

Presented by Lindsay
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on 10/6/22

Proposal for Wright State University

Watermark's Educational Intelligence System



Confidential

Current Watermark Solutions

Solution	Current Spend	Contract End Date
LAT/OAP (LAT for CoE and CoN, OAP Campus Wide)	\$75,600	11/30/23
Course Evaluations & Surveys (Campus Wide)	\$17,827	12/12/22
Faculty Success - Accomplishments (CoB)	\$7,350	6/30/26
<i>Total Spend</i>	\$100,777	

Currently have 5% YoY Uplift



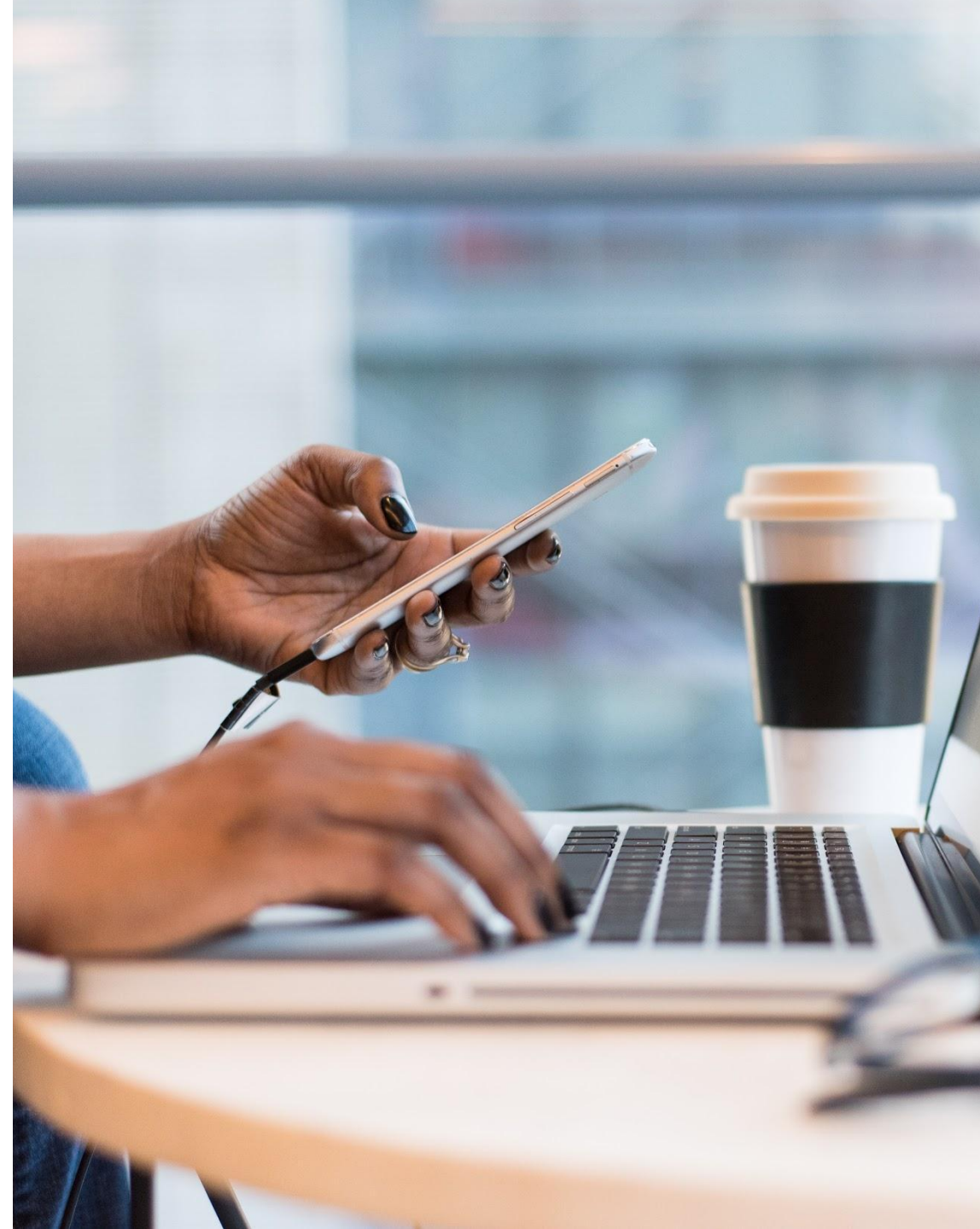
Proposal Expiring 3/24/23

Based on Student FTE of 8,000 and Faculty FTE of 900

Solution	List Price	Partner Savings	Price After Savings
Planning & Self-Study Campus Wide	\$50,000	\$6,000	\$44,000
OAP Campus Wide	\$10,000	\$10,000	\$0
LAT for CoE and CoN	\$75,600	\$45,020	\$30,580
Course Evaluations & Surveys Campus Wide	\$26,400	\$8,400	\$18,000
Faculty Success - Accomplishments Campus Wide	\$51,971.03	\$10,394.21	\$41,576.82
Faculty Success - Review, Promotion & Tenure	\$31,183.56	\$10,000	\$21,183.56
One Time Implementation Fee	\$24,000	\$7,000	\$17,000
Total Year One	\$233,971.03	\$82,814.21	\$172,340.38
			Year 2 - \$155,340.38 Year 3 - \$155,340.38



**No uplift YoY for three years*



Upcoming Course Evaluations & Surveys Renewal

WSU's current Course Evaluation & Survey contract is up on 12/12/22. Your Renewal Manager, Maureen Geisler, will send over an updated order form which represents the pricing on the proposal from the previous slide. The contract end date on the renewal will be 6/30/26 to line up with the future contract of all other Watermark solutions presented on the proposal. The renewal contract will be as follows:

	Course Evaluations & Surveys	Term
Year 1	\$9,887.67	12/13/22 - 6/30/23
Year 2	\$18,000	7/1/23 - 6/30/24
Year 3	\$18,000	7/1/24 - 6/30/25
Year 4	\$18,000	7/1/25 - 6/30/26





Procurement Process:

- General Process and stakeholders involved?
- Overall timing?

Implementation Highlights

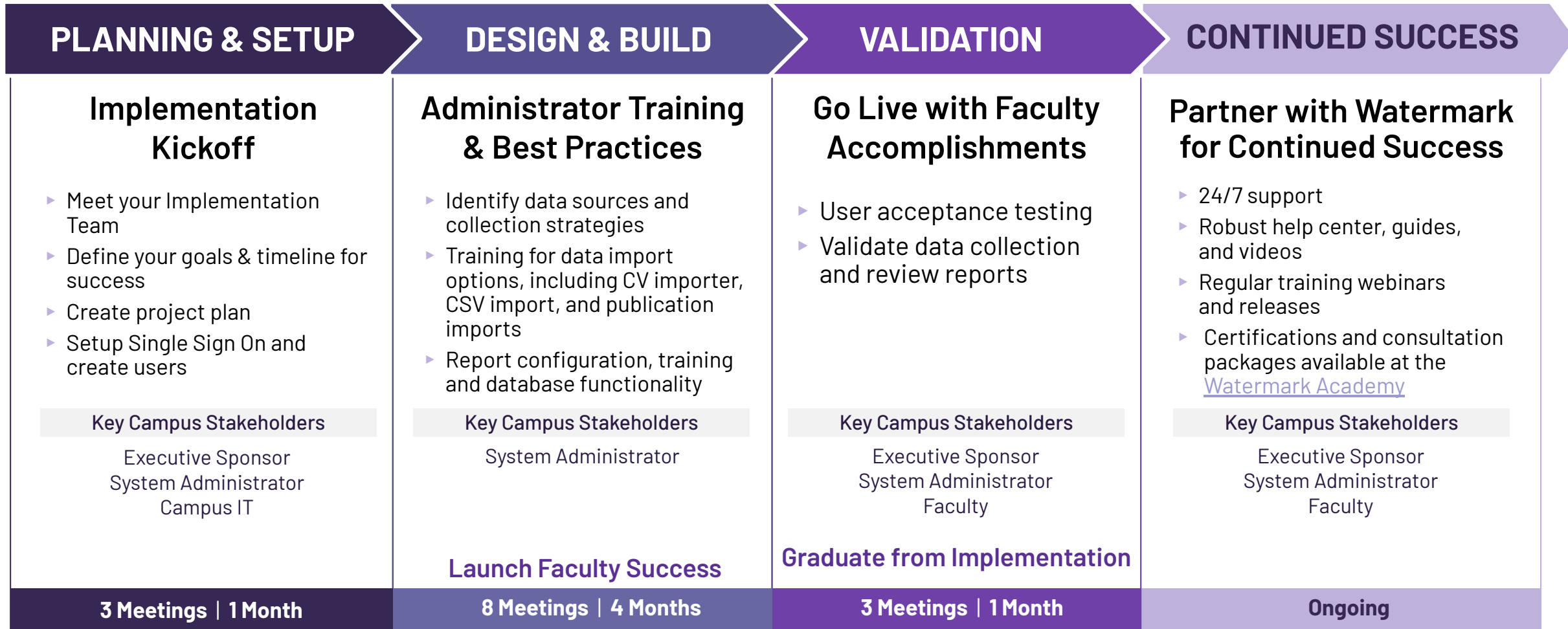
- ▶ Goal-based implementation & administrator training for faculty activity and accomplishment data collection and reporting
- ▶ Best practice guidance for standardizing and streamlining data collection
- ▶ Standard reports for Annual Activity Reporting, CVs, & AACSB (additional regional accreditation reports available)
- ▶ SAML SSO with Watermark Navigator
- ▶ Dedicated Implementation Team of Project Manager & Product Consultant
- ▶ Access to robust help documentation and award-winning WM support

Faculty Success Implementation

Faculty Accomplishments Module

Faculty Success Implementation Process

Faculty Accomplishments Module



*Implementation timelines are highly dependent on the institution's access to clear, clean data and project resources, as well as engagement in the implementation process.



Deliverables for Faculty Success Implementation (Faculty Accomplishments Module)

- ▶ Watermark: Create instance
- ▶ Wright State and Watermark: SSO setup (1-2 hours)
- ▶ Wright State and Watermark: Kickoff Call
- ▶ Wright State and Watermark: Base instrument training
- ▶ Wright State and Watermark: Report functionality training
- ▶ Wright State and Watermark: Database configuration and report consultation for up to 2 additional reports
- ▶ Wright State and Watermark: Data collection or imports
- ▶ Wright State and Watermark: User Acceptance Training
- ▶ Wright State and Watermark: Report validation

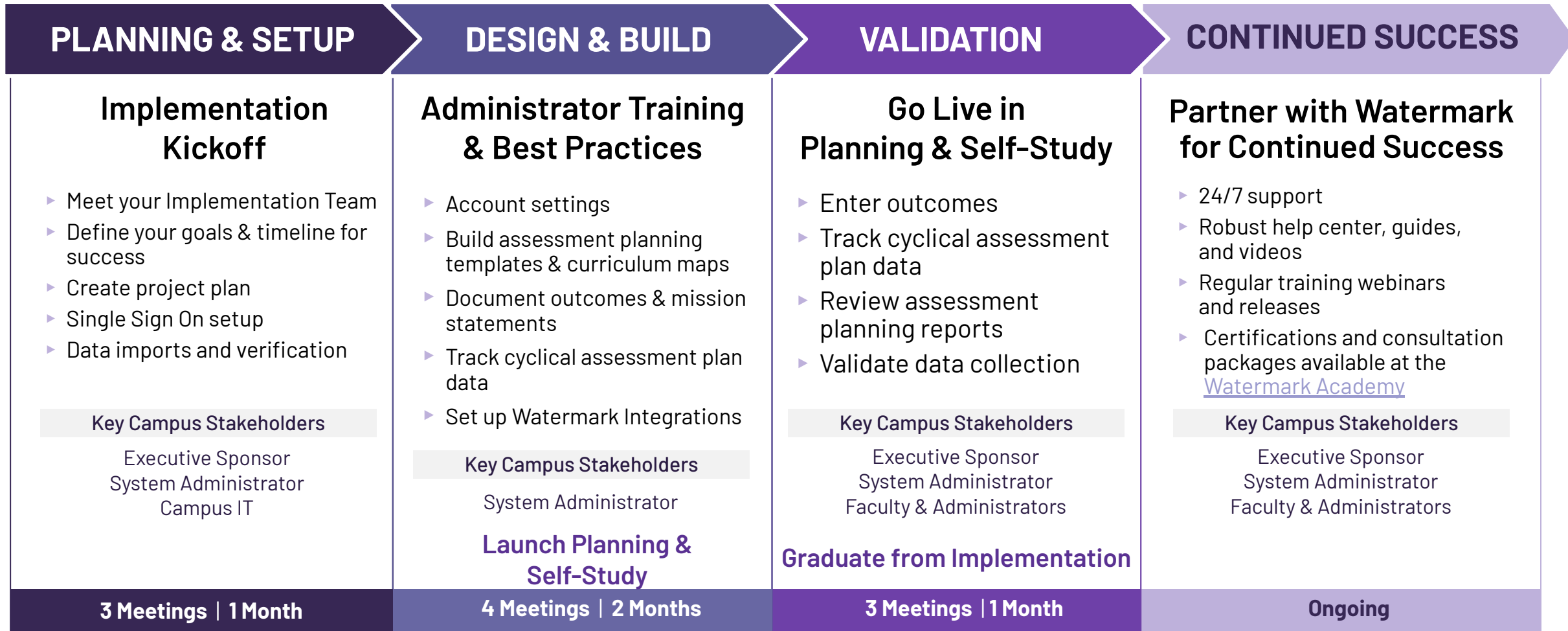
*All implementation calls are interactive and collaborative.
Times approximate and dependent on skill level.*

Implementation Highlights

- ▶ Goal-based implementation & administrator training for outcomes assessment planning and curriculum mapping
- ▶ Best practice guidance for standardizing and streamlining data collection and defining and measuring student learning outcomes
- ▶ Templates created for consistent and easy outcomes assessment
- ▶ Standard data import of users, courses, and outcomes to get you up and running quickly
- ▶ SAML SSO with Watermark Navigator
- ▶ LMS and Watermark platform integrations for improved data collection and analysis
- ▶ Dedicated Implementation Team of Project Manager & Product Consultant

Planning & Self Study Implementation

Planning & Self-Study Implementation Process



*Implementation timelines are highly dependent on the institution's access to clear, clean data and project resources, as well as engagement in the implementation process.



Deliverables for Planning & Self Study Implementation

- ▶ Watermark: Create instance
- ▶ Wright State and Watermark: SAML SSO with Watermark Navigator Setup (1-2 hours)
- ▶ Wright State and Watermark: Kickoff Call & Follow Up (1-2 hours)
- ▶ Wright State and Watermark: Project Plan Meeting & Follow Up (1-2 hours)
- ▶ Wright State and Watermark: Data Import (2-5 hours)
- ▶ Wright State and Watermark: System Overview, Outcomes and Curriculum Maps (2-3 hours)
- ▶ Wright State and Watermark: Assessment Planning (2-3 hours)
- ▶ Wright State and Watermark: Deployment Preparation (2-4 hours)
- ▶ Wright State and Watermark: Reporting, dashboards, and advanced questions (2-4 hours)

*All implementation calls are interactive and collaborative.
Times approximate and dependent on skill level.*

Continued Support



Client Services

- Initial implementation & product training
- Webinars & Workshops through Watermark Academy



Client Success Manager

- Primary contact beyond initial implementation
- Strategic Reviews
- Contract renewals & modifications



Client Support

- Ongoing technical support for all end-users
- 24/7 email support
- Phone support
Monday-Thursday 8am-9pm (ET)
and Friday 8am-7pm (ET)

Wright State University & Watermark Collaboration Plan

Date	Action	Who	Completed Y/N
8/31/22	Initial conversation	Marah and Bruce	Y
9/23/22	Demonstration of P&SS	Sam, Lindsay, Christian, Marah & Bruce	
9/29/22	Proposal Call	Bruce, Lindsay, Sam and Ryan	Y
10/6/22	Proposal Call Take Two	Bruce, Lindsay and Sam	Y
	IT Review		
October 2022	Hand off to procurement	Bruce	
	Legal/IT review		
March 2023	Contract execution	Bruce	
	Implementation hand off		



Next Steps

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