

# Topics

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1 User Expectations 10 min

2 What's Possible 10 min

3 Data Security 20 min

4 Economics 20 min

5 Information Creation 35 min

6 Information Delivery 25 min

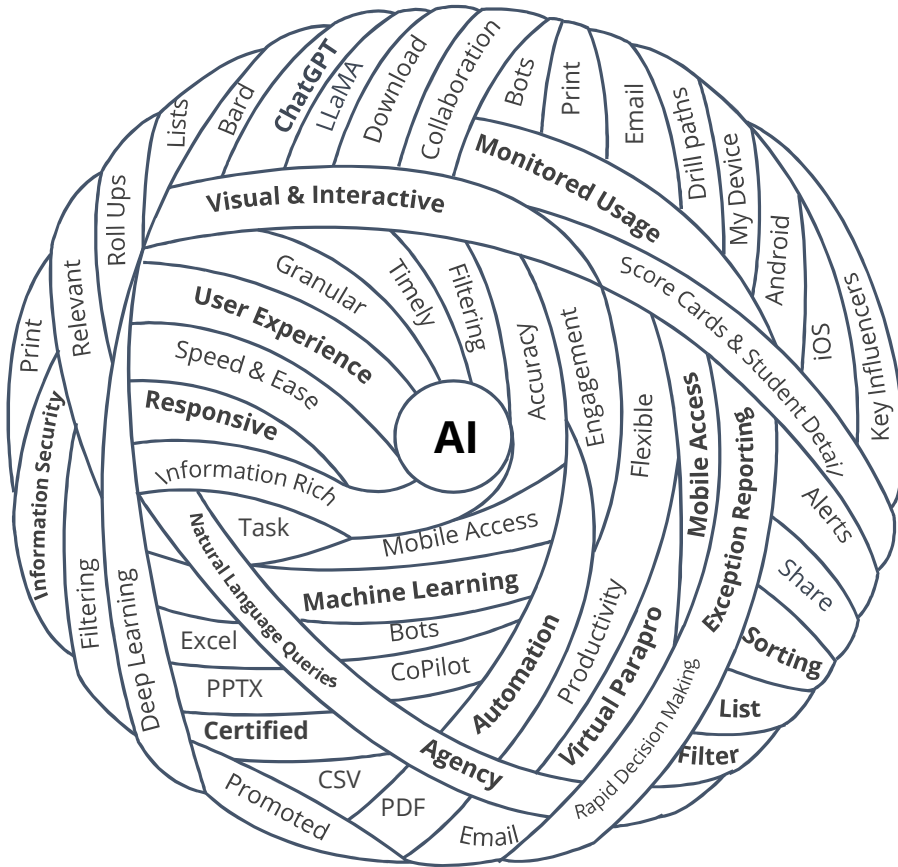
7 Transition 15 min

8 Talent 10 min

9 Sustaining Capability 10 min

10 Strategy 10 min

# Ball of User Expectations



- Leadership
- Admin Staff
- Frontline Staff
- Technical Staff

# What's Possible

01

Integrated Monitoring



**Data**

Security |  
Protection |  
Privacy |  
Usage |  
Performance

02

Flexible Architecture



Fit the Usage  
Case, Fi  
Performance  
needs and the  
Budget (i.e. Value)

03

Enhanced Experience



Interactive  
Visualizations, Apps,  
and AI

04

Phased Implementation



Phased roll out  
and adoption



# Data Security

## Tactic



Unpatched  
Vulnerabilities



Security  
Misconfigurations



Stolen  
Passwords



Social  
Engineering



Insider  
Threat

## Mitigation



Automated  
Patching



Vulnerability  
Detection



MFA & Automation  
Password Resets  
Security Reviews



Vulnerability  
Detection  
Active Threat  
Detection



Actively  
Monitoring  
Users Data  
Loss Prevention

# Economic Basics

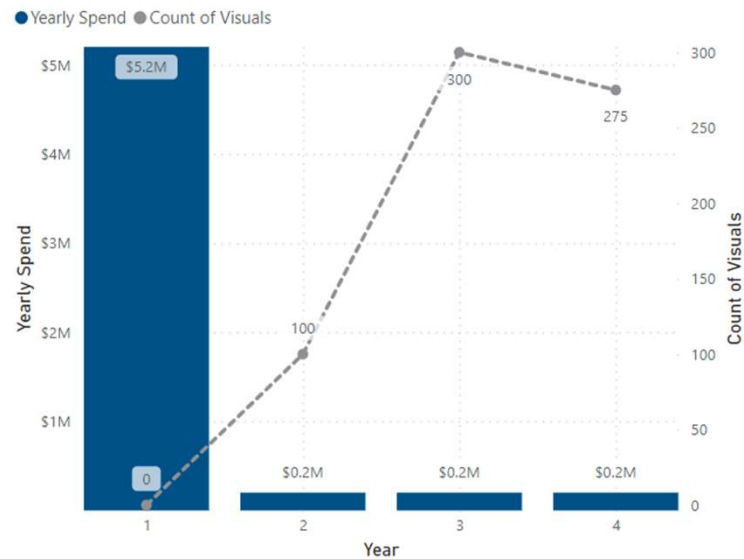
The economic constructs of the DIY and Services models have differences

Parameter	DIY	Services
Cost	✓ Upfront+Maintenance	✓ Pay For What You Use
Contract	✓ RTU Contract	✓ Service Contract
Cost Elasticity	✓ Sunk Cost	✓ Scales Up & Down
Upgrades	✓ Customer Discretion	✓ Free & Constant
Cost Creep	✓ Indirect Costs +	✓ Under Used Services

# Economics

## DIY Model

Yearly Spend and Visuals Creation



Total  
\$5.8M

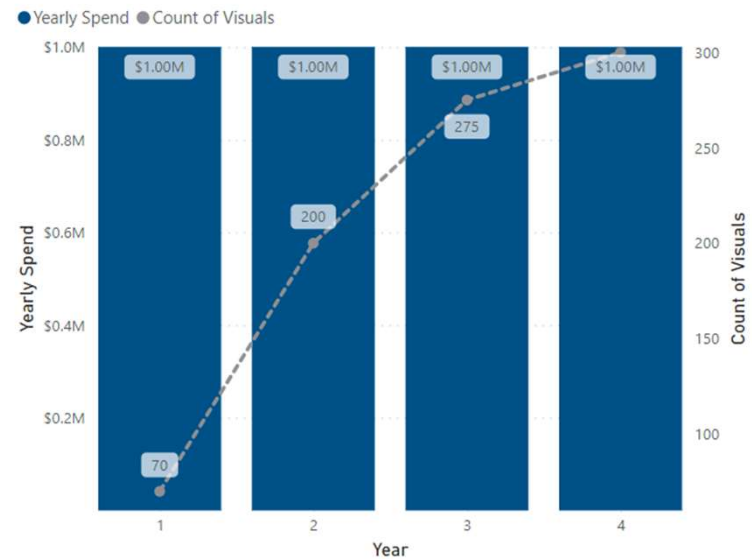
Avg  
\$1.45M

Info  
Gap

Stale

## Services Model

Yearly Spend and Visuals Creation



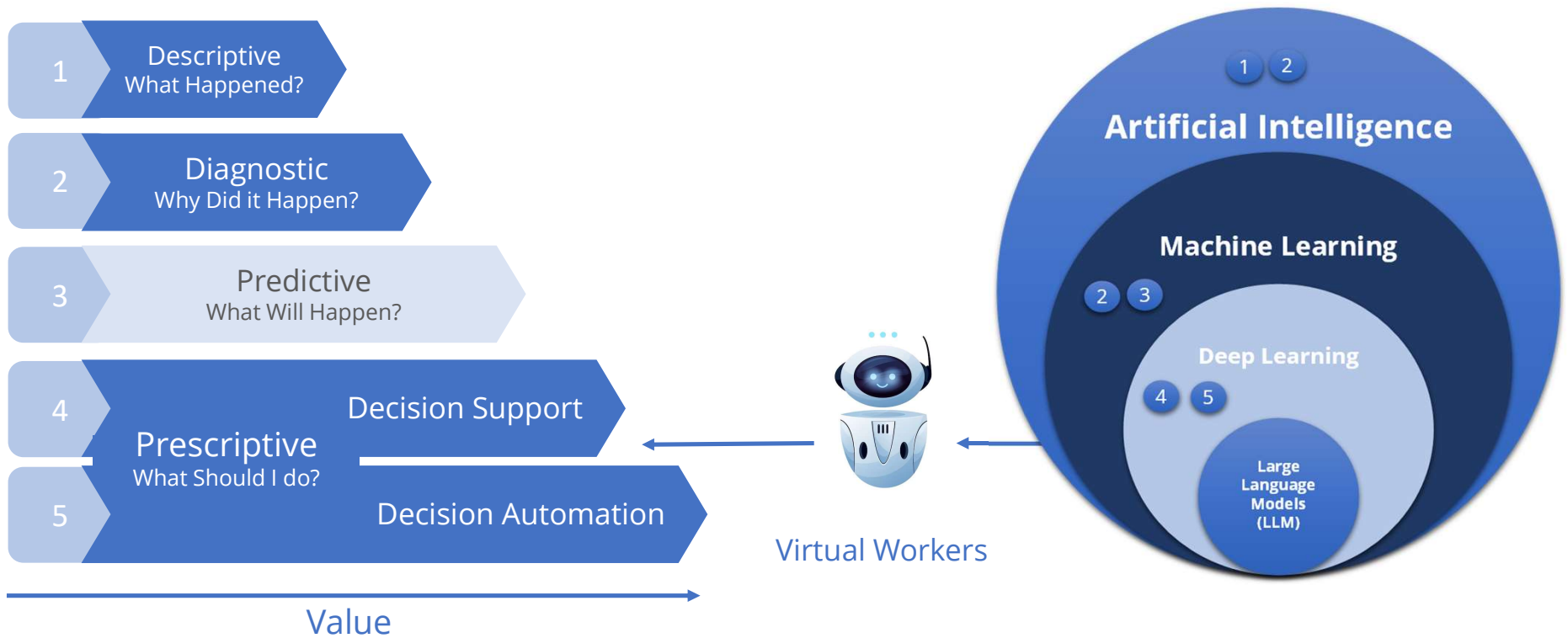
Total  
\$4M

Avg  
\$1M

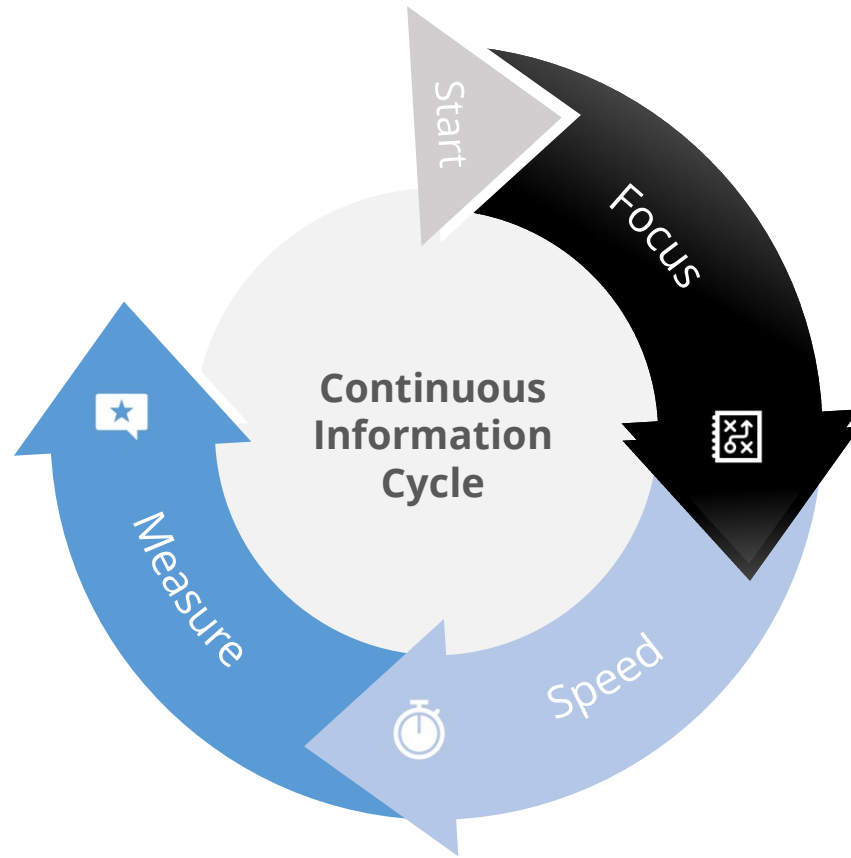
Quick  
to Info

Nimble

# Data, Decisions and Actions



# Information Creation Guidelines



Focus on Priority Information

Rapidly Deliver Information

Measure Usage & Performance



# Consumption Based Transition

Consumption

- School Climate
  - Discipline
  - Attendance
  - Enrollment
- Conduct Program Evaluation

- HS Graduation Tracker
  - Score Cards
  - Acceleration
  - Negative Codes
- Early Warning System
- ESE & ELL

- MS Promotion Tracker
- Score Cards
- Scheduling Assistant
- Finance: Budget, Inv, Accting
- HR: Teacher Attendance, Professional History, Payroll

Platform Setup

Tech

**D1** ●

Student Demographics

Student Attendance

Student Enrollment

Student Conduct

**D2** ○

Student Assessments

Student Grades

Student Programs

Student Progress

**D3** ○

Human Resources

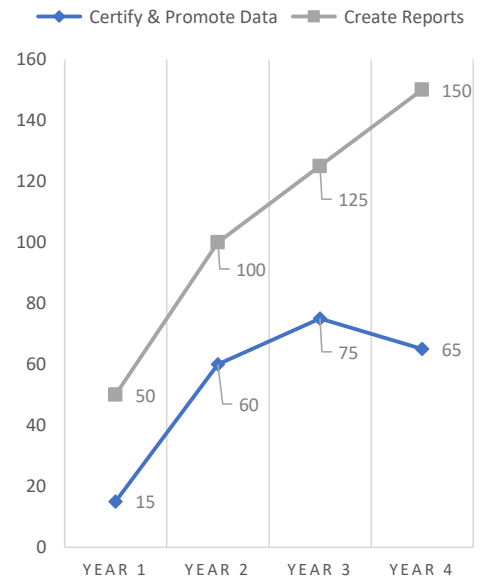
Finance

Data Sets (Dx)

Year 1

Year 2

## DATA VS. INFORMATION



# Sustaining Capability

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1. Insight creation is a continuous effort vs. the traditional go live and maintain
2. Plant and prune the Data and AI assets
3. Monitor report, visualization, and dashboard usage
4. Establish “Data Chats” to encourage information use and feedback
5. Actively engage of front-line users in prioritizing the pruning and planting
6. Pilot new platform services to reduce TCC, improve information, & UX
7. Use providers roadmap to find ongoing value (cost or capability)

