

ZogoTech's Higher Education Consortium

Introduction

All of ZogoTech's software has been built in conjunction with schools. We are constantly searching for schools that have good ideas that will help the software grow and benefit our existing customers.

Your institution may have developed best practices or things you feel your institution does better than any other school

Conversely, there are schools that have best practices to address the problems with which you may be struggling.

We work with schools to put their best practices into the product (often for free) and distribute them to other consortium members.

As we talk with other institutions, we recognize the institutions that helped with different portions of the software.

If possible, we like to present with the institution at national conferences showing what we've accomplished together

Your institution gets

- software custom to your needs at low or reduced cost
- discounted or free yearly upgrades
- national recognition for contributions
- best practices from other schools in the consortium

ZogoTech gets

- the rights to provide the software to other schools
- a product that is built on established best practices
- credibility for working with institutions to develop

Process

ZogoTech receives a steady stream of new ideas from customers. We constantly evaluate those ideas to see which ones would help the overall product and benefit other customers. While ZogoTech is always available to help customers add on new functionality to Estudios on a per hour or per project basis the Consortium Agreement provides an alternative.

As part of the Consortium Agreement,

1. ZogoTech works with your school to identify possible projects that would be of interest to other consortium members and potential clients
2. ZogoTech develop new functionality at reduced or no charge. ZogoTech handles all phases (Requirements Analysis, Design, Implementation, User Interface Design, Testing, and Documentation)
3. ZogoTech incorporates the functionality into Estudios and releases it to other consortium members and sells it to new schools
4. Contributing consortium members receive credits that can reduce or eliminate yearly maintenance / upgrade charges

ZogoTech brings years of experience in higher education to analyze the requirements and understand how it fits in to the "big picture." The user interface is designed with the same expertise that went into the highly-acclaimed Estudios client. Development and testing is done by

experts in software development and database design. ZogoTech will also provide full documentation and architectural overviews.

In many respects, the ZogoTech Consortium Agreement is like extending your IT department without having to hire someone skilled in business analysis, user interface design, database design, programming, and documentation.

Example Work with Schools

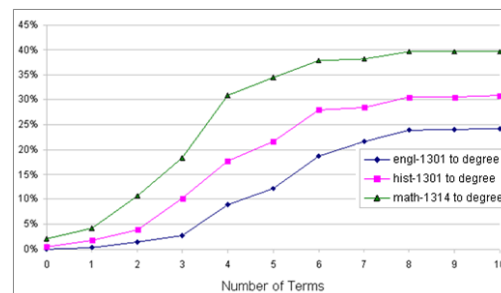
Below are some ways that ZogoTech has worked with schools as part of the Consortium Agreement. This functionality becomes part of the overall product, available to all ZogoTech customers.

Remediation Analysis (right) – A project prompted by one school's work with Achieving the Dream, this software was developed and used to show the impact of learning communities in developmental education gatekeeper course completion. See: <http://zogotech.com/atd>

Program Review – This planned module will show Profit/Loss by program, as well as Faculty

and Course statistics. It has been developed by a client and will be integrated into Estudias.

Outcome Categorization – Working on-site with one school for a day, this project was to develop appropriate groupings for students at the beginning and end of a term for retention analysis. For a simple example, at the beginning of a term, Estudias calculates the student status as New, Continuing, Stop In, or Transfer In (via National Student Clearinghouse integration). This has been presented and widely praised at national and regional Institutional Research conferences. See: <http://zogotech.com/air2006>



Above: The chart shows students completing College Level Algebra (green) have a higher graduation rate than other gatekeeper classes