Opportunity

• Collaboration across the University

Why did we choose this topic?

• Interest to all of us
• Client view from outside in / value to client
• Leveraging point for differentiation from other providers
Impact idea could have on business

• Sum is greater than its parts
• Potential increase in client base
• Provide one stop shop for clients
• Enhance the University brand

Resources needed

• Patience
• Political savvy
• Time
• Champion/Authority
• Staff time
Changes to Budget

- Short term – possibly minimal to none
- Long term:
  - synergies for cost savings due to shared services
  - Possible different PNL model
  - Probability for new revenue sources

Can it be readily implemented?

- Low hanging fruit
  - Start small with one school
  - Leverage existing relationships
  - Web synergies
  - Pick one (or a few) client(s) to approach collaboratively
  - Respond to client demand for collaboration
  - Talking points for differentiation
- Extract wins and lessons learned for long term implementation
Buy in from Dean/Faculty/University

• Short term:
  – Buy in from B-school Dean
  – Buy in from other school Dean

• Long term:
  – Buy in from continuing education
  – Buy in from University administration

• Coordinate with strategy of schools

Welcome to University Collaboration