

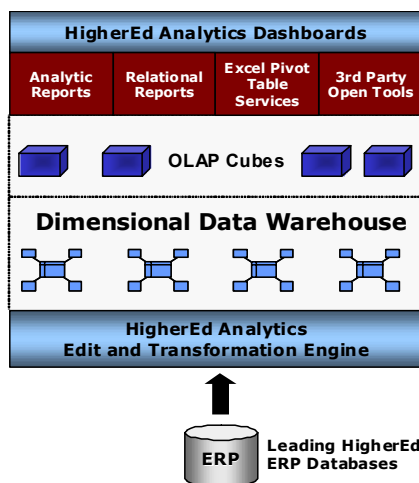
## iStrategy Value Proposition

### Product Modules

- Student Analytics
- Financial Management
- Human Resources
- Financial Aid
- Advancement

### ERP Integration

- Oracle PeopleSoft
- Datatel Colleague
- Sungard Banner



### Key Features and Benefits

- Pre-built higher education analytic data models and industry metrics
- Out-of-the-box integration to leading ERP applications
- Baseline modules installed and functional data warehouse built in days instead of years
- Self-service access to institutional information and powerful analytics
- Executive Dashboard with Key Performance Indicators

iStrategy's **HigherEd Analytics Suite™** is a packaged data warehouse and analytic reporting application designed specifically for colleges and universities. Our **pre-built interface to leading ERP Systems** enables the creation of robust dimensional data warehouse in **days instead of years**.

### **Shift Toward Information-based Management**

Over the past few years there has been a rapid shift in higher education towards more formalized information based planning, management and measurement methodologies. The findings in the **ECAR Study entitled "Academic Analytics"** indicate 1) the potential to positively impact institutional results, and 2) and a clear ROI for investments in Academic Analytics.

### **Challenges**

Achieving institutional goals in today's environment of limited resources and high accountability requires access to the key metrics that drive institutional success, combined with a robust and efficient analytic capacity. While every institution collects a tremendous amount of data, unfortunately, getting access to information is not so easy.

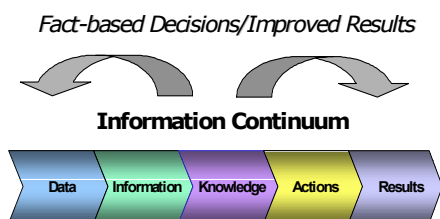
Many institutions are challenged by the lack of information and the inability to get information out of their legacy or ERP systems. Most ERP systems provide basic transaction reporting capabilities, but they fall short when it comes to management information and analytics. These complex ERP databases are optimized for transaction processing, audit trail and controls, but not optimized for ease of reporting. Student Administration databases, in particular, are extremely complex and provide challenges in producing key business information. The impact is significant:

- No ability for self service access to information
- Users are totally dependent upon technical resources with SQL expertise and knowledge of the database to produce information
- Reporting is a time consuming and manually intensive process
- Different people produce similar reports with inconsistent results. What is the real answer? How can you be sure that the information is reliable?
- No time available for analysis because of the extensive time required to gather and produce information.

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- **Widely Adopted Metrics**
- **Best Practices in Academic Analytics**
- **Self Service Access to Key Information**
- **Improved Productivity**
- **New Insights**
- **Better Results**



- **Highly Accelerated Implementation**
- **Proven Product**
- **Structured Process**
- **Knowledge Transfer Focus**

***We continually enhance our products based on our customer experiences, so each customer benefits from the creativity, ideas and successes of our collective family of customers.***

### **About iStrategy**

iStrategy Solutions is a leading provider of data warehouse and analytic application solutions for the higher education industry. Our business is 100% focused on the business of higher education. iStrategy is a Gold Certified Microsoft Partner, Oracle Partner and Datatel Partner.

### **Analytics Reporting Options**

When it comes to analytic reporting for higher education, there are limited options. Building data warehouses and analytic applications from scratch is a very time consuming, expensive and risky proposition. Such initiatives can easily take years, cost millions of dollars and may fail to deliver on the promise and potential.

Higher education ERP vendors, while offering add-on data warehouse products, do not offer comprehensive out-of-the-box solutions that can be quickly deployed.

BI tool vendors, while proving a wide array of powerful tools, cannot deliver value without the leverage of an optimized analytic data warehouse. iStrategy's value proposition is based on the key premise that **"BI tools alone do not solve reporting challenges – information rich data models are the heart of a solution"**.

### **iStrategy's Vision**

With the right solution, institutional leaders can gain insights into performance, leading to better decisions, actions and results. iStrategy's mission is to help institutions achieve their strategic objectives through academic analytic solutions: cost effective out-of-the-box products, integrated with leading Higher Education ERP applications, enabling rapidly deployment to provide intuitive self-service analytic reporting capabilities.

iStrategy is committed to being the industry innovator in the academic analytics space: **turning institutional data into information, spanning a wide spectrum of administrative and academic content.**

### **Value Proposition**

With our out-of-the-box application, our customers can build an extensive data warehouse in days, and quickly deploy a robust analytic reporting capability in as little as 6 to 8 weeks....and the cost is a fraction of what it would be to build from scratch.

We also recognize that each institution is unique and may have information needs that we have not incorporated into our standard model. HigherEd Analytics is more than a hardwired package - it's a framework to build upon. Our customers generally extend our model to meet their unique business rules and information needs, and they will tell you that the framework is very flexible. Most importantly, our customers benefit from continual enhancements to our product.