



## Proposal for HESS Consortium

October 3, 2019

Higher Digital is committed to helping higher education stakeholders and executives understand, face and address the onslaught of digital disruption and innovation. We have created an innovative cloud offering, (SEA)RESULTS®, which is a software-as-a-service platform designed to deliver actionable, rapid digital transformation insight that is more cost effective and faster than traditional consulting methods; saving you precious time and resources.

Higher Digital would like to offer HESS schools (1) a discount for a (SEA)RESULTS® annual subscription and (2) cost-effective and focused consulting packages to provide actionable insight into several mission critical areas that are greatly impacted by digital disruption and innovation. These packages take only 40 hours but delivers you detailed and custom advice and recommendations that will produce tangible benefits.

### Digital Transformation Software Tool

(SEA)RESULTS® helps higher education leaders obtain real-time, expert feedback and improves their understanding of risks and challenges by benchmarking against more than 60 data points across operational, organizational, and technical dimensions of their institution.

With (SEA)RESULTS® college and university leaders will be empowered to:

- Benchmark performance relative to similar institutions to better understand their strengths and weaknesses
- Rapidly align stakeholders and executives
- Identify opportunities to improve student outcomes and prioritize capital allocation decisions for the institution
- Cost-effectively receive expert advice that is faster than traditional consulting engagements
- Educate staff on best practices and help them stay abreast of innovations
- Measure performance and strategy over time to hold staff and vendors accountable

SEARESULTS Pricing Table				
Packages	Licenses	FTE Range	Annual Subscription	HESS Discount
<b>Assess</b>				10%
Individual	1	1	free	
Small	Unlimited	100-2500	\$ 10,000.00	\$ 9,000.00
Medium	Unlimited	2501-9000	\$ 15,000.00	\$ 13,500.00
Large	Unlimited	9001-	\$ 25,000.00	\$ 22,500.00
<b>Plan</b>				
Small	Unlimited	100-2500	\$ 14,000.00	\$ 12,600.00
Medium	Unlimited	2501-9000	\$ 21,000.00	\$ 18,900.00
Large	Unlimited	9001-	\$ 35,000.00	\$ 31,500.00

The subscription provides institutions with the following features and services:



## HIGHERDIGITAL®

- ✓ 12-month subscription
- ✓ Unlimited user accounts (must have associated .edu email addresses)
- ✓ Anonymous – full support of global privacy and security standards
- ✓ Rapid Insight: Recommendations and Strategies
- ✓ Custom and Enterprise-wide Institutional Diagnostic Report
- ✓ Quadrant Mapping (organizational, operational, and technology)
- ✓ Gap Analysis (internal benchmarking)
- ✓ Quarterly Industry Meetings with expert Higher Digital Staff
- ✓ Industry Comparison Benchmarking
- ✓ All maintenance and upgrades
- ✓ Cyber-Security Assessment (available with Plan subscription)

### Quick Start Services

Our Quick Start Engagements can help you hit the ground running in an existing area of focus. In just one week (40 hours), we can provide an outside, expert analysis so you can get started in the areas of highest need. Our experts will:

1. Conduct Interviews
2. Synthesize & Chart Data
3. Draft a Findings Report
4. Present Report & Recommend Next Steps

We offer 6 Quick Start Engagements as a way for institutions with budget constraints can get focused, expert assessment and recommendations for a variety of mission critical areas:

1. Digital Strategy
2. User Experience
3. Student Success
4. Admission & Enrollment
5. Change Management
6. Acquisition & Portfolio Evaluation

Consulting Package	Description	Cost
<b>Digital Strategy</b>	An effective digital strategy closely integrates software development with business goals and perspectives. This aligns technology with customer needs and improves organizational agility, leading to the delivery of better products, more quickly. We help you achieve this vision by assessing your current strategies, conducting a needs assessment, and recommending an approach to reach clear priorities and investments.	Retail rate \$8000 for 40 hours  HESS Discount = 20% \$6,400 for 40 hours
<b>User Experience</b>	Your end users, especially your students, desire and deserve user experiences tailored to their needs, goals, and behaviors. We help you achieve a UX strategy by examining current experiences, end user and institutional needs, and recommending next steps.	Retail rate \$8000 for 40 hours  HESS Discount = 20% \$6,400 for 40 hours
<b>Student Success</b>	Student success encompasses almost every aspect of the student lifecycle. We can help! We will determine your	Retail rate \$8000 for 40 hours



	strengths and weaknesses, so you can prioritize your time and resources for the most impact.	HESS Discount = 20% \$6,400 for 40 hours
<b>Admission &amp; Enrollment</b>	Have you taken a critical look at your enrollment management strategies and processes, to ensure their efficacy? We can help you prioritize your initiatives and investments, using risk assessment and mitigation strategies that will keep your institution moving forward.	Retail rate \$8000 for 40 hours  HESS Discount = 20% \$6,400 for 40 hours
<b>Change Management</b>	Organizational change can easily disrupt operations; significant changes, often involving the adoption of new tools or technologies, require careful preparation and communication. We can help you ensure smooth transitions through the relentless transformations facing today’s institutions, and then recommend the best overall strategies for implementing change.	Retail rate \$8000 for 40 hours  HESS Discount = 20% \$6,400 for 40 hours
<b>Acquisition &amp; Portfolio Evaluation</b>	Information technology and digital services have become critical components of every modern organization, altering customer interactions and expectations, while upending entire industries. We provide strategic planning services to enable you to align your technology efforts to your institutional strategy and goals.	Retail rate \$8000 for 40 hours  HESS Discount = 20% \$6,400 for 40 hours

A purchase of any bundle of 3 or more will lower the service an additional 6%

- \$18,000 for 3 service packs and \$6,000 per any additional service package