

Our Firm

Moran Technology Consulting (MTC) is an experienced and proven provider of consulting services to the education and public sector industries. MTC offers a full range of IT and management consulting services to our clients. We have focused our resources in several key areas:

- **Process Re-design and Change Management:** We focus on leveraging 'best practices' to guide the transformation of client business and IT processes to better support students, faculty and staff. We have helped streamline a large variety of finance, HR/Payroll, and student areas to better support their growing and evolving user demands.
- **ERP Transformation, Planning and Oversight:** We focus on helping clients plan for the impact that a new ERP system can have on an institution (organization, technology, processes, and culture). We approach these projects as a multi-phased effort: Establish Transformation Guidelines to define how the school wants to run its business processes in the future; Utilize Process Transformation / Improvement to provide the details on how the processes should be performed; Develop a Product Deployment strategy and support; and Plan for Post-Installation support. These same tools have also proven highly successful in helping institutions drive services improvements within existing ERP environments.
- **Strategic IT Assessment and Planning:** We have led engagements with a wide variety of colleges, universities and state higher education systems in helping them understand how to more effectively use IT to achieve their institutional goals. This work has frequently included IT assessments (People/Process/Technology), strategic IT planning, vendor/package selection, peer benchmarking, institutional visioning, strategy development and strategic initiative selection, prioritization and planning.
- **IT Management and Staff Outsourcing:** We have worked with several institutions in providing short and long-term replacements for IT management and staff. In one institution, we replaced the entire management team, including the CIO and worked to improve the effectiveness of the college's IT staff, who remained employees. In other cases, we've provided technical staff for long term assignments to support specific areas of need. These have included: ERP developers, help desk staff, network operations center staff, security support and many other areas.
- **Security/Compliance Assessment and Remediation:** We have worked with a variety of institutions to assess the security of their network, server and workstation infrastructure. Our infrastructure security assessments often include: Network entry point security (Internet, VPN, dial-up, firewall); Server Security (user ids, permissions, active services, patch levels); Backup and Recovery; Physical Security (Card Access, keys); Virus and Spyware Protection; and Power Protection. We have developed and frequently help to execute detailed problem remediation plans
- **Product/Package Selection and Acquisition Support:** We focus on helping clients in all phases of selecting and acquiring a new product or software package and the associated consulting services. We have done engagements for many products/technologies, including: VoIP, ERP, SIS, LMS, CRM and many others. We approach these projects as a multi-phased effort: Requirement Definition to define the RFP requirements to meet the institutions needs and to support the new business processes; RFP Development to help clients write the detailed RFP specification needed to select a vendor; and RFP Support to help clients through the vendor selection and contract negotiations processes.
- **Independent Project Audit/Review (IPA):** On highly complex IT projects, large numbers of client and vendor staff are involved in a long-term project that involves a large number of inter-related

tasks. Even with the best intentions by all parties, projects can get derailed. Derailed projects can cost the institution significant additional money and time. Our Independent Project Audit services provide a holistic review of the project from three perspectives: People (including Change Management and Governance); Process; and Technology (hardware, software, network, etc.). The goals of our Independent Project Audits are to: Provide senior management with an unbiased view of the project from both the client and vendor perspectives; Evaluate project progress toward time and cost expectations; and Identify potential project risks and mitigation strategies.

- **Hosting/Managed Services Assessment and Strategies:** We have worked with several institutions in assessing their current IT hosting/managed services environments, including service delivery, customer relationship, RFP procurement processes and contract compliance. We have helped develop service level agreements and assess the compliance of these agreements.
- **Project Management Office (PMO):** We have worked with several institutions in establishing Project Management Offices to manage major ERP and Infrastructure projects. PMOs are most effective when a school has a large multi-year project or several major projects. We provide consulting support for establishing a project management office's structure, metrics and skills planning. Additionally, we have provided on-going project office resources to manage the PMO. This has been particularly effective when institutions don't have the internal resources to effectively manage large projects and external vendors.
- **Organizational Assessment/Re-Alignment:** We have worked with a variety of campuses in assessing the IT staff needs of the campus and the IT resources available across the campus. We use this information to realign the roles and responsibilities of the IT staff and have helped to refocus managers and employees to their new roles and, when necessary, to a new organizational culture.
- **Business and Technology Continuity Planning:** Given today's uncertain world events, it pays to be prepared for everything from a small, local disruption to a full-scale campus or community disaster. We provide a proven methodology to think about the key institutional process priorities, the safety of students, faculty and staff and the communications needed to restore critical IT and IT-enabled services. We can help to define the value of key assets, and assist in developing a plan to address risks associated with business and IT disruptions.
- **Instructional Technology:** We have helped several institutions develop academic IT strategies and plans, focusing on defining and measuring appropriate outcomes. We have also developed other web based projects for collaborative environments.

The backgrounds of our consulting team include successful engagements with a wide variety of higher education clients. The following client list is a subset of our entire portfolio of successful higher education projects.

4-Year Colleges and Universities

- Alta Colleges
- American University of Paris
- Arizona State University
- Benedictine University
- Boston University
- College of the Holy Cross
- Columbia College, Chicago
- CSU Bakersfield
- CSU Chico
- CSU Fresno
- CSU Los Angeles
- CSU Northridge
- American Univ. Middle East, Kuwait
- Appalachian State University
- Art Center College of Design
- Bennett College
- BridgePoint Education
- College of William and Mary
- Columbia University (NYC)
- CSU Cal Poly SLO
- CSU East Bay
- CSU Long Beach
- CSU Maritime Academy
- CSU Sacramento State

- CSU San Diego State
- CSU San Jose State
- CSU Sonoma State
- DePaul University
- Dominican University
- Emmanuel College
- Florida A&M University
- Florida State University
- Future University in Egypt (Cairo)
- George Mason University
- Gonzaga University
- Grinnell College
- Ithaca College
- Liverpool Johns Moore Univ. (U.K.)
- Loyola University, Chicago
- Memorial University, Grenfell
- Michigan State University
- Moody Bible Institute
- Mount St. Mary's University, LA
- New Mexico State University
- Northeastern University
- Ohio University
- Peirce College
- Portland Community College
- Regis University
- Roosevelt University
- Saginaw Valley State University
- Seattle Pacific University
- Simmons College
- St. Johns University
- The New School
- The University of Michigan
- UC Los Angeles
- UC San Francisco
- UNC Greensboro
- University at Buffalo
- University of Central Florida
- University of Cincinnati
- University of Illinois System
- University of Northern Iowa
- University of Prince Edward Island
- University of S. Mississippi
- University of Texas - Arlington
- University of Wisconsin, Milwaukee
- Valdosta State University
- Virginia Tech
- Western Carolina University
- Wheaton College, Illinois
- CSU San Francisco State
- CSU San Marcos
- Delaware State University
- DeVry University
- Elmhurst College
- Ferris State University
- Florida Polytechnic University
- Furman University
- Gallaudet University
- Georgia Gwinnett College
- Governors State University
- Illinois Institute of Technology
- Kutztown State University
- Loyola Marymount, Los Angeles
- Mass. College of Art & Design
- Memorial University, NL
- Montclair State University
- Morehead State University
- National University
- North Carolina Central University
- Northwestern University
- Otterbein University
- Penn State University
- Portland State University
- Ringling College of Art and Design
- Rutgers, The State Univ. of NJ
- Saint Mary's College - Notre Dame, IN
- Siena College
- Southern Illinois University, Carbondale
- The College of New Jersey
- The Ohio State University
- UC Berkeley
- UC San Diego
- UC Santa Barbara
- UNC Pembroke
- University of Arizona
- University of Chicago
- University of Florida
- University of Missouri
- University of Oregon
- University of Puget Sound
- University of Scranton
- University of Vermont
- US Naval Academy
- Virginia Commonwealth University
- Wabash College
- Western Univ. of Health Sciences
- Wheaton College, Massachusetts

- Wright State University

Community and Technical Colleges:

- Centennial College, Toronto
- City Colleges of Chicago
- College of the N. Atlantic, NL
- Cumberland County College
- Harrisburg Area Comm. College
- L.A. Community College District
- Lewis & Clark Community College
- Madison Area Technical College
- Monroe Community College
- Palm Beach State College
- Rock Valley College
- Univ. of Cincinnati Blue Ash College
- Cincinnati State Technical & CC
- Clackamas Community College
- Columbus State Community College
- Cuyahoga Community College
- Kern Community College District
- LA Trade Technical College
- Louisiana Comm. & Tech. Coll. Sys.
- Miami Dade Community College
- Parkland College
- Portland Community College
- St. Louis Community College
- WA State Board of Tech. & CC System

Research Universities (very high research activity):

- Arizona State University
- Columbia University (NYC)
- Illinois Institute of Technology
- Northwestern University
- The Ohio State University
- The University of Michigan
- Univ. of CA, Berkeley
- Univ. of CA, San Diego
- Univ. of CA, Santa Barbara
- University of Arizona
- University of Cincinnati
- University of Florida
- University of N. Carolina System
- Virginia Commonwealth University
- Boston University
- Florida State University
- Michigan State University
- Rutgers, The State Univ. of NJ
- The Pennsylvania State University
- Univ. at Buffalo (SUNY)
- Univ. of CA, Los Angeles
- Univ. of CA, San Francisco
- Univ. of Wisconsin – Milwaukee
- University of Chicago
- University of Colorado System
- University of Illinois System
- University of Oregon
- Virginia Polytechnic University

Multi-campus Institutions/Organizations:

- Alta Colleges
- Arizona Board of Regents
- City Colleges of Chicago
- Colleges of the Fenway
- Kern Community College District
- Liverpool Johns Moore Univ. (U.K.)
- Miami Dade Community College
- Nevada System of Higher Education
- Portland Community College
- St. Louis Community College
- Universal Technical Institute
- University of Illinois System
- University of N. Carolina System
- American Career Colleges
- California State University System
- College of the N. Atlantic, NL
- Harrisburg Area Comm. College
- L.A. Community College District
- Louisiana Comm. & Tech. Coll. Sys.
- Monroe Community College
- Palm Beach State College
- Rutgers, The State Univ. of NJ
- The Pennsylvania State University
- University of Colorado System
- Univ. of CA, Office of the President
- WA State Board of Tech. & CC System

K-12 Institutions

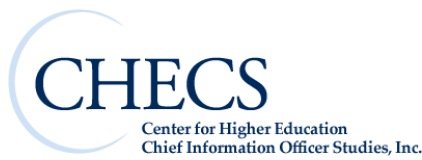
- Chicago Public Schools
- Des Moines Public Schools
- Cincinnati Public Schools
- International School of Beijing

- International School of Stuttgart
- L.E.A.R.N. Charter School
- Phillips Academy of Andover
- San Francisco Unified School District
- Iowa City Community School District
- Los Angeles Unified School District
- Proviso High School District

Other Higher Education Institutions:

- Adler School of Prof. Psychology
- Church Divinity School of the Pacific
- Eastern Virginia Medical School
- Frontier Nursing University
- National LambdaRail (NLR)
- The Children’s Trust (Miami)
- Thunderbird School of Global Management
- UNC Public TV
- Univ. of CA – Riverside Extension
- Universal Technical Institute
- Ultimate Medical Academy
- American Career Colleges
- Continuing Education of the Bar (UCLA)
- Episcopal Divinity School
- MCNC (N. Carolina)
- Seabury Theological Seminary
- The John Marshall Law School
- Ultimate Medical Academy
- Univ. of CA – Los Angeles Extension
- Univ. of Mass – Foundation
- University of Montana Foundation
- Vermont Law School

We are proud to invest in organizations that help higher education institutions address the tactical and strategic issues that they face. Our sponsorship investments include:



We are a sponsor for the Center for Higher Education Chief Information Officer Studies. This Higher Education Research Center is focused on improving the professionalism and effectiveness of Higher Education Chief Information Officers. See: www.checs.org



We are a sponsor of the Campus Computing Project, which is the largest continuing study of the role of IT in American higher education. They conduct a national survey of presidents, provosts, and other senior campus officials and other research activities to aid and inform faculty, campus administrators, and others interested in critical planning and policy issues that affect American colleges and universities.



MTC is also proud to be a Gold Corporate Partner of Educause. This group is focused on advancing higher education through the use of information technology. We believe that investing in Educause helps all of our Higher Education clients, both current and future...



We are a member of NACUBO. NACUBO specifically represents chief business and financial officers through advocacy efforts, community service, and professional development activities. The association's mission is to advance the economic viability, business practices and support for higher education institutions in fulfillment of their missions.



We are a member of UPCEA, the leading association for professional, continuing, and online education. The association has served its members with innovative conferences and specialty seminars, research and benchmarking information, professional networking opportunities and timely publications.

Our website is at: www.MoranTechnology.com.

We invite you to view our [client mug shots](#) – we enjoy our projects and clients!