

WHAT BUSINESS OFFICERS SHOULD ASK ABOUT STUDENT INFORMATION SYSTEMS (SIS) AND ASPEN

Aspen

Total Cost of Ownership

So you're the School District Business Officer. One day, your Technology Director or CTO tells you it's time for the district to buy a new SIS. Your first question: "How much will it cost?" They answer, "\$x per student."

You say, "That much? Can't we get something cheaper? What's wrong with staying with what we have?"

Sound familiar?

For you, it's all about the numbers and value. Industry people talk about the Total Cost of Ownership (TCO) — what things really cost after you look beyond the headline prices and consider the associated costs. Let's look at the TCO of moving to a better SIS, like Aspen. You may be surprised by what you find.

Compared to your existing SIS, Aspen will probably save your district money. Here's how:

- Aspen is competitively priced. Since Aspen is integrated, it can potentially replace multiple applications your district may be paying for individually. For one all-inclusive fee, Aspen delivers student demographics, scheduling, attendance and discipline management, gradebook, special education, health, professional development management, parent and student portals and teacher webpages. All of this functionality comes from one application working from one secure database!
- Because of Aspen's architecture, less hardware is probably required compared to your existing SIS. Less hardware means less costs related to hosting and support.
- Your staff may currently be managing data in multiple systems, missing the benefits of integration. Trying to get systems to talk to one another can be costly.
- Training new staff to effectively use multiple applications is time-consuming. Since Aspen's interfaces and navigation are consistent and easy-to-use, the learning curve is significantly lessened, so training costs are reduced.
- Your administrators and data management staff could be "hitting the wall" with the current system. Perhaps your current SIS just can't produce the critical reports, workflows or data your district needs. This means your staff is left to create complicated "work-arounds" to get past these shortcomings. That's costly.

Support your strategy for administrative excellence and student success with the Aspen Student Information System, a state-of-the-art data platform from Follett Software. Aspen houses all of your data, so you can easily find it, report on it, analyze it and use it to the fullest extent. A single, web-based system means one system to learn and one system to maintain—and one place to go to find the resources you need. Because Aspen is completely customizable, you can modify it to look exactly the way you want it to look and do what your district and schools need it to do. Aspen provides all the tools you need to run your schools, including:

- System Administration
- State and Local Reporting
- Master Schedule Builder
- Teacher Gradebook
- Health Management
- Attendance and Conduct Records
- Professional Development
- Special Education
- Family and Student Portals
- Teacher Webpages

- Pando, our integrated support desk management tool (included with Aspen), also saves your district in support management costs. That's another system you don't have to pay for separately.
- Aspen is delivered as a service; we call it Software as a Service (SaaS). Aspen customers consistently rate us high in customer service. Extraordinary service saves money.

Let's discuss the business case for a change to Aspen.

Take a look at this hypothetical scenario for a district of 20,000 students.

Aspen savings	Legacy SIS costs	How much Aspen can save you each year
Hardware In a district this size, Aspen only requires up to four servers.	For this district, other SIS software may require up to six more servers than Aspen. That 's about \$75,000 in extra hardware every four years.	\$18,750
Hosting and support As Aspen requires less hardware, your ongoing hosting and support costs are lower.	As you are running more hardware for your legacy SIS, be prepared to spend more on your legacy or alternative SIS hosting and support costs.	\$40,000
Integrated application Aspen is all-inclusive – all functionality listed on Page 1 is included.	You definitely will be paying more for separate gradebook, special education, health management, and parent and student portal software. Then there is the cost of integrating them.	\$100,000
Training Because Aspen is integrated, training costs are reduced.	Potential costs of 10 additional training days for a piecemeal set of alternative or legacy systems. If key staff leaves your district, the retraining costs could be even higher.	\$20,000
Customization/flexibility Aspen's architecture enables your system administrators to customize the software. District staff can add their own custom fields, forms, reports and more.	Potential extra costs of software customization that the vendor does not permit district staff to perform. Then there is the cost of having a SIS that does not do what you really require it to do.	\$50,000
Potential annual savings with Aspen		\$228,750

*The above example is provided on an opportunity cost basis; the dollar amounts are estimates. Every district's circumstances are different, so discuss the savings that can apply to your district with your local Aspen representative.

The above example shows how Aspen can save a district of 20,000 students \$228,750 per year compared to an alternative or legacy SIS. That equates to an annual savings of \$11.43 per student if you run your schools on Aspen. Looking at it another way, how do you put a price on the exceptional service and extraordinary software for which Aspen is renowned? Isn't it time you considered Aspen? Our customers are long-term partners and one of the most engaged and satisfied SIS user communities in the industry. We would love to introduce you to the Aspen community.

To learn more:
Call 888.244.1366
Visit www.FollettSoftware.com/Aspen

Outside the U.S. and Canada, call 781.903.1000