernization strategy

Reduce Technical Overhead

- Productized integrations delivered by Ellucian
- Reduce technical debt and complexity
- Streamline integrations into SaaS-compliant templates designed to support your ecosystem

RESULT: More time for your team's strategic initiatives

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Accelerate to SaaS

Analysis

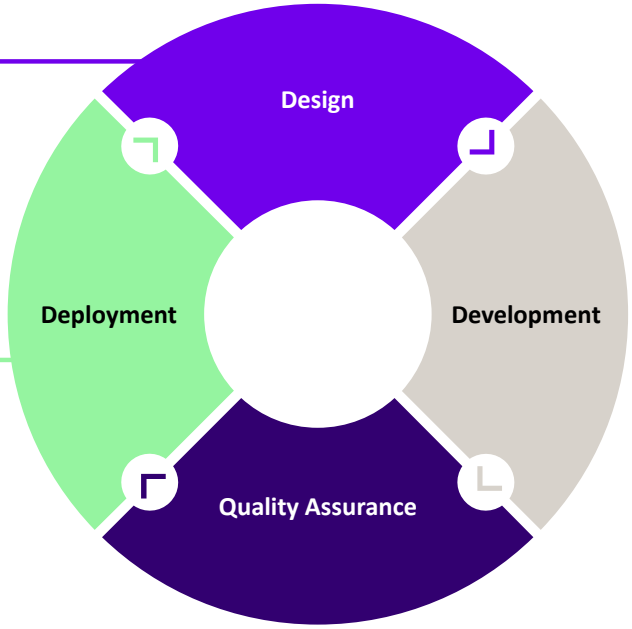
Customizations
Integrations

Prioritized by discrete group
(ex: course catalog)

SaaS-Safe extensions and integrations for discrete group
(ex: course catalog)

Ellucian Platform Extensions (Experience, Data Connect, Ellucian Intelligent Process.)

Test and use solution sets in current production environment



Current Enhancement INTEGRATION		Modernized Approach EXPERIENCE SAAS PLATFORM
UI Admin	→	UI, SDK, Solution APIs
UI Self Service	→	UI, SDK, Solution APIs
Banner Workflow, AIP	→	Ellucian Intelligent Processes
Page Builder	→	Experience Cards/Extensions
Portal, Ellucian Mobile	→	Experience
Integrations	→	Data Connect, Integration Services, APIs, Extended Data, Person Manager
Reporting & Analytics	→	Insights and the Data Platform
Job Scheduling	→	Job Scheduling Capability
Branding Changes	→	Theme Editing Capability

Migration to SaaS

Why SaaS Has Become the Default Delivery Model

VALUE AREA	MANAGED CLOUD	SAAS
Standardized on Best Practices		
Proactive Enterprise Security		
Faculty & Staff Productivity		
Easy, Automated Updates		
Scales for Registration, etc.		
Shift Resources to be Strategic		
99.9 SLA & Seamless Support		
Central Workspace (Experience)	Add-on	Included
Analytics & Reporting (Insights)	Add-on	Included
Data Orchestration (Data Connect)	Add-on	Included

Which Modernization Path is Right for Your Institution?

	Accelerate to SaaS	Mod to Ellucian Student
Discovery	❑ Leverages new AI to evaluate and define your environment	❑ Uses on-site consulting to perform discovery in addition to AI
Process Mapping	❑ Leverages AI to map your current to existing SaaS processes	❑ Deep evaluation of current business processes via consulting
Implementation	❑ Mapping enables straightforward adoption of SaaS processes	❑ Proactive alignment of existing processes to SaaS-safe industry best-practices
Integration and Extensions	❑ Ellucian-delivered integrations; custom work possible via contract add-ons	❑ Fully supported, when possible, via SaaS-safe options
Change Management	❑ Limited – Additional scope add-ons possible	❑ Full service provided throughout the duration of the project
Time & Effort Implications	❑ Faster and more straightforward	❑ Deeper transformation, close partnership with Ellucian
Typical Timeline Complexity Dependent	❑ 6+ Months	❑ 12 – 24 Months

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Pricing

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TSU Modernization

Current State

	Banner Maintenance (3% escalator)	Managed Cloud (6% escalator)	Oracle (7% escalator)	Total Cost
Year 1	$505,762	$754,682	$150,000	$1,410,444
Year 2	$520,934	$799,963	$160,500	$1,481,397
Year 3	$536,563	$847,961	$171,735	$1,556,258
Year 4	$552,659	$898,838	$183,756	$1,635,254
Year 5	$569,239	$952,769	$196,619	$1,718,627
	$2,685,157	**$4,254,213**	**$862,611**	**$7,801,981**

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TSU MODERNIZATION

Straight to Ellucian Signature (without Tech Mod)

	SaaS Software	Professional Services	Integrations	POD Support	Managed Cloud (6% escalator)	Oracle (7% escalator)	Total Cost
Year 1	$1,614,511	$3,337,495	$2,000,000		$754,682	$150,000	$7,856,688
Year 2	$1,313,379			$1,463,467	$799,963	$160,500	$3,737,309
Year 3	$1,424,120			$1,463,467			$2,887,587
Year 4	$1,466,844						$1,466,844
Year 5	$1,510,849						$1,510,849
	$7,329,703	**$3,337,495**	**$2,000,000**	**$2,926,934**	**$1,554,645**	**$310,500**	**$17,459,277**

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TSU MODERNIZATION

Why Choose Technical Modernization First?

- ✓ Exit legacy Managed Cloud in just **6 months**
- ✓ Oracle licensing eliminated
- ✓ Year 1 integration included ($1M+ value)
- ✓ Lower implementation risk with phased approach
- ✓ Faster path to Ellucian Student Saas and AI capabilities
- ✓ Eliminate risk of non-compliant / non-supported Banner 8 modules (e.g. state reporting)

	SaaS Software	Professional Services*	POD Support	6 Months Managed Cloud	6 Months Oracle	Total Cost
Year 1	$1,614,511	$650,000		$377,341	$75,000	$2,716,852
Year 2	$1,313,379	$2,145,693	$1,463,467			$4,922,539
Year 3	$1,424,120		$1,463,467			$2,887,587
Year 4	$1,466,844					$1,466,844
Year 5	$1,510,849					$1,510,849
	$7,329,703	**$2,795,693**	**$2,926,934**	**$377,341**	**$75,000**	**$13,504,671**

**** Includes 60 hours of complimentary services as an indication of Ellucian's commitment to our partnership with Texas Southern University***

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TSU MODERNIZATION

Why Choose Technical Modernization First? (SIS only)

- ✓ Exit legacy Managed Cloud in just **6 months**
- ✓ Oracle licensing eliminated
- ✓ Year 1 integration included ($1M+ value)
- ✓ Lower implementation risk with phased approach
- ✓ Faster path to Ellucian Student Saas and AI capabilities
- ✓ Eliminate risk of non-compliant / non-supported Banner 8 modules (e.g. state reporting)

	SaaS Software	Professional Services	POD Support	6 Months Managed Cloud	6 Months Oracle	Total Cost
Year 1	$1,614,511	$650,000		$377,341	$75,000	$2,716,852
Year 2	$1,155,171	$2,095,693	$966,895			$4,217,759
Year 3	$1,189,826		$966,895			$2,156,721
Year 4	$1,225,521					$1,225,521
Year 5	$1,262,286					$1,262,286
	$6,447,315	**$2,745,693**	**$1,933,790**	**$377,341**	**$75,000**	**$11,579,139**

TSU will run/pay for Ellucian HCM/Finance during Workday implementation

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SAAS MODERNIZATION

Pricing Comparisons

Current

	Year 1	Year 2	Year 3	Year 4	Year 5	Total Cost
Banner Maintenance	$505,762	$520,934	$536,563	$552,659	$569,239	$2,685,157
Managed Cloud	$754,682	$799,963	$847,961	$898,838	$952,769	$4,254,213
Oracle	$150,000	$160,500	$171,735	$183,756	$196,619	$862,610
Total Cost	$1,410,444	$1,418,397	$1,556,259	$1,635,253	$1,718,627	**$7,801,980**

Student Signature

	Year 1	Year 2	Year 3	Year 4	Year 5	Total Cost
SaaS Software	$1,614,511	$1,313,379	$1,424,120	$1,466,844	$1,510,849	$7,329,703
Professional Services	$3,337,495	$0	$0	$0	$0	$3,337,495
Integrations	$2,000,000	$0	$0	$0	$0	$2,000,000
POD Support (Christi)	$0	$1,463,467	$1,463,467	$0	$0	$2,926,934
Managed Cloud	$754,682	$799,963	$0	$0	$0	$1,554,645
Oracle	$150,000	$160,500	$0	$0	$0	$310,500
Total Cost	$7,856,688	$3,737,309	$2,887,587	$1,466,844	$1,510,849	**$17,459,277**
Delta	$6,446,244	$2,318,912	$1,331,328	($168,409)	($207,778)	**$9,720,297**

Technical Modernization

	Year 1	Year 2	Year 3	Year 4	Year 5	Total Cost
SaaS Software	$1,614,511	$1,313,379	$1,424,120	$1,466,844	$1,510,849	$7,329,703
Professional Services	$650,000	$2,145,693	$0	$0	$0	$2,795,693
Integrations (included)	$0	$0	$0	$0	$0	$0
POD Support (Christi)	$0	$1,463,467	$1,463,467	$0	$0	$2,926,934
Managed Cloud	$377,341	$0	$0	$0	$0	$377,341
Oracle	$75,000	$0	$0	$0	$0	$75,000
Total Cost	$2,716,852	$4, 922,539	$2,887,587	$1,466,844	$1,510,849	**$13,504,671**
Delta	$1,306,408	$3,504,142	$1,331,328	($168,409)	($207,778)	**$5,765,691**

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SAAS MODERNIZATION

Pricing Comparisons (SIS only)

Current

	Year 1	Year 2	Year 3	Year 4	Year 5	Total Cost
Banner Maintenance	$505,762	$520,934	$536,563	$552,659	$569,239	$2,685,157
Managed Cloud	$754,682	$799,963	$847,961	$898,838	$952,769	$4,254,213
Oracle	$150,000	$160,500	$171,735	$183,756	$196,619	$862,610
Total Cost	$1,410,444	$1,418,397	$1,556,259	$1,635,253	$1,718,627	**$7,801,980**

Student Signature

	Year 1	Year 2	Year 3	Year 4	Year 5	Total Cost
SaaS Software	$1,614,511	$1,155,171	$1,189,826	$1,225,521	$1,262,286	$6,447,315
Professional Services	$3,287,495	$0	$0	$0	$0	$3,287,495
Integrations	$2,000,000	$0	$0	$0	$0	$2,000,000
POD Support (Christi)	$0	$1,463,467	$1,463,467	$0	$0	$2,926,934
Managed Cloud	$754,682	$799,963	$0	$0	$0	$1,554,645
Oracle	$150,000	$160,500	$0	$0	$0	$310,500
Total Cost	$7,806,688	$3,579,101	$2,653,293	$1,225,521	$1,262,286	**$16,526,889**
Delta	$6,396,244	$2,160,704	$1,097,034	($409,732)	($456,341)	**$8,787,909**

Technical Modernization

	Year 1	Year 2	Year 3	Year 4	Year 5	Total Cost
SaaS Software	$1,614,511	$1,155,171	$1,189,826	$1,225,521	$1,262,286	$6,447,315
Professional Services	$650,000	$2,095,693	$0	$0	$0	$2,745,693
Integrations (included)	$0	$0	$0	$0	$0	$0
POD Support (Christi)	$0	$966,895	$966,895	$0	$0	$1,933,790
Managed Cloud	$377,341	$0	$0	$0	$0	$377,341
Oracle	$75,000	$0	$0	$0	$0	$75,000
Total Cost	$2,716,852	$4,217,759	$2,156,721	$1,225,521	$1,262,286	**$11,579,139**
Delta	$1,306,408	$2,799,362	$600,462	($409,732)	($456,341)	**$3,840,159**

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Questions?

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