David Kent Consulting

HIGHER EDUCATION SYSTEMS, STRATEGY & SOLUTIONS

STRATEGY BEFORE PLATFORM

BEFORE YOU CHOOSE A SYSTEM, CHOOSE YOUR DIRECTION.

Your institution should not begin with a vendor roadmap or product demo.

ERP/SIS decisions are getting harder while vendor roadmaps, product maturity, AI capabilities, and operating models are still moving. The risk is making a long-term platform commitment before the institution has defined what it actually needs.

THE PROMISE

In four focused weeks, David Kent Consulting helps leadership separate institutional need from vendor urgency, define requirements and guardrails, identify viable paths, and leave with a decision-ready roadmap.

ENGAGEMENT AT A GLANCE

4 WEEKS
FIXED TIMELINE

$24,500 INTRODUCTORY FIXED FEE
Purposefully sized to fit within common institutional approval thresholds, so leadership can get started quickly.

PRODUCT
NEUTRAL

Introductory pricing available for a limited time.

WHAT CHANGES IN FOUR WEEKS

1. **You know what is really driving the decision.**
   Institutional need is separated from vendor urgency, assumptions, and deadlines.
2. **You know what the institution actually requires.**
   Priorities, guardrails, future capabilities, data needs, and flexibility become explicit.
3. **You know what leadership should do next.**
   The institution leaves with a defensible position, sequencing, and concrete next actions.

THE RESULT

AN INSTITUTION-OWNED FRAMEWORK FOR DECIDING WHAT COMES NEXT.

THE FOUR-WEEK JOURNEY

A DISCIPLINED PROCESS.
ONE DECISION BUILDS ON THE NEXT.

Your team does the thinking. Kent provides the structure, facilitation, challenge, and synthesis.

BEFORE WEEK 1 Sponsor intake • Institutional fact package • Individual executive pre-work

1

WEEK 1 | ALIGN

Why are we considering change?

Executive Leadership establishes the initial decision drivers, then interviews selected Key Institutional Stakeholders before reconvening to validate them.

WHAT YOU LEAVE WITH

Decision Drivers Assessment

2

WEEK 2 | DEFINE

What does the institution actually need?

Key Institutional Stakeholders convert operational reality into requirements, priorities, and guardrails.

WHAT YOU LEAVE WITH

Requirements & Guardrails Framework

3

WEEK 3 | EVALUATE

Which strategic paths actually fit?

Executive Leadership tests viable paths against the institution-owned framework, with stakeholder expertise where useful.

WHAT YOU LEAVE WITH

Options & Path Analysis

4

WEEK 4 | DECIDE

What should leadership do next?

Executive Leadership pressure-tests the synthesis and agrees on the decision posture, sequence, actions, and future triggers.

WHAT YOU LEAVE WITH

Executive Decision Package & Roadmap

ALIGN → DEFINE → EVALUATE → DECIDE

WHY ARE WE HERE? • WHAT DO WE NEED? • WHICH PATHS FIT? • WHAT DO WE DO NEXT?

WHAT YOU RECEIVE

FOUR DELIVERABLES. BUILT TO DRIVE A DECISION.

Each one answers a different leadership question and becomes part of the final decision framework.

1 DECISION DRIVERS ASSESSMENT

Why are we considering change?

- Institutional case for change - or for waiting
- Validated pain points, strengths, constraints, and assumptions
- Executive alignment, disagreement, and questions to resolve

WHAT THIS GIVES LEADERSHIP

A shared, evidence-based definition of the problem leadership is actually trying to solve.

2 REQUIREMENTS & GUARDRAILS FRAMEWORK

What do we need - and what must we protect?

- Priority functional and operational capabilities
- Data, reporting, integration, automation, and AI needs
- Guardrails for flexibility, control, staffing, security, and resilience

WHAT THIS GIVES LEADERSHIP

A clear statement of what any future environment must enable, preserve, and avoid.

3 OPTIONS & PATH ANALYSIS

Which strategic paths fit?

- Viable institutional paths - not just vendor products
- Fit against requirements and guardrails
- Cost, readiness, disruption, risk, reversibility, and unknowns

WHAT THIS GIVES LEADERSHIP

A defensible way to compare strategic paths and identify the evidence still needed.

4 EXECUTIVE DECISION PACKAGE & ROADMAP

What should we do next, and when?

- Recommended decision posture and sequencing
- 90-day priorities and 3-12 month actions
- Decisions to keep open, future triggers, and executive talking points

WHAT THIS GIVES LEADERSHIP

A concrete roadmap that connects today's actions to future ERP/SIS decisions.

DK

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WHY THIS ENGAGEMENT IS DIFFERENT

A DECISION PROCESS.
NOT A PREDETERMINED ANSWER.

The goal is not to push the institution toward a purchase. The goal is to reach a defensible position.

INSTITUTION-OWNED

Leadership defines the criteria. Products and vendors are measured against the institution's strategy - not used to define it.

EXECUTIVE + STAKEHOLDER

Senior leaders set direction while functional and technical stakeholders bring the operational reality.

PRODUCT NEUTRAL

The process can support modernization, phased decisions, formal evaluation, or a deliberate decision to wait.

DECISION-READY

The engagement ends with sequencing, 90-day actions, future decision triggers, and a leadership-ready narrative.

THE RIGHT ANSWER MAY BE "NOT YET."

A sound outcome may be to proceed, modernize first, phase decisions, gather more evidence, or deliberately wait. What matters is that the decision is intentional and institution-owned.

$24,500 INTRODUCTORY FIXED FEE

4 WEEKS

Includes sponsor intake, workshops, guided stakeholder input, four decision deliverables, and executive readout. Remote-first delivery unless otherwise scoped.

Introductory pricing is available for a limited time.
Pricing is confirmed in your engagement proposal.

READY TO CHOOSE YOUR DIRECTION BEFORE YOU CHOOSE A SYSTEM?

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STRATEGY FIRST. PLATFORM SECOND.