BANNER®

BY ELLUCIAN

The world's leading higher education ERP system

ellucian

Table of Contents

Overview

Your enterprise resource planning (ERP) system is the heart of your institution.

It needs to be powerful, reliable, and agile. And it must be attuned to the demands of campus operations—no matter how dramatically those demands change over time.

After all, choosing an ERP is one of the biggest IT decisions your institution will make and the right ERP must meet the demands of your institution for a generation or longer.

So when it's time to evaluate a system's ability to deliver exceptional service to your constituents, the decision to deploy a technologically advanced ERP solution is more than an IT exercise. It's a strategic one that will shape everything from how well you provide student service to how efficiently and effectively you can run your organizational processes.

Your technology platform and partner are critical. According to more than 2,200 of our clients – one of the main reasons that they chose an Ellucian ERP solution is because the solution was built from the bottom up for higher education institutions alone.

You may wonder why it is so important that your ERP is specifically designed for the higher education industry—and it's a great question. The answer is that only those who work in higher education can anticipate the needs of their students, faculty, staff, and student community. And only those who are able to anticipate the needs of their higher ed constituents, reflect those needs in product design.

How can you expect an ERP that was designed to run the back office of a manufacturing plant to be able to run your institution's most important processes and scale for what you and your students' may need in 10, 20, or even 50 years? Ellucian's ERP solutions are the only solutions built with your institution's needs in mind from the first concept—developed over the last 30 years, into the comprehensive solution offered today.

That's exactly why 1,400 institutions worldwide have chosen Banner® by Ellucian. It's why 2,400 institutions have made Ellucian their technology partner—and the world's leading provider of higher education solutions and services.

So, what else should you expect the right ERP to do for your institution?

The technology platform that forms the foundation of Banner by Ellucian is **open, agile, and can adapt to your institution's changing needs** over time. So you never have to worry about problems with support, upgrades, or costly application additions.

BANNER WILL ENABLE YOU TO:

- Deliver exceptional service to students at every point of connection

- Provide a powerful mobile solution to improve engagement

- Offer self service for every constituent, which means anytime/anywhere access to information

- Control and reduce administrative costs with integrated business processes

- Improve collaboration between departments by implementing industry best practices to improve the user experience for students, faculty, and staff

- Provide the tools that faculty and staff need to support and track student success

- Offer cloud services to help you lower your total cost of ownership

By adopting a complete higher education solution that supports and connects departments, users, and institutional goals, you will improve efficiency and productivity campus-wide. No more time wasted hunting for information. No more resources spent customizing software. No more manual processing of common practices due to inflexible systems.

Additionally, Banner works the way your users work; it doesn't confine you to imperfect functionality retrofitted from another industry. Its advanced tools enable your students, faculty, and staff to accomplish every major task on campus, from enrollment and course registration to degree advising and faculty grade entry to billing and payment.

With Banner by Ellucian, you get more than software. You get a partner. You get a community. And you get the power, reliability, and benefits of an enterprise solution that will power your institution's business operations for years to come.

BANNER'S ADVANTAGES EXTEND BEYOND THE INSTITUTIONAL OPERATIONS. AS A BANNER CUSTOMER, YOU'LL RECEIVE ALL OF THE BENEFITS OF ELLUCIAN, INCLUDING:

- An active, knowledgeable community—Between Banner user groups, advisory boards, and customer forums, our 48,000-member-strong Ellucian community shares expertise and best practices on solution and industry issues alike

- Cloud or on-premise options—You have the option to deploy a cloud solution or stick with an on-premise one

- Expert support—Our 1,500-member professional services team brings years of higher education experience and involvement to every engagement

Banner.
The solution of choice for more than 1,400 institutions worldwide.

Benefits by department

- Recruiting and admissions

- Degree advising

- Academic administration

- Student finances

- Financial aid

- Human resources

- Finance

Banner: Powering efficiency and productivity across campus

Banner by Ellucian ERP is a suite of integrated applications that more than 1,400 institutions rely on to operate smoothly and effectively every day.
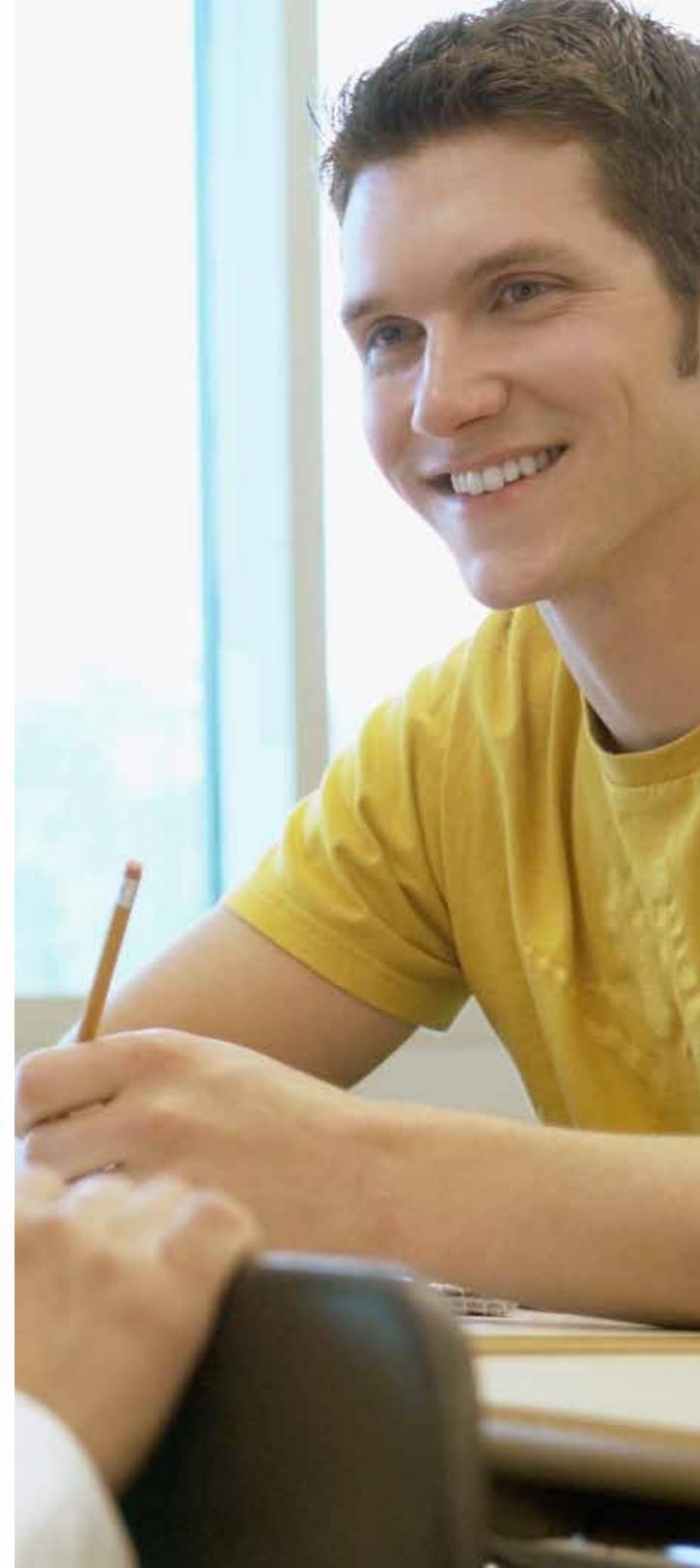
Banner enables you to collect, store, manage, and apply real-time operational data more efficiently to reduce costs and increase performance across every critical functional area on campus:

- Recruiting and admissions
- Registration and enrollment
- Degree advising
- Academic administration
- Student finances
- Financial aid
- Human resources
- Financial Management

Banner's complementary tools help you connect departments and improve core processes so that your institution can focus on what you do best: attracting, educating, retaining, and serving your student population.

But even beyond streamlining your daily operations in the most cost-effective way, Banner helps you position your campus for the future, whether that means recruiting best-fit students and talent or gathering and analyzing data to strengthen decisions and strategic direction.

Here's how Banner tightens business processes to drive the greatest value for institutions like yours:

Benefits by department
Recruiting and admissions

Strengthen recruiting and admissions

Banner's recruiting and admissions tools help you engage more personally with prospects, from nurturing their first spark of interest to welcoming them upon admission.

These tools support every major process across the entire recruiting and admissions lifecycle to enhance the prospective student experience and determine the ROI of recruiting efforts.

UTILIZE DYNAMIC RECRUITING TOOLS

When you identify and engage best-fit students, you increase your pool of qualified applicants and achieve enrollment goals. Alongside Ellucian Recruiter™, Banner enables you to target, test, and personalize automatic communications to a variety of prospect segments and through multiple channels.

MAXIMIZE THE PROSPECTIVE STUDENT EXPERIENCE

Banner, (together with Ellucian Recruiter), delivers meaningful, real-time information so you can establish and grow relationships that turn prospects into students. Progress, conversion, and ROI reports help you identify opportunities to improve your approach and reduce recruiting costs. Just as important, data analysis functionality opens up a whole new dimension—predictive modeling—to further refine your recruiting initiatives.

ENABLE STRATEGIC CONSTITUENT COMMUNICATIONS

Every prospect wants to be treated as an individual, not applicant #1,592. Banner helps you satisfy the expectation for personalized interaction from recruiting to admission by supporting multichannel communications, such as letter, email, and phone. And Banner's financial aid calculator in the cloud ensures you can process and accelerate financial aid packages so students and their parents know exactly where they stand financially, just as soon as the information is published.

MANAGE APPLICATIONS

Even with the most targeted recruiting efforts, application processing requires significant staff time, evaluation, and deliberation. Banner automates the admissions process with online applicant files that can be routed to the right people at the right time, regardless of applicant type. And with the Ellucian Degree Works™ Transfer Equivalency module, your staff and students can determine how coursework from other institutions can be applied toward your school's degree requirements.

Banner is the single most widely used higher education ERP, powering more than 1,400 institutions worldwide.

THE BANNER DIFFERENCE

Banner and Ellucian Recruiter enable you to:

- Engage prospects with personalized communications

- Get dynamic, real-time, and updated information

- Change and configure requirements without IT involvement

- Adapt and refine business processes to improve the prospect experience

- Understand progress toward enrollment targets through funneling, dashboards, and analytics

- Deliver enhanced self-service capabilities with an event-attendance tracking application that can be linked to your student's calendar software and social media tools

We have a lot of competition and we feel that those first acceptances impact students the most and mean the most to them. Also, those students went to the trouble of getting us information on time, and we want to reciprocate. By getting our acceptance letters out earlier, we are not missing any good students.

Maura Woods,
Associate Vice President, Information Technology,
St. John's University

Benefits by department
Enrollment and retention

Welcoming students is just the beginning. In order to keep them committed and engaged, institutions need dynamic enrollment and retention tools that simply make it easier to be a student.

Boost enrollment and retention

Banner helps you retain students by helping you monitor, measure, and report their progress. And when it comes to faculty insight, Banner provides the functionality that faculty members need to stay on top of attendance, grading, and other indicators of student progress.

EMPOWER STUDENTS WITH "SHOPPING CART" REGISTRATION

Banner simplifies registration for students and administrators alike. Students get a familiar Amazon-like "shopping cart" experience, so it's easy to conditionally add, drop, or swap classes; check for errors; and see which classes still have open seats. Banner enables strategic course selection, too—when used with Ellucian Degree Works™, Banner essentially turns a degree plan into a section-level registration plan.

IMPROVE FACULTY GRADE ENTRY AND ATTENDANCE TRACKING

Timely financial aid and degree processing depend on accurate student data. Banner's faculty grade entry and attendance tracking capabilities make it easy for faculty members to keep their students' data current. That means your registrar and financial aid officers don't have to spend so much time chasing information.

STANDARDIZE ADVISING PROCEDURES

Banner's advising student profile delivers single-page access to the most critical information an advisor/mentor/tutor needs to know about their student. Banner offers a complete student profile with links to transcript, registration, schedule, and degree evaluation.

ENABLE MOBILE ACCESS

In today's mobile world where students use technology to enhance almost every decision they make, similar access to information across campus is critical to keeping students and faculty happy. Banner works seamlessly with Ellucian Mobile, which provides role-based functionality like messaging and notification tools. Students and faculty also gain access to other apps, portals, and Banner solutions.

More than 650 institutions have been running Banner for over 15 years. The product constantly evolves with clients' direct input into new features.

THE BANNER DIFFERENCE
Banner enables you to:

- Choose from multiple registration model options

- Provide one-stop access for advisors to see individual students' information

- Build a course registration plan from a student's existing degree plan

- See whether seats are open at the time a course is entered into a student's plan

- Provide constituents with anytime/anywhere access to information with our mobile solution

- Drive improved student outcomes with robust faculty tools

- Connect your Ellucian financial aid, billing, and payment systems

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Banner enables us to support enrollment and program growth. It provides North Shore with a solid core for transactions and self-service for effectiveness, a portal that is the mainstay of our daily operations, and access to critical data and reporting tools.

Jan Forsstrom, Chief Financial Officer, North Shore Community College

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Benefits by department
Degree advising

Helping students reach their academic goals requires insightful advising, clear academic plans, and appropriate interventions if needed.

Provide the best advice to students based on the best information

Helping students reach their academic goals requires insightful advising, clear academic plans, and appropriate interventions if needed. Together with Banner, Ellucian Degree Works™ offers a comprehensive advising, program planning, and degree audit solution that helps students stay on track to graduate—on time and without any unnecessary steps along the way.

KNOW YOUR STUDENTS

Banner delivers a single, holistic student profile that allows advisors to see all of the information related to one student—in one location. Complete information translates to effective advice.

DEVELOP DEGREE PLANS

Ellucian Degree Works makes it easy for advisors to map out students' entire academic journey. Advisors can work with students to create model degree plans with relevant requirements such as grade point average, tests, courses, non-courses, and academic choices. From there, clear on- and off-track indicators help advisors and students understand progress and know when extra steps are needed to get back on plan.

AUDIT THE PLAN

With degree audits, there's no confusion about what requirements are outstanding. Clear visual indicators show whether a requirement has been met or is in progress, and outstanding requirements are automatically displayed for courses not yet completed. Degree progress bars provide at-a-glance understanding of student progress. You decide what you want to track. If you need to check the status of core academic progress—check. Financial aid—check… and even athletic eligibility information—we can do that too. Just create a degree audit worksheet on demand for any topic of interest.

MAKE INFORMED, STRATEGIC DECISIONS TO IMPROVE STUDENT SUCCESS

Ellucian's Banner Student Retention Performance is a comprehensive package of scorecards, dashboards, reports, and analytic capabilities designed to help your institution move the needle on student success.

Ellucian has helped more than five million students at 675 institutions navigate their way to graduation.

THE BANNER DIFFERENCE
Banner enables you to:

- Utilize analytics and prebuilt student retention and success models to keep students on the path to graduation

- Identify students at risk via a retention dashboard

- Build predictive models to view and track key retention indicators

- Create model degree plans for individuals or groups of individuals on the same track

- Build "what-if" scenarios to view multiple degree plans and corresponding outcomes

- Simplify transfers with an easy-to-navigate course catalog and degree audit capabilities

Degree audits and tracking

**HELP STUDENTS AND ADVISORS MONITOR PROGRESS
TOWARD DEGREE COMPLETION**

- Clear visual indicators show whether a course requirement has been met or is in progress

- Outstanding requirements are automatically displayed for courses not yet completed

- Degree progress bars show where a student is on his or her academic journey

- Degree audit worksheets, including the core academic, financial aid, and athletic eligibility audits are created on demand

> Our freshmen are using Degree Works before they even set foot on campus. Students make heavy use of the Educational Planner, and we've also gotten good feedback on the GPA calculators. Another heavily used function is the "what-ifs." Students and advisors both like that feature, especially if a student is considering changing a major or is undecided.

Denny Savage,
Associate Registrar for Academic Services,
University of Alabama

Student planning tools

MAP OUT STUDENTS' ACADEMIC JOURNEY TO KEEP THEM ON TRACK FOR ON-TIME GRADUATION

- ✓ Model degree plans can be assigned to individual students or a group

- ✓ Simple to complex requirements can be built, including grade point average, test, course, non-course, and choice requirements

- ✓ Clear on- and off-track indicators help advisors know when to intervene to help a student succeed

- ✓ Students can register for classes directly from their Ellucian Degree Works plan, available out-of-the- box with Ellucian XE-enabled Banner by Ellucian

Academic administration

With consistent data and a flexible framework for delivering information and services, Banner enables institutions to better support teaching, learning, and research.

Support academic administration

With consistent data and a flexible framework for delivering information and services, Banner enables institutions to better support teaching, learning, and research.

POWER FOR THE STUDENT

Banner makes it easy for students to identify, register for, and successfully complete the classes or programs they need. Self-service functionality eliminates barriers to achievement by providing your students with tools and information to pursue their educational goals.

EASILY ESTABLISH ACADEMIC STRUCTURE

The academic structure and its elements are the building blocks for any institution. A solid structure with supporting tools helps improve operations, create the foundation for institutional reporting and is key to establishing the structure with many institutional systems. Banner offers seamless, accessible, and easy-to-use systems and processes that remove unnecessary obstacles.

PROVIDE A COMMUNICATIONS PLATFORM WHERE EVERYONE CAN SHARE INFORMATION

When you make it easy for students, faculty, and staff to communicate and collaborate regardless of campus affiliation or location, you create an environment for students to thrive. Solutions from Ellucian provide a platform for constituents—wherever they are—to productively share information.

DELIVER RICH SERVICE CAPABILITIES FOR BETTER TEACHING AND ENHANCED LEARNING

With solutions from Ellucian, you can provide personalized portal environments and intuitive self-service capabilities—all driven by consistent information from a single database of record.

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> Banner will provide increased efficiency and productivity for our faculty and staff by connecting all the functional administrative pieces and streamlining business processes in order to improve student services.
>
> Laura D. Jolly,
> Vice President for Instruction,
> University of Georgia
>
> "

More than 1,200 institutions around the globe use Ellucian portal solutions to keep their campus communities connected through a centralized online environment.

THE BANNER DIFFERENCE
Banner enables you to:

- Offer students, faculty, and staff greater visibility and collaboration across campus

- Define academic models to support personal and professional learning activities

- Deliver the information that users need

Student finance

Banner and Ellucian solutions deliver that transparency so you and your students know exactly what's due, when it's due, and who needs it.

Streamline student finance processes

Today's campus transactions have grown in both volume and complexity. With so many ways to pay and so many payment channels, institutions need student finance processes that provide transparency from billing to accounts receivable. Banner and Ellucian solutions deliver that transparency so you and your students know exactly what's due, when it's due, and who needs it.

AUTOMATE FEES

Banner's rules-based tuition setup reduces maintenance and administrative burdens by letting you build an endless number of tuition and fee structures for individual students. In addition, by connecting your accounts receivable, student, and finance systems, students can see their charges and payments for a given period of attendance. That financial transparency means more time and capacity to focus on academics.

APPLY PAYMENTS

In partnership with TouchNet®, the Ellucian Payment Center by TouchNet® ensures that each transaction is completed in real time and posted immediately to campus business systems. This immediacy helps improve cash flow, reduce overhead, and increase operational efficiency. In addition, your Banner solution comes with payment card industry (PCI) compliance. This translates to peace of mind— knowing that sensitive cardholder data is safe and secure.

ADMINISTER HOLDS AND CREATE ALERTS

Banner enables you to put holds on student accounts that are not in good standing, preventing those students from accessing registration, grades, or transcripts. From a student perspective, Banner helps them as well. It creates auto alerts so that they can respond as quickly as possible and get back on track.

THE BANNER DIFFERENCE
Banner enables you to:

- Customize the look and feel of invoices and statements that go to students or vendors

- Ensure transactions are completed in real time with Ellucian Payment Center by TouchNet®

- Give students visibility into how charges and payments align with attendance

- Automate and streamline accounts receivable

- Send students auto alerts when holds are placed on registration

More than 740 U.S. community colleges rely on Ellucian solutions.

Financial aid

Banner's cloud-based financial aid calculator delivers updated federal methodology six-to-eight weeks earlier than the competition, enabling institutions to get financial aid packages to students faster.

Accelerate financial aid awards

As one of the most critical elements of a students' educational experience, financial aid application, processing, and payment need to be as clear and timely as possible. Banner's cloud-based financial aid calculator delivers updated federal methodology six-to-eight weeks earlier than the competition, enabling institutions to get financial aid packages to students faster.

AWARD FINANCIAL AID PAYMENTS MORE QUICKLY

Cloud-based federal methodology means you can calculate and offer financial aid awards well ahead of competitors who deliver it as an update—an enormous advantage as students look to make informed decisions about their education and finances.

REDUCE TIME SPENT ON MANUAL PROCESSING

By automating financial aid processing, your staff can devote more attention to the students who need additional assistance. Banner also allows you to schedule the application of payments from a variety of sources and ensure accurate funds management by reconciling financial aid and accounts receivable records.

STRENGTHEN COMPLIANCE AND ACCOUNTING

Banner's Attendance Tracking module allows you to fact check against information in your student system to help ensure financial aid compliance. Equally important, Banner gives you the flexibility you need to manage aid-year and term-based accounting.

> We needed attendance tracking for financial aid purposes, so that the federal government could get their money back if a student never attended class. So we chose and we implemented the XE Attendance Tracking module. Already, we've seen a reduction in our bad debt that we are carrying at the college, and that's huge.
>
> Joan McCready,
> Enterprise Business Application System Leader—Student, St. Louis Community College

Through the first nine months of 2014 alone, Banner's federal methodology needs-analysis calculator helped institutions manage more than 5.3 million transactions every week.

THE BANNER DIFFERENCE

Banner enables you to:

- Automatically get regulatory updates without having to wait for new software enhancements

- Review browser-based, aid-year support for processing

- Process financial aid packages by period of attendance vs. academic year

- Budget financial aid based on your pre-set criteria

Benefits by department
Human resources

Banner helps you recruit the best talent, engage candidates and employees with the right compensation packages, and deliver the services they need to thrive.

Recruit the best and brightest

High quality faculty and staff are your greatest assets. Banner helps you recruit the best talent, engage candidates and employees with the right compensation packages, and deliver the services they need to thrive. Built specifically for higher education—not adapted from another commercial offering—Banner helps you manage the entire employee lifecycle.

ATTRACT, ENGAGE, AND RETAIN TALENT

Banner works seamlessly with the Ellucian Talent Management Suite, offering a recruiting cloud that automates job requisitions so you can easily manage applications. Create career sites that help you identify the right candidate and collaborate with your team for faster, more accurate candidate reviews.

PLAN AND FORECAST STAFFING REQUIREMENTS

Banner helps you define critical staffing issues or areas of focus, identifying gaps as well as areas of overstaffing. And with ready access to employee profiles, it's easy to ensure that the right employee is in the position where they are needed most.

MANAGE COMPENSATION, BENEFITS, AND LEAVE PLANS WITH EASE

Faculty load and compensation allows you to automate the calculation of appropriate compensation packages for full-time, adjunct, or part-time employed faculty members based on their individual workloads. This functionality is uniquely designed around the needs of higher education institutions.

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> Our first payroll after (Faculty Load and Compensation implementation) had no errors, and we totally freed up time from our HR department, our department administrative supports, and our schools—as well as our payroll department.
>
> Katherine Ulibarri,
> Vice President for Finance and Operations,
> Central New Mexico Community College
>
> "

Banner is backed by more than 30 years of evolution and consistently exceeds the changing needs of institutions around the world.

THE BANNER DIFFERENCE
Banner enables you to:

- Manage HR processes from a single platform— no need to toggle between applications

- Tailor the system to your institutional business requirements and practices

- Evaluate advisor and faculty performance with a 360-degree view

- Support succession planning with learning and "career pathing"

Financial management

Business offices serve every customer on campus, so they need to run efficiently while also delivering great service and maximizing resources. Banner helps you achieve all of those objectives and more by putting the right data at the right people's fingertips.

Simplify finance and accounting processes

Business offices serve every customer on campus, so they need to run efficiently while also delivering great service and maximizing resources. Banner helps you achieve all of those objectives and more by putting the right data at the right people's fingertips. It provides the transparency and flexibility you need to make sound budgetary decisions, comply with shifting policy demands, and even streamline complicated fund, asset, and endowment processes.

CONDUCT FINANCIAL REPORTING

Reporting and analytics are essential to running an efficient finance department. Banner's flexible query page makes it easy to find and report on virtually any data point, and powerful drill-down inquiries enable you to review financial statements and transaction details.

SAFEGUARD YOUR BUDGET

Budget management needs to exemplify financial best practices while priorities, resources, and compliance requirements evolve. With Banner budget controls, you have the flexibility to monitor and report on budget activity at all levels. In addition, you can make and track changes from all platforms, drill down to see line-item details, even compare relevant financial statements and schedules for adopted budgets.

IMPROVE PROCUREMENT AND PAYMENT EFFICIENCY

Procurement and payment can get bogged down in manual processes and handoffs for approval. Configure Banner for any procurement process, or use common templates to save time and accelerate purchase orders. Banner also provides real-time budget impact, approval, and tracking, as well as online query capabilities and vendor performance tracking.

> "
> Our finance person at the system level can work with an individual college and help them assess their expenses and budgets because they are working with data that is consistent with the other colleges.
>
> Julie Ouska,
> System Chief Information Officer,
> Colorado Community College System
> "

Banner Finance helps almost 1,000 institutions maintain compliance.

THE BANNER DIFFERENCE
Banner enables you to:

- Perform point/click requisitions with ready-made templates for common orders

- Enforce budget permissions by checking budgets down to the program level during the requisition process

- Provide multiple methods of vendor payment

- Configure process flows for how and when notifications are sent

The Ellucian difference

Great functionality for all institutional departments is important, but it's not enough. All of this functionality needs to work together to unlock the true potential of your technology and drive meaningful gains in both student experience and institutional performance.

BANNER DELIVERS.

Ellucian's laser-sharp higher ed focus and Banner's process-driven workflow technology simplify—and in many cases automate—key tasks within dozens of common, cross-functional business processes. That means faster turnaround times and lower operational costs for time-consuming to-dos like routing admissions applications or initiating grade changes.

Here are just a few of the 43 proprietary workflows that streamline processes and help deliver short- and long-term cost savings:

By automating manual tasks, these and other workflows give your staff the time and capacity to focus on priorities, not processes. No other solution provider delivers a system so intimately aligned with real-world, day-to-day higher ed operations.

To get an idea of how our workflows streamline otherwise tedious processes, let's look at how Banner easily manages new-position approvals and all the handoffs along the way, from the initial request to approval and notification.

NEW POSITION APPROVAL PROCESS

Personnel
Request Form
Submit

Personnel Request Form
Department Head

⚠ Email
Redo

🚫 Email
Not Approved

APPROVED

Personnel
Request Form
HR

Personnel
Request Form
Budget Office

NBAPOSN
Create Position

NBAPBUD
Verify Funds

NBAPBUD
Set up Budget Position

Email
Originator

Email
Department Head

APPROVAL PROCESS
COMPLETE

FUNCTIONAL AREA	WORKFLOW	DESCRIPTION	VALUE
Student	**ADMISSIONS DECISION APPROVAL PROCESSING**	Route admissions applications automatically to necessary reviewers when applications are completed.	Process applications and admission notifications quickly by distributing applications automatically to necessary reviewers. Boost admitted applicant satisfaction by decreasing wait time. Reduce risk of inappropriate copy disposal and unauthorized access to applicant's personally identifiable information. This is especially effective when implementing electronic document processing in conjunction with Ellucian Content Management.
Student	**FACULTY GRADE CHANGE REQUESTS AND APPROVAL PROCESSING**	Route faculty-initiated grade changes to approvers for electronic approval.	Automatically route documents to necessary participants to reduce risk of fraud. Spotlight high-priority grade-change requests by identifying students who have an active graduation application for the current term. Streamline processing by ensuring that faculty can only assign grades that are appropriate for the section or student's grade mode. Enforce your incomplete grade policy by displaying prior course grades and default grades for approvers on the approval form.
Student	**GRADUATION APPLICATION REQUEST AND APPROVAL PROCESSING**	Automatically route a student-initiated graduation application request to the appropriate college office or academic authority for approval. Upon approval, the student can be automatically notified of decision and relevant next steps.	Increase student satisfaction by providing an electronic application process. Automatically route documents to necessary participants to ensure the appropriate individuals review and approve applications.

FUNCTIONAL AREA	WORKFLOW	DESCRIPTION	VALUE
Financial aid	**SCHOLARSHIP PAYMENT AUTHORIZATION REQUEST PROCESSING**	Departments can initiate a scholarship payment request for use when a departmental scholarship should be added to the student's financial aid award package. Optionally, the workflow can notify the advancement department if a new designation needs to be created for the scholarship.	Route scholarship awards to the financial aid office for packaging and need adjustment. Prevent over-awards and ensure compliance with federal and state regulations.
General	**BANNER SECURITIES REQUESTS AND APPROVAL PROCESSING**	Supervisors can request security access for employees.	Provide dynamic drop-down lists on custom forms to ensure that only appropriate security classes are selected. Automatically route approvals to ensure that proper data custodians approve access requests. Review a complete audit trail demonstrating compliance. Monitor response and processing times to make sure access is granted as needed. These metrics also prevent the temptation to share accounts or engage in other inappropriate behavior.
Human Resources	**NEW POSITION REQUEST AND APPROVAL PROCESSING**	Allow departments to manually submit requests for new positions when appropriate. Banner will automatically route documents to the necessary approvers.	Achieve consistency across approval processes so that all positions are properly authorized in a timely fashion. Comply with budgetary and grant rules by automatically routing to financial and grant managers based on position funding.

Another common, time-consuming process that Banner refines: student withdrawal notification. The notification workflow launches when a student's term enrollment status changes to "withdrawn," and the withdrawal indicator in Banner is marked "Y." That simple input triggers withdrawal notifications to the appropriate college personnel so they can manage any outstanding issues such as accounts receivable, financial aid, or housing.

Removing burdens and barriers

Banner's powerful workflow technology helps lighten workloads, giving your staff more time, visibility, and capacity to pour their energies into activities that help your students succeed and your institution thrive.

That power comes not just from the technology but from expertise in the daily demands of running a higher education institution. We know how to configure the system and workflows in ways that best fit your functional business processes—and make them better.

WORKFLOW CASE STUDY: ST. JOHN'S UNIVERSITY

Banner workflow and document imaging capabilities helped St, John's University sharpen its competitive edge, improve business process efficiency, and enhance service to students, all during a significant growth period and without adding staff.

The university had expanded its recruiting efforts and needed to process a staggering 150 percent increase in student applications without increasing budget. In 2005, the university received 21,000 applications. By 2009, the university needed to find capacity to process an additional 32,000 applications—53,000 in all—and their supporting documents.

"I seriously doubt we could have handled the increased volume if we were not using imaging and workflow," said Beth Evans, vice president of enrollment management. "The solutions enabled us to handle the increase without increasing clerical staff and to continue to provide great customer service. Even though our freshman students were one of 53,000 applicants, they didn't feel like they were part of a big number. They felt like they were being reviewed promptly and getting good service."

Future-proof technology

Technology updates and upgrades often amount to overhauls that require significant IT resources, system downtime, and patience.

Banner by Ellucian is different.

Banner offers a common framework for all of the solutions and services that institutions like yours use to keep students, faculty, and staff productive and happy. This framework makes it easier for you to quickly upgrade, extend, or add technology as needs and priorities evolve. With Banner, you can rest assured that your technology investment is protected.

We call this investment protection strategy the Ellucian Extensible Ecosystem, or Ellucian XE, and it's the principles of Ellucian XE that make Banner different than other ERPs:

EXTENSIBILITY

Banner's open platform supports interoperability and flexibility across the digital environment

INCREASED CONTROL

Decide how and when to expand your digital environment, as well as how to consume software and services

INTUITIVE NAVIGATION EXPERIENCE DESIGNED WITH MOBILE IN MIND

Banner was designed specifically for multichannel delivery on the mobile phone, desktop, or tablet and delivers a consumer web experience matching what customers encounter every day

COLLABORATIVE ENGAGEMENT

Connect regularly in user group meetings and online forums to share challenges, learn best practices, and accelerate innovation

LOWER TOTAL COST OF OWNERSHIP

Future investment will focus on technologies, components, and platforms that yield strong value, and a sustainable total cost of ownership over time

FUTURE PROOF

Banner and other Ellucian solutions are built to be agile and flexible, ensuring longevity and value, no matter how your requirements and environment changes

Built with these six principles, Banner protects your technology investment today and tomorrow.

What do we mean by "investment protection?" Banner is usable from any device. It's cloud ready and scales as needed. It's highly configurable-no need to customize or touch source code. And its open architecture means you can add other applications and everything still works together.

Usability

Banner's mobile-first design lets your students, staff and faculty access campus applications the way they access technology at home—through their desktops and a mix of mobile, tablet, and other devices.

But usability is about more than access. It's about being able to perform tasks easily and efficiently without having to endure a lot of trial and error. Ellucian conducts extensive research studies and usability evaluations to make sure our solutions are easy-to-use and focused on the needs of both the infrequent users and power users alike.

Cloud readiness and scalability

In addition to delivering powerful functionality, Ellucian XE-designed solutions address your most pressing technology needs by being flexible and scalable. Our solutions can be implemented at any pace, by module, and through multiple delivery models.

We've developed innovative, cloud-based applications for the entire campus, and can also help migrate legacy systems to the cloud—important considerations as institutions like yours look to focus resources on core requirements, rather than technology administration.

Configuration over customization

Among Banner's most important advances is its transformation to a common architecture, which allows Banner applications to use common core services and components and share a consistent and modern user interface.

This consistency greatly reduces, simplifies, and often eliminates re-work associated with upgrades. It also enables a modular approach to application adoption. By upgrading one or multiple modules at a time, you can evolve at a pace that makes sense for your business.

Finally, Banner's common architecture reduces the need to modify source code. But if you do need to change the code, Banner offers easy-to-use tools that help you do it quickly.

Integration and API

Ellucian supports standards-based, deep integration through a robust API and web services strategy. The implementation of this strategy provides institutions like yours with a more efficient way to evolve your digital campus than more traditional point-to-point integrations.

By wrapping APIs and web services around the Banner platform, institutions have the tools they need to extend their digital campus with solutions from Ellucian, Ellucian partners, or third-party vendors.

Lift your business to the cloud

The move to the cloud has been challenging for institutions of higher learning. Complex, customized administrative systems, along with conflicting security considerations and inconsistent funding structures, have made the migration of data and programs from local servers to the internet a slow and cumbersome process.

But cloud-computing benefits can be uplifting. Cloud-based tools enable you to:

Deliver new services

- Offer mobile configuration, recruiting, and registration services

- Achieve real-time transcript authentication, production, and transfers

- Accommodate new learning-management systems

- Expand continuing education and workforce development offerings

Reduce costs

- Enable and energize peak recruiting and fundraising campaigns

- Reduce software and hardware costs

- Comply with security and privacy regulations more cost-efficiently

- Lower disaster recovery and storage costs

- Enable staff to spend less time on manual activities and more time for important priorities

Improve performance

- Enhance the student experience with mobile and online options for registration and communication

- Increase student retention and recruitment

- Improve data security and privacy services

- Talk to IT experts at any time of day or night for improved support

- Improve alumni and partner relations

Ellucian Cloud Solutions

Ellucian Cloud Solutions provide an private online platform for applications and services that power institutions of higher learning every day. Designed specifically for colleges and universities, these solutions deliver the benefits of cloud computing while protecting existing IT investments.

Our cloud-based solutions include application hosting, application management, and Banner availability with a Software-as-a-Service (SaaS) approach. By connecting to infrastructure, applications, and platforms via the Internet, IT departments can be more nimble and cost efficient than ever before.

And for higher education, cloud solutions offer the ability to serve not just administrators and educators but students, who bring their own technology devices, needs, and expectations to the equation.

Making a difference in the lives of students

Among those needs and expectations: timely financial aid. Ellucian's "FM in the cloud" solution enables institutions to prepare financial aid packages and send award letters to prospective students an average of six-to-eight weeks earlier than they would by relying on traditional federal methodology calculations. By determining students' expected financial contribution early and accurately, Banner helps institutions maintain enrollment quotas during an era of increased competition.

A proven track record

Ellucian Cloud Solutions address the unique technology challenges of colleges and universities around the world. With more than 10 years' experience migrating legacy higher education systems to the cloud, we help institutions make a smooth transition while complying with all higher education security and privacy requirements.

And that means better use of resources. Leaving tech operations to Ellucian translates to IT teams focused on what they do best: serving the campus community.

Ellucian Cloud Solutions fly high

APPLICATION HOSTING AND MANAGEMENT CLOUD SOLUTIONS

- More than 10 years' experience hosting client environments
- 25 percent growth rate in private cloud client base
- 99.98 percent average system availability via Ellucian Application Hosting Services
- 1,478 total customers supported by cloud delivery
- More than 9,000 infrastructure and application components monitored daily

SOFTWARE-AS-A-SERVICE (SaaS)

- Continued growth in SaaS deployments of Ellucian software
- Successful launch of Ellucian Mobile in 2013
- Release of Ellucian Elevate™ and Ellucian Pilot in 2014

TRANSACTIONS SOAR

- 5.3 million records processed-per-week according to federal methodology (FM) calculations
- Mobile configuration for 220,000 students via Ellucian's cloud configurator

Ellucian eliminated the conversation every few years about our need to upgrade our servers. They manage all of those different installations, and we would never be able to collectively have that level of experience, so we are all better off because of that.

Julian Bivins,
Associate Vice President, Advancement Services,
University of Virginia

The Banner
advantage

Our singular focus on higher education is a clear advantage because it's built specifically to manage and connect every department, process, and constituent on campus.

This unique focus on the way you run your institution means that functional staff members don't have to waste time hunting for information or slogging through cumbersome processes. It means administrators can pull and analyze real-time data to drive more strategic decisions. And it means that students can complete administrative tasks quickly and easily.

Simply put, Banner powers your institution and empowers your people.

Banner Proof Points
(Don't take our word for it—let the facts tell the story)

❶ BANNER'S 30-YEAR HISTORY

We've learned a lot from our customers over the years—their suggestions and experiences help shape the entire Banner platform. As they offer suggestions about improving a feature, we work with them to bring it from concept through development as quickly as possible. To date, 43 client-developed enhancements have been released, and 10 more are in the pipeline. Since day one, that first-hand feedback, along with our higher education and technology expertise, has been the fuel that drives every innovation in Banner's evolution.

❷ OUR COMMUNITY

Banner customers don't just help shape the platform. They help each other. More than 25,000 customers participate in the 150 user groups hosted within the Banner online community, where they exchange ideas and best practices on the system and industry challenges alike. Through this vibrant network, our customers are able to continuously support, upgrade, and enhance their ERP investment with minimal dependence on external consulting. The result? Lower long-term total cost of ownership and valuable peer connections.

❸ BANNER'S BREADTH

Designed specifically for higher education institutions, by higher education professionals, Banner strengthens every major workflow on campus, from student recruiting and retention through talent attraction and management. Decades of enhancements and best practices from the world's leading institutions—across all functional areas—mean fewer customizations and less risk.

❹ THE RELIABILITY OF OUR PEOPLE, PRODUCTS, AND SERVICES

Deeply skilled in higher education, our experts help you implement Banner the right way—with minimal downtime and a focus on your long-term goals. Our team includes more than 500 consultants who have significant higher education experience and are certified in Banner best practices. Our consultants can help you plan a scalable, future-ready software strategy and train your staff so you're sure to get the most value out of your investment.

❺ OUR STRONG FUTURE

Banner's first 30 years have simplified the business of higher education and elevated student and institutional success. We expect our future years to follow that same trajectory. See our detailed roadmaps at www.ellucian.com/roadmaps for details of Ellucian's plans for Banner moving forward.

Banner delivers

It's our mission to make the higher education system work better for everyone. Banner delivers on that mission.

As Constellation Research founder and chairman Ray Wang noted, it stands alone as a higher education-specific system: "Banner is a classic system, purpose-built for the education market. It's more tailored than PeopleSoft Campus Solutions. The software was designed for higher education from day one. PeopleSoft Campus was verticalized for higher ed."

Banner customers are at the heart of that purpose, tailoring, and design. That's one of the reasons Banner is the world's leading and highest-rated student information system— chosen by 1,400 institutions in 40 countries.

And those institutions don't just use Banner. They advocate it. Banner outperforms Oracle® PeopleCampus Solutions by 22 points in customer net promoter scores, according

to a blind study performed by a leading independent research firm. Moreover, Banner's **98 percent customer-retention rate** proves that Banner works the way that institutions need and expect.

Technology, services, talent

At Ellucian, we are focused exclusively on higher education. We are committed to continuing our history of innovations that help students and institutions meet their performance goals.

Banner by Ellucian outperforms Oracle® PeopleCampus Solutions by 22 points in customer net promoter scores, according to a blind study performed by a leading independent research firm.

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> Banner is a classic system, purpose-built for the education market. It's more tailored than PeopleSoft Campus Solutions. The software was designed for higher education from day one. PeopleSoft Campus was verticalized for higher ed.
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> Ray Wang, Founder and Chairman, Constellation Research
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What it's like to work with Ellucian

We start by listening, and then bring more than 40 years of higher education experience to support your institution's mission and priorities.

We'll collaborate with you to harness the power of Banner—to not only solve your biggest challenges, but to create a secure, easy-to-navigate digital environment that makes it easy for your constituents to thrive.

Expertise and experience

Our senior consultants are catalysts to critical, positive change in higher education.

Unlike third-party systems integrators, our consultants are long-standing Ellucian employees with established and effective working relationships.

We believe in the value of true teams, institutional knowledge, open and ongoing communication, and a culture of continuous learning and solution expertise.

Trusted advisors

Our team includes former campus executives, CIOs, and department leaders who understand the culture, politics, and processes in higher education. Add to that 30 years' experience working with campuses and ERPs around the globe, and you've got a partner with the industry expertise and technology know-how to help you solve any challenge.

Our deep personal experience in higher education, along with our technical domain expertise provides the synergy that most institutions need to evolve. We work hard to develop the right set of cohesive solution frameworks for each unique customer.

Whether you're preparing for a Banner implementation, looking to maximize existing technology investments, or working to solve complex challenges, our team helps craft the right strategy and tactics for you to meet your objectives with flying colors.

ellucian

ABOUT ELLUCIAN

Ellucian helps education institutions thrive in an open and dynamic world. We deliver a broad portfolio of technology solutions, developed in collaboration with a global education community, and provide strategic guidance to help education institutions of all kinds navigate change, achieve greater transparency, and drive efficiencies. More than 2,400 institutions in 40 countries around the world look to Ellucian for the ideas and insights that will move education forward, helping people everywhere discover their potential through learning.

To learn more or request a demo, visit www.ellucian.com.