Modernization Pricing FAQs

Ellucian Purchase and Ellucian Supplier Management

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Intelligent Together

Ellucian Spend Management

Modernization Overview for Ellucian Purchase and Ellucian Supplier Management

1. How does Ellucian Purchase and Ellucian Supplier Management fit into Ellucian's modernization strategy?

Answer: The Ellucian Purchase and Ellucian Supplier Management software modules are part of the Ellucian Spend Management Suite that supports the modernization of Banner and Colleague Finance, connecting buyers and suppliers with institutional users needing goods and services. The solutions are Ethos-ready for both Banner and Colleague Finance.

2. How can Ellucian Purchase and Ellucian Supplier Management enable the institution's team to work remotely?

Answer: Procurement staff who are working remotely are finding some processes still require onsite intervention. Staff may have to visit the office to retrieve a file or to route an approval to a budget holder or manager. Bidding events can still involve paper records or require onsite collaboration. Purchasing staff can encounter a problem that requires a visit to the Finance or Procurement office. The Ellucian Spend Management Suite can help overcome these challenges by offering software tools that remote staff can use to check budgets, route approvals, run bidding events, and track the status of transactions without having to return to campus.

3. How does this help an institution facing COVID-related disruption?

Answer: The pandemic is creating enormous disruption to the procurement and contract departments. The supply chain is strained, contracts need to be renegotiated, suppliers need to be added quickly, and remote and home delivery policies are proving challenging. Ellucian Supplier Management enables suppliers to be connected rapidly, and for newly agreed contracts to be made available to departments and users through a convenient shopping tool within the Ellucian Purchase marketplace.

COVID-19 is also forcing institutions to engage more efficiently across their supply chains as delivery of goods shifts to private homes and the potential for fraud

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increases. The Ellucian Spend Management Suite provides integrated software tools that deliver the level of flexibility you need to manage rapid shifts in your operations while delivering goods and services to your community with ease.

4. Does my institution have to start implementing right away? My institution would like to stagger the start dates for their projects.

Answer: You can start your implementation right away or defer the start. Ellucian also provides options to stagger your implementation. In effect, you can defer implementation to a more suitable timeframe and/or you can prioritize the pieces you want to implement first, in order to relieve pressure on your remote working teams.

5. Can Ellucian help us understand which capabilities a fully remote team can get up and running quickly?

Answer: The Essentials Professional Services packages for Ellucian Purchase and Ellucian Supplier Management are designed with speed in mind. In addition, Ellucian provides the option to focus on specific modules, or elect to deploy only some capabilities in any single module. For example: Ellucian Purchase includes Storeroom and Contract Management, either of which could be deferred to another stage of the project. Most projects can be completed within months; even with staff working remotely we are able to support projects that deliver important capabilities quickly.

6. The business offices at the institution are busy dealing with the impacts of this crisis. What are the implications for them in terms of implementation and training? How are other institutions managing their projects?

Answer: Some institutions are using the time afforded by the crisis to help unite teams and tackle new projects. Other institutions have identified gaps that can be targeted and addressed quickly. Ellucian is able to deliver in an all-remote context and to schedule projects aligned with the specific needs of your institution and teams.

7. Can the institution defer the start date of the SaaS payments for Ellucian Spend Management?

Answer: No. The modernization pricing is reduced by 50% to allow the institution a broader benefit than a temporary license deferment. Over a 5-year agreement term, this covers a significant range of start dates and the implementation periods for all the modules.

8. What are you hearing from other institutions? How are they responding to the challenges facing their procurement and contract management processes?

Answer: We gathered the following insights from an executive working session of institutions across the country that are adapting their procurement and contract management practices to help deal with the crisis. Ellucian consultants are supporting clients in finding rapid solutions to these challenges as part of their deployment projects for the Ellucian Spend Management Suite.

Teaching, Learning, and Student Life

As institutions adapt to remote-based models, they are finding that faculty and students need additional tools to support their teaching and learning. Faculty often require cameras and headphones and many students need access to appropriate devices and internet services. Institutions are also reviewing how laboratory classes can be safely taught remotely, assessing the liability of doing labs from student's homes. In some curriculum areas this has been possible, culinary arts programs for example, have been able to continue.

While most students left campuses in early March, some have remained on campus or have been rehoused in hotels, including international students or those who were unable to travel home. Some agriculture students have remained on campus to care for livestock. These changes have required meal services to transition to packaged meal delivery.

Staffing Adaptations

Institutions are learning how to conduct business through a variety of staffing arrangements from fully remote to essential staffing to furloughed employees. Institutions are providing remote staff with secure access and business networking tools, but check receipts and deposits still require a campus visit for some team members. We are also seeing departments work together in new ways to solve challenges, with areas such as procurement and facilities working in tandem to assess needs, deal with warehousing and distribution, and maximize custodial safety.

Purchasing Shifts

Purchasing activity is falling in many categories, although others are seeing soaring demand, particularly for certain office products, cleaning products, and PPE equipment and COVID-19 test kits. In these categories institutions are intensifying

their focus on supplier management to build transparency and overcome delays and other challenges. As well, institutions are grappling with an increased demand for pre-pay arrangements, how to equip staff to pay from home, and how to deliver goods to home addresses. Secure payment has challenged institutions with the need to integrate PCard programs and services such as Amazon.

Changes to Central Delivery

Institutions are re-thinking central delivery services to allow campus operations to support highly localized delivery requirements and to handle vendors who do not ship to the desk or to multiple locations.

Home delivery and home receiving continue to be a challenge for institutions, with some grappling with policies that specifically preclude home delivery. Some institutions have established central services drive-by collection services to help get essential goods safely to those that require them. They are also allowing users to pick up marketplace items they have ordered.

Campus bookstores are looking for ways to support deliveries, particularly from smaller vendors who don't have the mechanisms or ecommerce models to support shipping directly to student addresses.

Other institutions are looking for ways to safeguard and train central services staff, who now receive chemicals and hazmat items that would normally be directed to laboratory facilities.

Contracts Postponed

Contracts staff are dealing with large numbers of termination and postponement requests and must determine whether and how to allow commitments to be held for a period of time. Institutions are considering changes to contractual templates to include specific new pandemic language.

Institutions also want to track their supply chain's lost revenue so that they can support local vendors, particularly restaurants or shops, when the crisis abates.