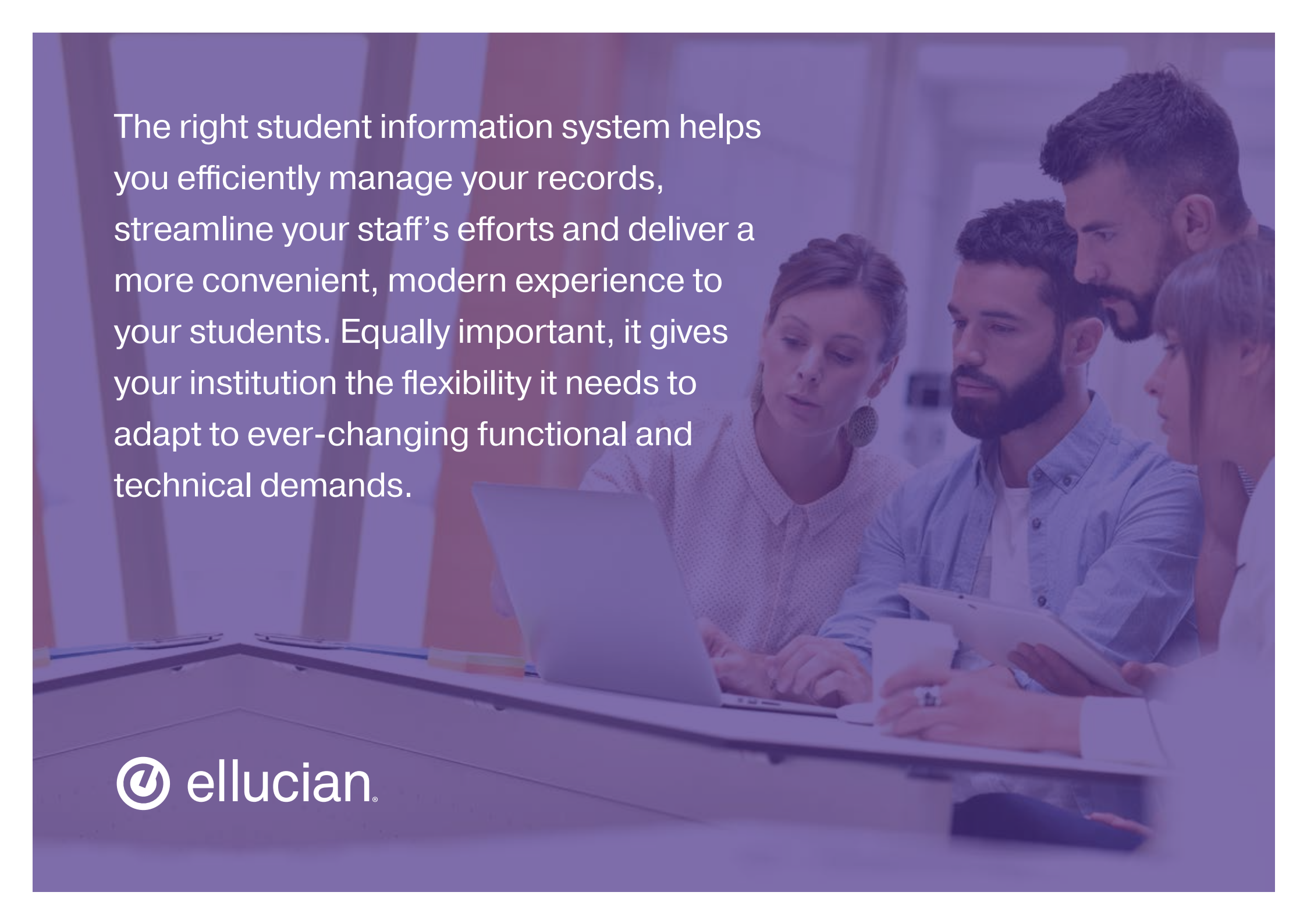




Top 10 reasons to choose Quercus by Ellucian

A flexible, cloud-based
student information
system created just for
higher education





The right student information system helps you efficiently manage your records, streamline your staff's efforts and deliver a more convenient, modern experience to your students. Equally important, it gives your institution the flexibility it needs to adapt to ever-changing functional and technical demands.



REASON #1

Designed for higher education

With higher education moving steadily towards the cloud, and the digital evolution of institutions already underway, Quercus is designed to meet rising expectations and increased technological needs at your institution.

That's because at Ellucian, higher education is all we do. We're focused on delivering powerful solutions that help institutions like yours improve operations and provide better experiences to students as well as teaching and administrative staff. As the leader in higher education technology, with customers all over the globe, you can rely on us to help you remove barriers, enhance institutional performance and guide students towards academic success.



REASON #2

Innovative technology that positions you for the future

Every institution has unique needs and Quercus is tailor-made to address those challenges. Quercus is designed solely for higher education—and that singular focus means better solutions and services for students and staff that can help your institution advance.

Though expectations, funding and technology shift rapidly in higher education, Quercus has you covered with a flexible solution that helps you keep up with change. Delivered as a Software as a Service (SaaS) solution and powered by Amazon Web Services, Quercus is scalable, secure and intuitive—a modern system designed with the user experience in mind.



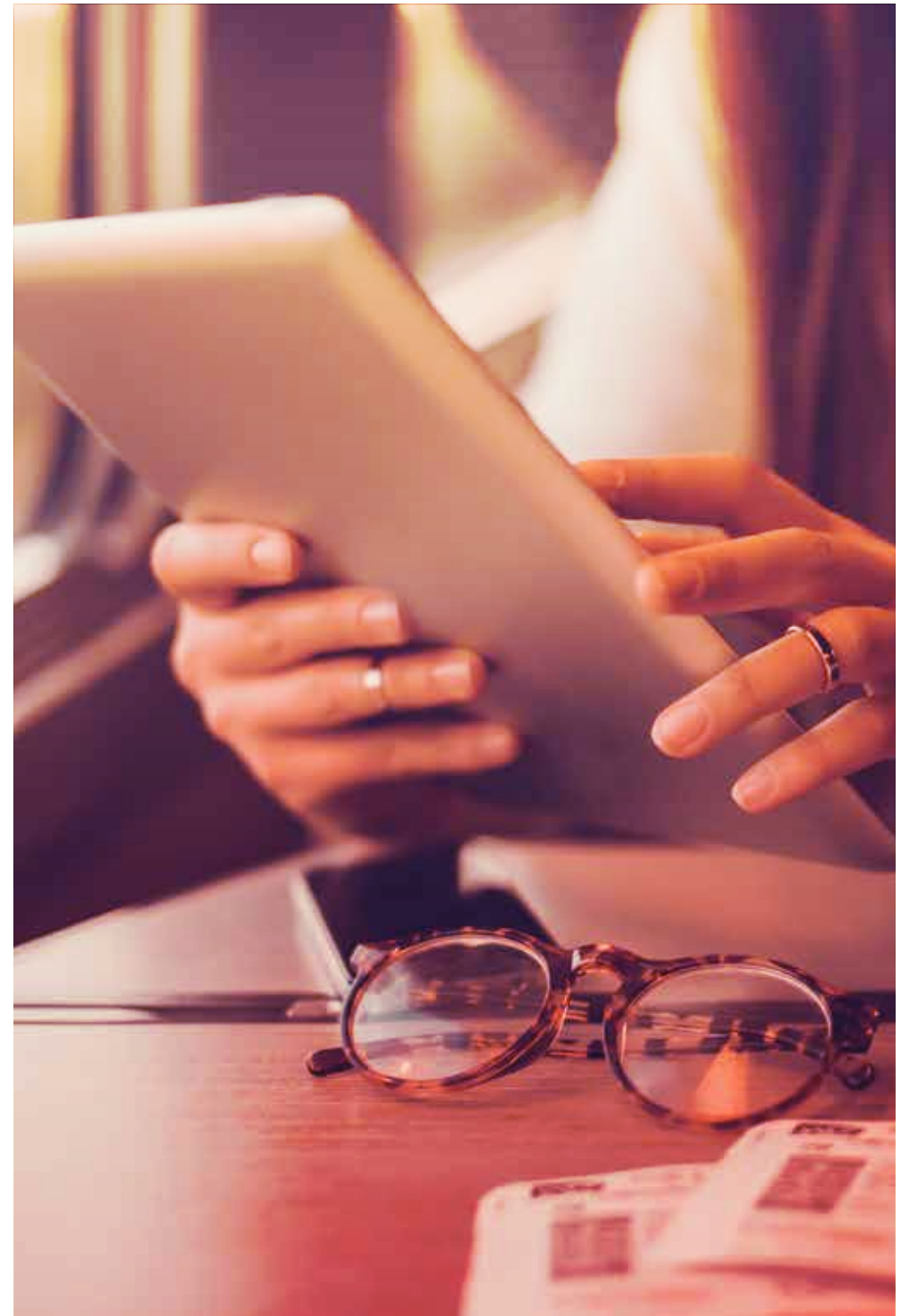
REASON #3

A turnkey student information system

Goodbye, disparate solutions; hello, Quercus. This configurable application has all the processes you need built in—no hidden extras required and no add-on modules to purchase.

Quercus delivers a dramatically improved student experience with administrative services for students and a robust, flexible, integrated student information system. Quercus also offers improved operational efficiency and establishes a flexible system that grows with your institution.

Quercus is maintained in the cloud by Ellucian, with regular upgrades throughout the year. That frees your staff to engage with students more directly and focus on more strategic endeavours.



REASON #4

Loaded with functionality to help you lower costs

Across higher education, institutions are trying to do more with less. Quercus was built to address that challenge.

Save your institution time, money and staff hours with smart workflows, efficient document management, out-of-the-box connectors and powerful reporting tools. Make the most of the data you collect and put it to work to improve your graduation outcomes, offer better student services, reduce costs and improve operations across the board. Quercus makes it all easier by offering a consistent view of data and automating the many operational tasks related to the management of that data.

CLIENT SPOTLIGHT:

THE INSTITUTE OF CONTEMPORARY MUSIC PERFORMANCE

The Institute of Contemporary Music Performance (ICMP) researched information management systems and developed a shortlist of vendors based on implementation costs, operational efficiency, user experience and what ICMP's Business Director, Pete Whittard, describes as a "suitable fit" in terms of company ethos.

"In the end, Quercus by Ellucian was the clear choice," said Whittard. "One thing that really stood out for us was that Ellucian was the only vendor that mentioned the student experience. We also found Quercus to be the most straightforward, efficient and effective system overall. As a cloud-based solution, Quercus removed the need to develop on-site IT infrastructure, which significantly reduces our total cost of ownership."

Quercus is now the central repository for all student and course information—enabling ICMP to manage the entire student journey and push relevant information out to statutory bodies.

Quercus captures data at every stage of the student lifecycle, which enables ICMP to manage and deepen relationships, as well as improve academic success. It supports students pursuing full degrees, taking professional development courses, or interacting with ICMP at any level. Its easy configurability and contemporary design make it both user-friendly and cost-effective.



The Institute
of Contemporary
Music Performance

REASON #5

SaaS delivery

With Quercus, you'll enjoy the convenience and savings of the software-as-a-service model, with regular upgrades managed for you.

- ✔ No expensive IT infrastructure to purchase
- ✔ No hardware to maintain
- ✔ Resilience is assured thanks to a SaaS platform that operates across three physical data centres

CLIENT SPOTLIGHT:

THE LONDON ACADEMY OF MUSIC & DRAMATIC ART

“As an institution, we were really clear about the resources we had available, and that was a major factor for our choice. We selected Quercus because it does everything we need it to without requiring excessive training, customisation or cost. What’s more, it can be implemented very quickly. It’s a cloud solution, hosted and managed by Ellucian, which saved us from a heavy investment in hosting or IT. It will link in simply to other core systems (like finance and the Academy library), while the regular cycle of updates to the system will also make it easy to keep on top of the frequent changes to the external reporting environment for higher education here in the UK.

I would advise other arts institutions looking for an SIS to assess their resources carefully and choose a system that fits both what they want out of it and what they can put into it.”

Ian Warren
Head of Academic Services and Development

LAMDA

REASON #6

Runs on the flexible, scalable AWS Cloud

With Quercus, you'll enjoy the strength and security of AWS.

Benefits include today's must-haves like backup and disaster recovery, data security, managed upgrades and on-demand technical support.

Combined with a simple user interface and SaaS delivery, Quercus delivers a modern experience with the flexibility and scalability that every institution needs.

We're also pleased to announce another benefit for our customers: Ellucian has achieved Education Competency status in the Amazon Web Services (AWS) Partner Network (APN). This designation recognises that Ellucian has demonstrated technical proficiency and success in the building, deployment and management of solutions that support the critical academic and business processes of higher education customers.

For all these reasons and more, Ellucian is one of the largest providers of cloud-based solutions for higher education, with more than 1,400 institutions subscribing to our cloud services and SaaS offerings.



REASON #7

Quick to launch with Ellucian's Rapid Deployment Methodology

Why would you trust us with your system of record—the very heartbeat of your administration?

As sound stewards of institutions' budgets, we work side by side with our customers to ensure that implementation and upgrade plans are efficient and value-driven.

What does that mean for your institution? Faster adoption and utilisation for a quicker return on your investment and more efficient processes that reduce unnecessary waste.

Based on best practices as well as deep knowledge of higher education governance, regulations and requirements, our accelerated cloud-based implementation approach and sprint-based methodology get processes such as admissions live within four to six weeks—without sacrificing quality. To ensure a faster, more seamless implementation, Ellucian will pre-configure the product in advance of each phase. Our core engagement modules are flexible to meet our customers' individual ambitions and deadlines.

CLIENT SPOTLIGHT:

THE INSTITUTE OF CONTEMPORARY MUSIC PERFORMANCE

The Institute of Contemporary Music Performance (ICMP) had no experience with a comprehensive SIS and braced itself for a steep learning curve. ICMP's Business Director, Pete Whittard, noted that Ellucian support ensured a smooth transition: **"They were flexible enough to deal with faculty and staff who were by no means experts, and were extremely supportive,"** he says.

Internal buy-in didn't happen overnight. ICMP had to increase engagement with departments across campus, as well as invest in ongoing training and project management to maintain momentum. The Institute held daily cross-functional meetings, with the Ellucian lead consultant attending two of these sessions to provide support.

System implementation followed an iterative, cloud-accelerated methodology designed for rapid deployment and quick time to value. The entire Quercus suite went live within just eight months—on time and on budget.



The Institute
of Contemporary
Music Performance

REASON #8

Supported by expert consultants

Access the expertise of our dedicated project managers, flexible remote services and seasoned specialists—all with years of experience in helping institutions like yours thrive.

Experts from both Ellucian and our local channel partners possess the certifications, skills and best-practice experience to make sure your Ellucian solutions meet and exceed your needs.

- » Deep understanding of Ellucian products means customers are positioned for continuous improvement
- » All project managers follow Ellucian's implementation standards and the majority carry Project Management Institute certifications

CLIENT SPOTLIGHT:

THE UNIVERSITY OF GIBRALTAR

Upon its founding in 2015, the University of Gibraltar set out to design a modern campus and superior student experience. Without any legacy systems to contend with, the university was able to draw from international best practices, as well as Ellucian's own experience implementing thousands of student information systems for higher education.

"We looked carefully at what has worked for other universities around the world and how to replicate that success," said Christian Celecia, Head of Information and Communications Technology (ICT) at the University. **"It helped that Ellucian had considerable experience in the market."**

Like all Ellucian technology, Quercus has best practices for higher education built in, which gave the ICT department a head start on tailoring the system to meet its own practical and strategic needs.

ICT held formal meetings with departmental staff and faculty to understand the specific reports each expected and has maintained communications during implementation.

Prior to the September enrolment period, the university's ICT staff received intensive on-site training from Ellucian, and they are now overseeing training and change across the institution.

"Based in Gibraltar, we initially felt very much on our own," said Celecia. **"But from day one Ellucian was in constant touch, moving the project forward, and making sure we hit key milestones on time."**



REASON #9

Backed by the power of the Ellucian community

Access the knowledge and experience of our diverse global user community with over 35,000 registered users.

Share and learn with the global Quercus user group. Get early access and help shape our offerings through our Development Partner Group. Join our forums, workshops and annual conference for limitless opportunities to connect with experts and peers. You'll have all the help you need to make the most of your solution.



REASON #10

Created with our mutual success in mind

Ellucian's experienced team works to help higher education achieve its most pressing objectives—reducing friction, boosting efficiency, spurring growth and providing the mobile, on-demand experience that users expect.

To ensure your success, we provide a wealth of resources, including a dedicated customer advocate, Quercus-specific Action Line support, on-demand learning, webinars and full documentation. We'll help you identify weaknesses and strengths and show you how to realise the full value of your investment as well as:

- » Remove barriers and identify successes to cultivate adoption
- » Create meaningful experiences and positive outcomes that enrich your journey
- » Help you access and use all of the resources available to you



In short, we offer you
**a committed, connected
and adaptive technology
partnership**—because
if you don't succeed,
we don't succeed.





Ellucian is the world's leading provider of software and services that power the essential work of colleges and universities. More than 2,500 institutions in nearly 50 countries rely on Ellucian to enhance operations and enrich the student experience for over 18 million students.

Ellucian brings power, passion, and performance to bear for higher education, and its ability to better our world. **Visit us at www.ellucian.com/emea-ap/.**

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