Addressing Prerequisites for Success and the Value of Co-opetition

October 17, 2012, Four Seasons, Vancouver, Canada
Working together across the education continuum
Vendor Perspective

• Software Implementers
  – Commercial, Non Profit, Community
  – Public Open Source vs Private Code
  – Localized, Cloud, Home Grown

• Software Developers
  – Scalable Reuse
  – Sustainability, Planned Obsolescence
  – Deployment

David K. Moldoff, AcademyOne, Inc. 2012 ©
Standards and Co-opetition

Who wants to be Standard?

My Way vs Our Way
Working Together

**Institution Initiatives**
*Focused on maintaining Institutional Integrity and Academic Quality*
- Transcript Evaluation
- Tracking Course Equivalencies
- Publishing Course Equivalencies
- Bi-Lateral Transfer Agreements
- Degree Audit and Articulation
- Advising and Counseling
- Student Course Planning
- E-transcripts
- Prior learning assessment

- Decentralized
  - Self contained and managed by specialists within departments
  - Optimized to manage inputs and process

**Government Initiatives**
*Focused on shared responsibility To help students succeed.*
- State Articulation Agreements
- Common Gen-Ed, Core to Core
- Course Alignment
- Common Course Numbers
- Dual Enrollment
- Targeted Transfer Aid
- Application Processing
- Specialized Student Portals
- Tracking Student Placement

- Centralized
  - Requires vertical and horizontal integration across institutions
  - Optimized to influence outcomes

---

David K. Moldoff, AcademyOne, Inc. 2012 ©
Variation Induces Complexity

<table>
<thead>
<tr>
<th>Facilitating Transfer/Advising</th>
<th>Course Equivalency Repositories</th>
<th>Common Core</th>
<th>Program Requirements, Guides and Advising</th>
<th>Common Course Numbers</th>
<th>State-Wide Transfer Guarantee 2+2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accelerate Course Work</td>
<td>AP Exams CLEP, IB, DSST</td>
<td>Dual Enrollment</td>
<td>Job Learning Assessment</td>
<td>Proficiency Exams – GED, ACT</td>
<td>Test Out</td>
</tr>
<tr>
<td>Institutional Coordination</td>
<td>Transfer Agreement Repositories</td>
<td>Align Course Work By Discipline</td>
<td>Re-Design Course Work By Discipline</td>
<td>Career Pathways</td>
<td>New Education Providers</td>
</tr>
<tr>
<td>Affordability</td>
<td>Financial Aid for CC Transfer</td>
<td>Loan Forgiveness</td>
<td>Reentry Incentives</td>
<td>Life Long Learning Accounts</td>
<td>Completion Incentives &amp; Rebates</td>
</tr>
<tr>
<td>Refine Policies</td>
<td>Credit Unit Cap 8/29/2011</td>
<td>Reduce Course Rework</td>
<td>Focus Subsidies for some Majors</td>
<td>Incentives to Innovate Delivery</td>
<td>State-Wide Admissions Guarantee</td>
</tr>
</tbody>
</table>

David K. Moldoff, AcademyOne, Inc. 2012 ©
Standards Simplify

Thousands of Institutions

Strength in Variety and Differences

From This

But requires finding Common Ground to Share

To This

David K. Moldoff, AcademyOne, Inc. 2012 ©
Co-opetition Opportunities

• Government Focused
  – Funding, Assessment, Guidance, Placement, Completion
  – Authoritative, Shared Workflows
  – Large Scale Data Collection
  – Governance, Data Exchange Plumbing

David K. Moldoff, AcademyOne, Inc. 2012 ©
Co-opetition Opportunities

• Institution Focused
  – Enrollment Management
  – Assessment, Placement, Recruiting
  – Alignment and work with Agreements
  – Transfer Check+ Building Connections

David K. Moldoff, AcademyOne, Inc. 2012 ©
Co-opetition Opportunities

• Student Focused
  – Improving Student Services
  – Progress Check, Advice, Time to Degree
  – Mobile Apps
  – Enabling Student Flows

• Student e-Portfolio

David K. Moldoff, AcademyOne, Inc. 2012 ©
Prerequisites Summary

• Interoperability, Our way vs My Way
• Compromise vs Differentiation
• Respect for Localized Methods
• Utilizing Loosely Coupled Layers
• Baseline Reusable Open Services based upon Standards – is it Possible?
• Working with Standards and Together is win/win/win/win/win

David K. Moldoff, AcademyOne, Inc. 2012 ©
Contact Information

• David K. Moldoff
  CEO AcademyOne, Inc.
  dmoldoff@academyone.com
  484-410-9669 (cell)