



The Commission on
INDEPENDENT
Colleges & Universities
in New York

2024 SUMMER WEBINAR SERIES

Unlocking the Transformational Potential of Cloud Technology

JULY 23, 2024



The
HESS
Consortium
The Higher Education Systems & Services Consortium

 **drivestream**

ORACLE



Transforming Higher Education Institutions

*Drivestream's Complete Cloud Solution
Industry's First Invested Partner Model*



Executive Vice
President & Managing
Partner

The drivestream logo, featuring the word "drivestream" in a black, lowercase, sans-serif font. A red stylized figure of a person in motion is positioned above the letter 'i'.



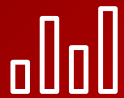
Chief Information
Officer

WAGNER COLLEGE

Current State of the Industry

What is happening in higher education

Challenges looming Private Colleges and Universities



Escalating Operational Costs



Rising Tuition



Dwindling Enrollments



Falling Student Retention & Graduation Rates



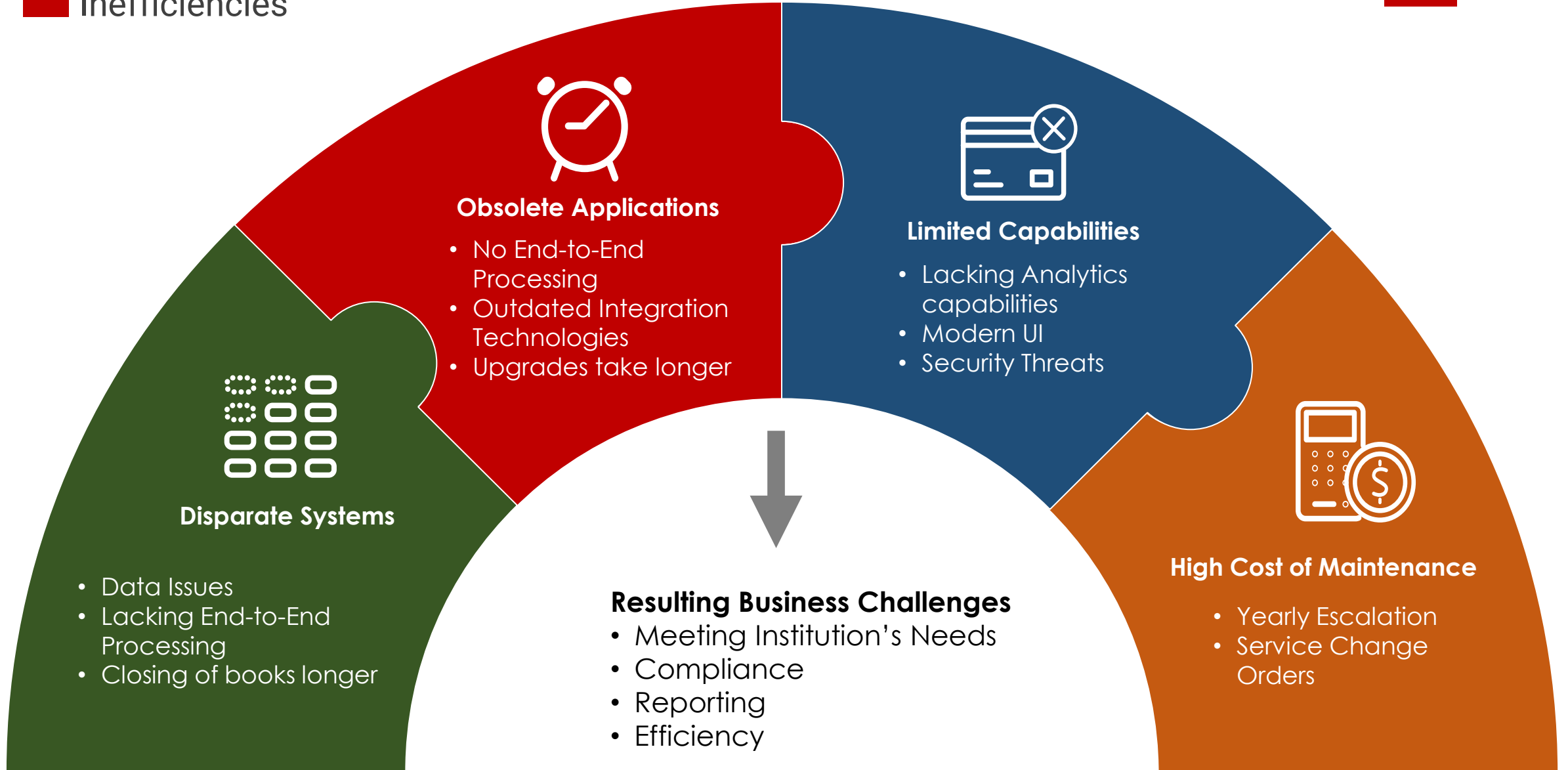
Top Three Areas of Concern for Higher Education Leaders

1 Operational Inefficiencies

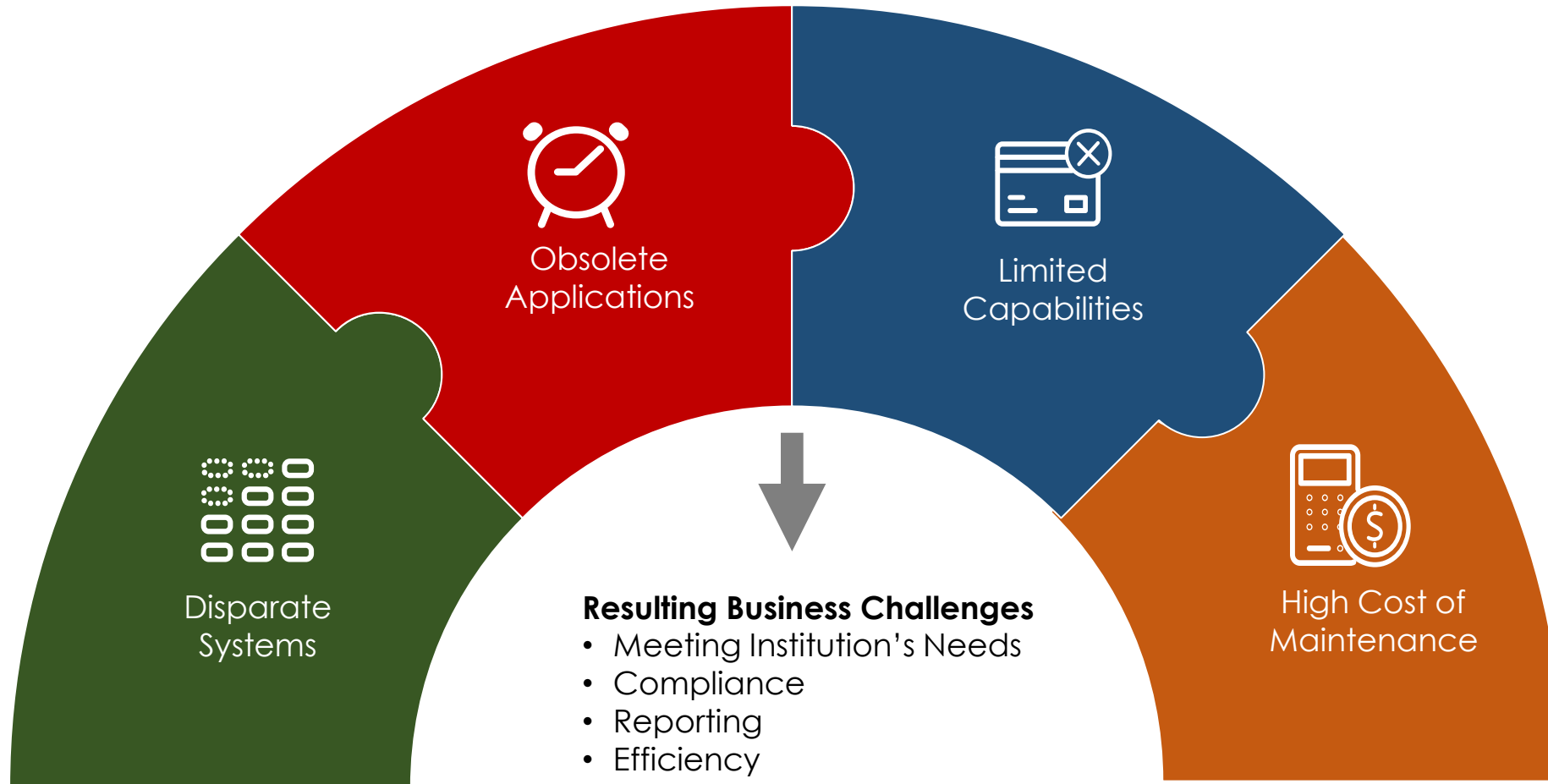
2 Lack of Real Time Insights

3 Inadequate Student Engagement

1 Operational Inefficiencies



Conventional Alternatives not Solving the Problem



UPGRADES – difficult and costly, may provide some new functionality, but doesn't solve the underlying problem

The Advent of Cloud provides the Solution

1

Comprehensive Integrated Suite of Applications

2

Modern User Interface

3

Cost Efficiency

4

Built in Analytics and Reporting

5

Regular and Automatic Updates

6

Built-In Advanced Technologies (AI, ML, etc.)

7

Integration and Interoperability

8

Data Security

9

Business Continuity and Disaster Recovery

10

Scalability, Flexibility and Agility

The Cloud is Ready for Higher Education



Native cloud-based modern ERP options for Higher Education is now available from [Tier 1 Provider - Oracle](#)



Single unified ERP platform that includes HCM, Finance and [Student Administration](#)



[Out-of-the-box delivered Higher Ed functionality](#) for end-to-end automation based on best practices

Institutions are adopting “Cloud First” strategy for commencing their journey toward a Modern Campus

**For the Private
Colleges, the
Challenges still
remain.**

Affordability still a massive challenge

**High Cloud License
Subscription Fees**

**Very High initial investments
for implementation**

The HESS Collective in Action

The Evaluation Process to vet out the right cloud solution:

- 18 months of discussion, application demos and references
- Conducted by CIOs from 33 HESS member institutions

HESS negotiated and achieved an unprecedented win:

- **Oracle Cloud Software** - A highly affordable license price with favorable contract terms
- **Drivestream's Services** - Industry's first "Invested Partner" engagement model for transforming member institutions



The Higher Education Systems & Services Consortium

The HESS Collective

common enterprise platform & shared services
for private, non-profit colleges & universities

HESS Collective Success Stories

- 17 Institutions to date
- 9 Live on HCM, ERP and EPM
- 3 - Started Student Implementations
- 2 - Started Student Pre-Implementation

Live on Oracle Cloud

Implementation Underway

The Transformation Journey

The HESS Engagement Model is designed to hand hold throughout the Transformative Journey

Pre-Implementation

Strategizing and Planning

Preparing the Institutions for the Transformation Journey



Implementation

Hand Holding Through Execution

*Turn-Key Project Staffing
Methodology and Tools*



Post-Implementation

Day-to-Day Operations

Optimizing and supporting to reap benefits of modern cloud

Complete  **Cloud**

Industry's First Invested Partner Model

Introducing



Complete Cloud

Industry's First Invested Partner Model

- Transformation Partner** Multi Year engagement through your transformation journey. Not a project vendor relationship
- Results that Matter** Optimization phase to focus on business outcomes, not just technology migration
- Affordable Cost** Industry best pricing and contract terms negotiated by the HESS Consortium's group purchasing power
- Financially Invested** Risk Sharing by spreading cost of transition and modernization fees over contract timeline
- Predictable Spend** Fixed Fee with zero escalation for the contract period (5 or 10 years) for all technology and services
- Cohort Based Collaboration** HESS Collective Experience – Working together in implementation, operations, and innovation

C - Community Support

- Collaborative Experience with like-minded Institutions
- Share Best Practices and Solutions

A Community of Private Colleges

The **HESS** Consortium

The Higher Education Systems & Services Consortium

HESS Collective Members work together to answer these questions

- How can the efforts of all members take advantage of and contribute to the success of other members?
- How can the success of each member be supported by those who have implemented before them?
- How can the contributions of later members be cycled back to those institutions that have gone before?
- How can implementation partner, Drivestream empower the collective success of all members?

HESS Collective Experience

Working together in implementation, operations, and innovation

1. Collaborate



Cohort Meetings

Working together in weekly/bi-weekly cohort meetings to learn from one another and align on best practices

2. Share



HESS Assist

Vibrant online community platform filled with shared resources developed by or for other HESS Collective member institutions


3. Learn



Group Training

Preparation, training, and documentation tailored for milestone events and common challenges driving better adaption of Oracle

4. Innovate



Research

Joint Research, continuous improvement, and the creation of cutting-edge solutions for higher education driving innovation across members

The Complete Cloud Model Difference



| Category | Traditional | Industry's First Invested Partner Model – Complete Cloud |
|---|---|---|
| Product Selection | <ul style="list-style-type: none"> Individual Schools go through vetting process on their own | <ul style="list-style-type: none"> HESS Consortium's Collective group of 33 CIOs: 18 months of discussion, application demos and references Conducted by CIOs from 33 HESS member institutions |
| Product Pricing & Contract Terms | <ul style="list-style-type: none"> Standard pricing discounted dependent on individual negotiations. Contracts terms are usually non-negotiable | <ul style="list-style-type: none"> One of the lowest pricing ever offered due to the power of community Contractual terms have been negotiated – favorably – zero escalation for 10 years. |
| Services Included | <ul style="list-style-type: none"> Implementation only | <ul style="list-style-type: none"> Prepare & Modernize – Pre-Implementation and Implementation Optimize – Post-Implementation Value Realization Evolve – Post Implementation Ongoing Support Services and Continuous Innovation |
| Engagement Focus | <ul style="list-style-type: none"> Technology - Migration to New Product | <ul style="list-style-type: none"> Transformation with focus on Value Realization |
| Engagement Timeline | <ul style="list-style-type: none"> 9-18 Months | <ul style="list-style-type: none"> Implementation followed by Optimization, Evolution, Continued Innovation and Support - Total period of 10 years |
| Risk Sharing | <ul style="list-style-type: none"> Warranty ends when the services provider leaves at the end of implementation phase HESS Members pay all of the implementation costs upfront and assume ownership of the system going forward | <ul style="list-style-type: none"> As an invested partner, we implement upfront, but spread the costs while we optimize, provide support and warrant our work through the life of the contract. |
| Community Support | <ul style="list-style-type: none"> Each institution is on their own | <ul style="list-style-type: none"> HESS members work together in Cohorts to collaborate, share, learn and innovate |



Joe Spina

CIO

WAGNER COLLEGE

A Live Discussion on their Journey to
Oracle Cloud

Thank You



**drivestream**



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Please complete the survey:
<https://forms.office.com/r/n3mW2qEmjp>

Thank you!



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Lola W. Brabham
President