

Moran Technology Consulting (MTC) is an experienced and proven provider of consulting services to the Higher Education, K-12 and public-sector industries. MTC offers a full range of IT and management consulting services to our clients. Our consultants have worked with over 240 institutions and have conducted over 590 projects. We work hard for our clients.

We have focused our resources in several key areas:

- **ERP Transformation, Planning and Oversight:** We have led projects to help 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.
- **Product/Package Selection and Acquisition Support:** We have led projects for 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, Finance, HCM, LMS, CRM, SaaS based and on-premises based 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.
- **Process Re-design and Change Management:** We have led projects to leverage '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.
- **Independent Project Audit/Review (IPA/IPR/IV&V):** 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.
- **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 led projects 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.

- **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/Program Management:** We have worked with several large educational systems and institutions in providing client-side project and program management. We combine a detailed understanding of higher education processes, organization and culture, with heavy implementation experience and project management discipline to ensure successful ERP/SIS process transformation and system implementations. We are fully committed to achieving your success and leveraging your investment in software and services.
- **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.
- **Identity Governance & Access Management:** Managing campus identities and access to IT services is extremely challenging. The demographic and institutional data associated with applicants, students, staff, faculty, alumni, affiliates, etc. is often located on multiple systems serving diverse purposes and changes frequently. We work with our clients to develop identity and access management strategic plans and roadmaps, select the appropriate vendors, gather requirements as well as design, plan, and implement a variety of identity and access management solutions.
- **Cybersecurity and Compliance Assessments:** We help higher education clients to assess their security posture and compliance risks (GDPR, GLBA, FERPA, HIPPA and PCI). Our IT security assessments include technical assessments: external and internal vulnerability assessment and penetration testing (VAPT); web application and database security scanning and social engineering. In addition to our technical security assessments, we provide security management reviews focused on governance, policies and standards, education and awareness, and the processes and procedures in place to maintain compliance and security.
- **Cloud Migration Strategies:** Cloud services (IaaS, PaaS, and SaaS) can provide higher education organizations with effective options to lower operational costs while providing robust and highly available IT services. However, migrating to these solutions is not a "no cost" or "no risk" effort. We assist our clients with developing business cases, strategic roadmaps, and detailed implementation plans for effective migration to the cloud.
- **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 assisted in developing a plan to address risks associated with business and IT disruptions.

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.

Research Universities (highest research activity):

- Arizona State University
- Colorado State University
- CSU San Diego State
- Illinois Institute of Technology
- New York University
- Northwestern University
- The Ohio State University
- The University of Michigan
- UC Los Angeles
- UC San Diego
- UC Santa Barbara
- University of Arizona
- University of Cincinnati
- University of Oregon
- Virginia Tech
- Boston University
- Columbia University (NYC)
- Florida State University
- Michigan State University
- Northeastern University
- Rutgers, The State Univ. of NJ
- The Pennsylvania State University
- UC Berkeley
- UC Merced
- UC San Francisco
- University at Buffalo
- University of Chicago
- University of Florida
- Virginia Commonwealth University

4-Year Colleges and Universities:

- Alta Colleges
- American University of Paris
- Arizona State University
- Benedictine University
- Boston University
- College of the Holy Cross
- Colorado State University
- Columbia University (NYC)
- CSU Cal Poly SLO
- CSU East Bay
- CSU Long Beach
- CSU Maritime Academy
- CSU Northridge
- CSU San Diego State
- CSU San Jose State
- CSU Sonoma State
- Delaware State University
- DeVry University
- Elmhurst College
- Emmanuel College
- Florida A&M University
- Florida State University
- Future University in Egypt (Cairo)
- George Mason University
- Gonzaga University
- Grinnell College
- American Univ. of the Middle East, Kuwait
- Appalachian State University
- Art Center College of Design
- Bennett College
- BridgePoint Education
- College of William and Mary
- Columbia College, Chicago
- CSU Bakersfield
- CSU Chico
- CSU Fresno
- CSU Los Angeles
- CSU Monterey Bay
- CSU Sacramento State
- CSU San Francisco State
- CSU San Marcos
- Davidson College
- DePaul University
- Dominican University
- Emerson College
- Ferris State University
- Florida Polytechnic University
- Furman University
- Gallaudet University
- Georgia Gwinnett College
- Governors State University
- Illinois Institute of Technology

- Ithaca College
- Linfield College
- Loyola Marymount, Los Angeles
- Mary Baldwin University
- Memorial University, Grenfell
- Mercy College
- Montclair State University
- Morehead State University
- National University
- New York University
- North Central College
- Northwestern University
- Otterbein University
- Portland State University
- Ringling College of Art and Design
- Rutgers, The State Univ. of NJ
- Saint Mary's College - Notre Dame, IN
- Seattle University
- Simmons College
- St. John's University
- The College of New Jersey
- The Ohio State University
- The University of Michigan
- UC Los Angeles
- UC San Diego
- UC Santa Barbara
- University of Arizona
- University of Chicago
- University of Florida
- University of Missouri
- University of N. Carolina Pembroke
- University of Oregon
- University of Puget Sound
- University of Scranton
- University of Vermont
- US Naval Academy
- Victoria University Wellington, NZ
- Virginia Tech University
- Waynesburg University
- Wheaton College, Illinois
- Wright State University
- Kutztown State University
- Liverpool Johns Moore Univ. (U.K.)
- Loyola University, Chicago
- Mass. College of Art & Design
- Memorial University, NL
- Michigan State University
- Moody Bible Institute
- Mount St. Mary's University, Los Angeles
- New Mexico State University
- North Carolina Central University
- Northeastern University
- Ohio University
- Peirce College
- Regis University
- Roosevelt University
- Saginaw Valley State University
- Seattle Pacific University
- Siena College
- Southern Illinois University, Carbondale
- SUNY Binghamton
- The New School
- The Pennsylvania State University
- UC Berkeley
- UC Merced
- UC San Francisco
- University at Buffalo
- University of Central Florida
- University of Cincinnati
- University of Louisiana Lafayette
- University of N. Carolina Greensboro
- 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 Commonwealth University
- Wabash College
- Western Carolina University
- Wheaton College, Massachusetts

Community and Technical Colleges:

- Baton Rouge Community College
- Centennial College, Ontario
- City Colleges of Chicago
- College of Lake County
- Columbus State Community College
- Cuyahoga Community College
- Butler Community College
- Cincinnati State Tech. Comm. College
- Clackamas Community College
- College of the N. Atlantic, NL
- Cumberland County College
- Harrisburg Area Comm. College

- Kern Community College District
- Los Angeles Comm. College District
- Louisiana Comm. & Tech. Coll. Sys.
- Miami Dade Community College
- Palm Beach State College
- Portland Community College
- St. Louis Community College
- UCLA Anderson School of Management

- Lewis & Clark Community College
- Los Angeles Trade Technical School
- Madison Area Technical College
- Monroe Community College
- Parkland College
- Rock Valley College
- University of Cincinnati Blue Ash
- WA State Board of Comm. And Tech. Colleges

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 Comm. & Tech. Colleges

Healthcare-Related Professional Schools:

- Adler School of Prof. Psychology
- American Career Colleges
- Frontier Nursing University
- Northern Ontario School of Med.
- St. Jude Graduate School
- Western Univ. of Health Sciences

- Albert Einstein College of Medicine
- Eastern Virginia Medical School
- Mass. College of Pharm. & Health
- Penn State Hershey Medical Center
- Ultimate Medical Academy
- William James College

K-12 Institutions:

- Chicago Public Schools
- Des Moines Public Schools
- International School of Beijing
- Iowa City Community School District
- Los Angeles Unified School District
- Proviso High School District

- Cincinnati Public Schools
- Durham Public Schools
- International School of Stuttgart
- L.E.A.R.N. Charter School
- Phillips Academy of Andover
- San Francisco Unified School District

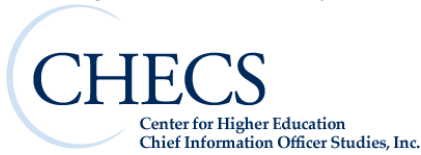
Other Higher Education Institutions:

- American Bar Foundation
- Continuing Education of the Bar (UCLA)
- MCNC (N. Carolina)
- NY School of Interior Design
- The Children's Trust (Miami)
- Thunderbird School of Global Mgmt.
- Univ. of CA - Los Angeles Extension
- Univ. of CA - Riverside Extension
- Univ. of Montana - Foundation

- Church Divinity School of the Pacific
- Episcopal Divinity School
- National LambdaRail (NLR)
- Seabury Theological Seminary
- The John Marshall Law School
- UNC Public TV
- Anderson School of Mgmt. (UCLA)
- Univ. of Mass Amherst - Foundation
- Univ. of Wisconsin - Extension

- Universal Technical Institute
- 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.



We are proud to be a founding Corporate Member of IDPro. IDPro exists to globally foster ethics and excellence in the practice and profession of digital identity. For more information see: www.idpro.org

Our website is at: www.MoranTechnology.com.

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