

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