ARE YOU LOST IN THE BANNER DECISION MAZE?

Banner 8 will enter Ellucian's Sustaining Support stage on December 31, 2018. Feeling the pressure to make a decision and secure funding for either a Banner 9 upgrade or a replacement solution?

Follow this path to get out of the maze.

Journey starts

What does Ellucian's announcement mean for institutions?

Less than 22 months to upgrade or replace Banner 8

75% of Banner 8 institutions have not yet started to upgrade or replace

Average time to re-implement or replace
HR/Payroll: 10–12 months
SIS: 24–36 months

TTG research shows that over 200 known Ellucian Banner client institutions are evaluating a migration to the cloud by 2019

Driven by urgency

Institutions must upgrade or replace Banner 8 by December 31, 2018.

50% of institutions have not updated processes since implementation

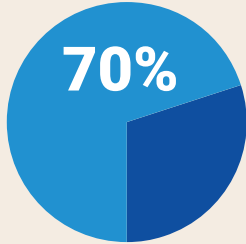**52%** of Banner institutions have been installed more than 17 years

87% of institutions need help to transition to Banner 9

900 institutions have not started upgrading or re-implementing Banner

1200 institutions face the same three challenges:

Institutions are finding that with the sheer number of colleges and universities making these same decisions, time is short to make their decisions and to establish their place in the queue for services and resources, regardless of their chosen direction.

Budgets for either the "upgrade" or "replace" must be carefully estimated and managed, as some costs over-runs for some early adopters of modern cloud solutions have been significant.

Regardless of the direction chosen, institutions may find it necessary to include components from multiple vendors to cover all the functionality areas and priorities.

Banner resources are projected to become more scarce as time progresses

Which institutions are likely to upgrade to Banner 9?

Those with:

☑ Few customizations

☑ Extremely limited budgets

☑ Not enough time to replace Banner — *a significant portion will invest in future replacements*
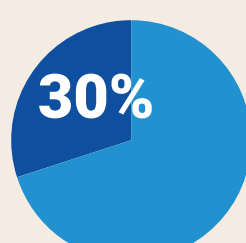
70% Institutions likely to upgrade to Banner 9

Which institutions are likely to replace Banner 8 with a new solution?

Those with:

→ Banner 8 on-premises

→ More customizations — *90% have modified forms, web pages, and reports*

→ Preference for a single investment and process

→ Readiness to replace Banner Finance and HR with alternatives

30% Institutions likely to replace Banner 8 with a new solution

The Tambellini Group recommends these strategies to get through the maze:

1 Evaluate existing solutions at your institution

| Number of current customizations | Functionality and flexibility envisioned for the future; gaps in current functions | Costs in maintenance, facilities, and staff | Institution's culture and readiness for change |

2 Analyze options

The cost and risk of loss of current personnel needed to maintain proprietary, on-premises software is being given more consideration by institutions

| Functional requirements and gaps | Culture | Transformation mandate |
| Realistic budgets and time: *upgrade vs. new solution* | Deployment: *cloud, on-premises, managed services* | Staffing: *existing, transition, cut-over* |

3 Don't go it alone. Count on The Tambellini Group's expertise to help set your strategic direction, reduce risk, and make the most informed decisions possible.

- Custom Market Research
- Current Solutions Assessments
- Contract Negotiations
- Market and Vendor Research Reports
- Data and Insights for Higher-Ed Institutions

Transformation success

Strong organizational change management processes and business process management are critical

Need help making informed decisions and reducing financial risk? Download our two *Upgrade or Replace Series* reports, representing over a thousand hours of independent primary research, hundreds of consulting engagements, and briefings with all the major software providers. A 30 minute, private consultation with a The Tambellini Group analyst is included with each purchased report.

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