

Alight for Higher Education provides a flexible, easy-to-use forecasting and planning solution that enables finance teams to streamline plans and more effectively communicate to management. Created by the team that developed Pillar, which set the standard for enterprise planning software, Alight for Higher Education provides visibility into the *key drivers* that most impact your organization's bottom line. Alight is rated #1 in customer satisfaction in performance management.*

Driver-Based Planning

Alight for Higher Education forecasts and plans are developed according to your exacting standards using known and defined metrics (drivers). Plan using the organization's significant drivers and assumptions such as freshman admissions, retention rates, student/faculty ratios, FFTE's, merit increase %, general supplies and expenses cost inflation %, meal plan & housing assumptions, etc. Let your historical trend of revenues and expenses per unit of service and your knowledge of the industry guide you in trending future years.

Rolling Forecasts

With Alight for Higher Education, you cut forecast cycles drastically, and measurably improve *analysis* of the numbers and *insights* into the business. Difficult planning issues — for example, building and maintaining driver models, managing the collaboration process, and integrating statistical and financial actuals — all are handled seamlessly.

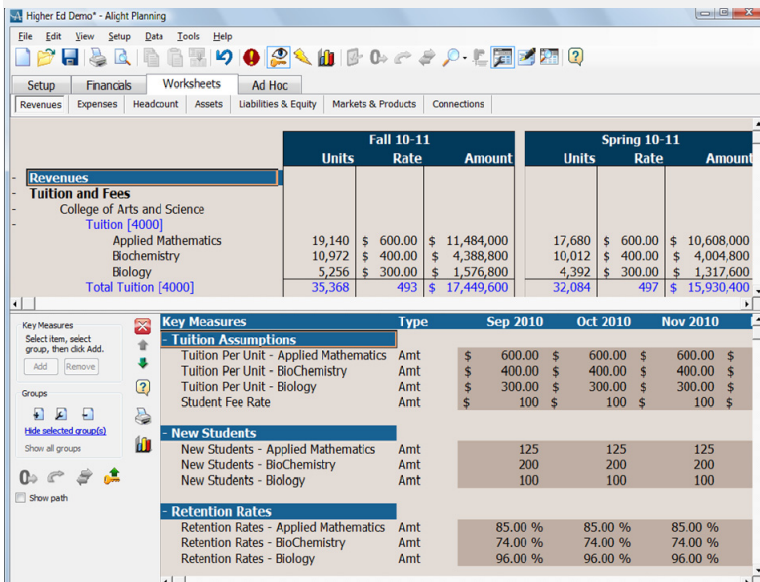
Alight for Higher Education changes the planning experience by delivering innovative structures and interfaces that make forecasting an efficient and effective process — heavy on analytics, light on maintenance.

Capital Planning and Long Range Planning

Alight for Higher Education lets you create any type of capital planning, long range, or strategic financial model — with fewer errors and with a seamless transition between strategy and rolling forecasts. Features include flexible and customized time periods, easy to use modeling interfaces, and automated balance sheet and cash flow.

"I had my capital planning model up and running in Alight within weeks! We now have access to both planning and budget tracking — both would have been nearly impossible with spreadsheets. We're now in the process of expanding Alight into operational planning."

**Marty Mattes, Director Facilities & Operations,
Bates Technical College**



	Fall 10-11			Spring 10-11		
	Units	Rate	Amount	Units	Rate	Amount
Revenues						
Tuition and Fees						
College of Arts and Science						
Tuition [4000]						
Applied Mathematics	19,140	\$ 600.00	\$ 11,484,000	17,680	\$ 600.00	\$ 10,608,000
Biochemistry	10,972	\$ 400.00	\$ 4,388,800	10,012	\$ 400.00	\$ 4,004,800
Biology	5,256	\$ 300.00	\$ 1,576,800	4,392	\$ 300.00	\$ 1,317,600
Total Tuition [4000]	35,368	493	\$ 17,449,600	32,084	497	\$ 15,930,400

Key Measures	Type	Sep 2010	Oct 2010	Nov 2010
Tuition Assumptions				
Tuition Per Unit - Applied Mathematics	Amt	\$ 600.00	\$ 600.00	\$ 600.00
Tuition Per Unit - BioChemistry	Amt	\$ 400.00	\$ 400.00	\$ 400.00
Tuition Per Unit - Biology	Amt	\$ 300.00	\$ 300.00	\$ 300.00
Student Fee Rate	Amt	\$ 100	\$ 100	\$ 100
New Students				
New Students - Applied Mathematics	Amt	125	125	125
New Students - BioChemistry	Amt	200	200	200
New Students - Biology	Amt	100	100	100
Retention Rates				
Retention Rates - Applied Mathematics	Amt	85.00 %	85.00 %	85.00 %
Retention Rates - BioChemistry	Amt	74.00 %	74.00 %	74.00 %
Retention Rates - Biology	Amt	96.00 %	96.00 %	96.00 %

Scenario Analysis

Alight for Higher Education incorporates the most robust feature set of any planning package for managing scenarios, a fundamental requirement for forecasting and long range plans. You can create and compare up to 100 different scenarios and switch between scenarios in real time. You can also change values and underlying structures across multiple scenarios in a single operation, a huge time saver when analyzing many scenarios.

Reporting

You can set up any type of standard or ad hoc report, "slicing and dicing" the data by as many as eleven custom dimensions. Using dimensions, you can select filters for real-time margin analysis by campus, college, department, or program. You can also create highly formatted reports and assemble them into report books for export to Excel and PDF.

* The 2010 BPM Partners Pulse Survey



Customers

Alight has over 200 customers across several business segments including higher education, healthcare, non-profit, and technology.

Higher Education customers include Pennsylvania State University, Tuft's Medical Center, Bates Technical College, Ramapo College of New Jersey, and Indiana Wesleyan University.

Implementation

Proper software selection is important. Too many packages end up sitting on the shelf, embarrassing the implementation team and wasting time and money. There are two fundamental issues: 1) is this software easy enough for finance staff to implement without heavy-duty IT involvement or technical consulting? and 2) when support is needed, is the vendor there with quality training and an accessible team?

Alight for Higher Education is designed for implementation by the finance team with minimal IT support. Installation takes just a few minutes. Setting up financial statement rollups and account structures is straightforward. And building complex activity driver models, typically a difficult and frustrating process with spreadsheets, takes a fraction of the time.

Alight for Higher Education delivers a first-class training experience with over 10 hours of online automated training materials backed by an easy-to-follow implementation manual. Our in-house consultants are world-class planning experts with years of experience and hundreds of successful customer implementations to their credit. Implementation timeframes are measured in weeks, not months.

Configurations and Pricing

Alight for Higher Education is configured and flexibly priced for Higher Education organizations of all sizes. You can buy a permanent license for Alight for Higher Education in three configurations:

Alight for Higher Education Desktop — fully functional planning and analysis software for a single user with a desktop installation.

Alight for Higher Education Enterprise — robust file server architecture with process controls and security for multiple users.

Alight for Higher Education Site License — Enterprise configuration with unlimited users.

Pricing — based on a sliding scale of number of users, starting as low as \$5,000 plus a 20% annual support fee. Call us today to discuss your specific requirements.

Getting Started

Ask about the **Alight for Higher Education Evaluation Program** — where prospective clients start development of their financial model and confirm that critical requirements can be met *before making a purchase decision*.

"Alight's solution for higher education is very intuitive. In addition to saving time and reducing the errors inherent in traditional spreadsheet-based budgeting, Alight's Unit/Rate/Amount structure and modeling interfaces enable finance teams to quickly create What-If analyses. All finance teams in higher education still using spreadsheets need to look at Alight."

**Andrew Harker, Ed.D.
Director of Budget Management
Stanford University**



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