Proposal for Wright State University

Watermark’s Educational Intelligence System
## Current Watermark Solutions

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

Currently have 5% YoY Uplift
### Proposal Expiring 3/24/23

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

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

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:

<table>
<thead>
<tr>
<th>Year</th>
<th>Course Evaluations &amp; Surveys</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 1</td>
<td>$9,887.67</td>
<td>12/13/22 - 6/30/23</td>
</tr>
<tr>
<td>Year 2</td>
<td>$18,000</td>
<td>7/1/23 - 6/30/24</td>
</tr>
<tr>
<td>Year 3</td>
<td>$18,000</td>
<td>7/1/24 - 6/30/25</td>
</tr>
<tr>
<td>Year 4</td>
<td>$18,000</td>
<td>7/1/25 - 6/30/26</td>
</tr>
</tbody>
</table>
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 Process
Faculty Accomplishments Module

<table>
<thead>
<tr>
<th>Faculty Success Implementation Process</th>
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</thead>
<tbody>
<tr>
<td><strong>Faculty Success Implementation Process</strong></td>
</tr>
<tr>
<td><strong>Faculty Accomplishments Module</strong></td>
</tr>
</tbody>
</table>

*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.*

### PLANNING & SETUP

**Implementation Kickoff**
- Meet your Implementation Team
- Define your goals & timeline for success
- Create project plan
- Setup Single Sign On and create users

**Key Campus Stakeholders**
- Executive Sponsor
- System Administrator
- Campus IT

| 3 Meetings | 1 Month |

### DESIGN & BUILD

**Administrator Training & Best Practices**
- Identify data sources and collection strategies
- Training for data import options, including CV importer, CSV import, and publication imports
- Report configuration, training and database functionality

**Key Campus Stakeholders**
- Executive Sponsor
- System Administrator

| 8 Meetings | 4 Months |

### VALIDATION

**Go Live with Faculty Accomplishments**
- User acceptance testing
- Validate data collection and review reports

**Key Campus Stakeholders**
- Executive Sponsor
- System Administrator
- Faculty

| 3 Meetings | 1 Month |

### CONTINUED SUCCESS

**Partner with Watermark for Continued Success**
- 24/7 support
- Robust help center, guides, and videos
- Regular training webinars and releases
- Certifications and consultation packages available at the Watermark Academy

**Key Campus Stakeholders**
- Executive Sponsor
- System Administrator
- Faculty

| Ongoing |

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3 Meetings | 1 Month

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8 Meetings | 4 Months

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3 Meetings | 1 Month

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Ongoing

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© Watermark
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 Process

**PLANNING & SETUP**

**Implementation Kickoff**
- Meet your Implementation Team
- Define your goals & timeline for success
- Create project plan
- Single Sign On setup
- Data imports and verification

**Key Campus Stakeholders**
- Executive Sponsor
- System Administrator
- Campus IT

**DESIGN & BUILD**

**Administrator Training & Best Practices**
- Account settings
- Build assessment planning templates & curriculum maps
- Document outcomes & mission statements
- Track cyclical assessment plan data
- Set up Watermark Integrations

**Key Campus Stakeholders**
- Executive Sponsor
- System Administrator

**VALIDATION**

**Go Live in Planning & Self-Study**
- Enter outcomes
- Track cyclical assessment plan data
- Review assessment planning reports
- Validate data collection

**Key Campus Stakeholders**
- Executive Sponsor
- System Administrator
- Faculty & Administrators

**CONTINUED SUCCESS**

**Partner with Watermark for Continued Success**
- 24/7 support
- Robust help center, guides, and videos
- Regular training webinars and releases
- Certifications and consultation packages available at the [Watermark Academy](#)

**Key Campus Stakeholders**
- Executive Sponsor
- System Administrator
- Faculty & Administrators

**3 Meetings | 1 Month**

**4 Meetings | 2 Months**

**3 Meetings | 1 Month**

**Ongoing**

*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

- Initial implementation & product training
- Webinars & Workshops through Watermark Academy
- Primary contact beyond initial implementation
- Strategic Reviews
- Contract renewals & modifications
- 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

<table>
<thead>
<tr>
<th>Date</th>
<th>Action</th>
<th>Who</th>
<th>Completed Y/N</th>
</tr>
</thead>
<tbody>
<tr>
<td>8/31/22</td>
<td>Initial conversation</td>
<td>Marah and Bruce</td>
<td>Y</td>
</tr>
<tr>
<td>9/23/22</td>
<td>Demonstration of P&amp;SS</td>
<td>Sam, Lindsay, Christian, Marah &amp; Bruce</td>
<td></td>
</tr>
<tr>
<td>9/29/22</td>
<td>Proposal Call</td>
<td>Bruce, Lindsay, Sam and Ryan</td>
<td>Y</td>
</tr>
<tr>
<td>10/6/22</td>
<td>Proposal Call Take Two</td>
<td>Bruce, Lindsay and Sam</td>
<td>Y</td>
</tr>
<tr>
<td>October 2022</td>
<td>Hand off to procurement</td>
<td>Bruce</td>
<td></td>
</tr>
<tr>
<td>March 2023</td>
<td>Contract execution</td>
<td>Bruce</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Implementation hand off</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Next Steps

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