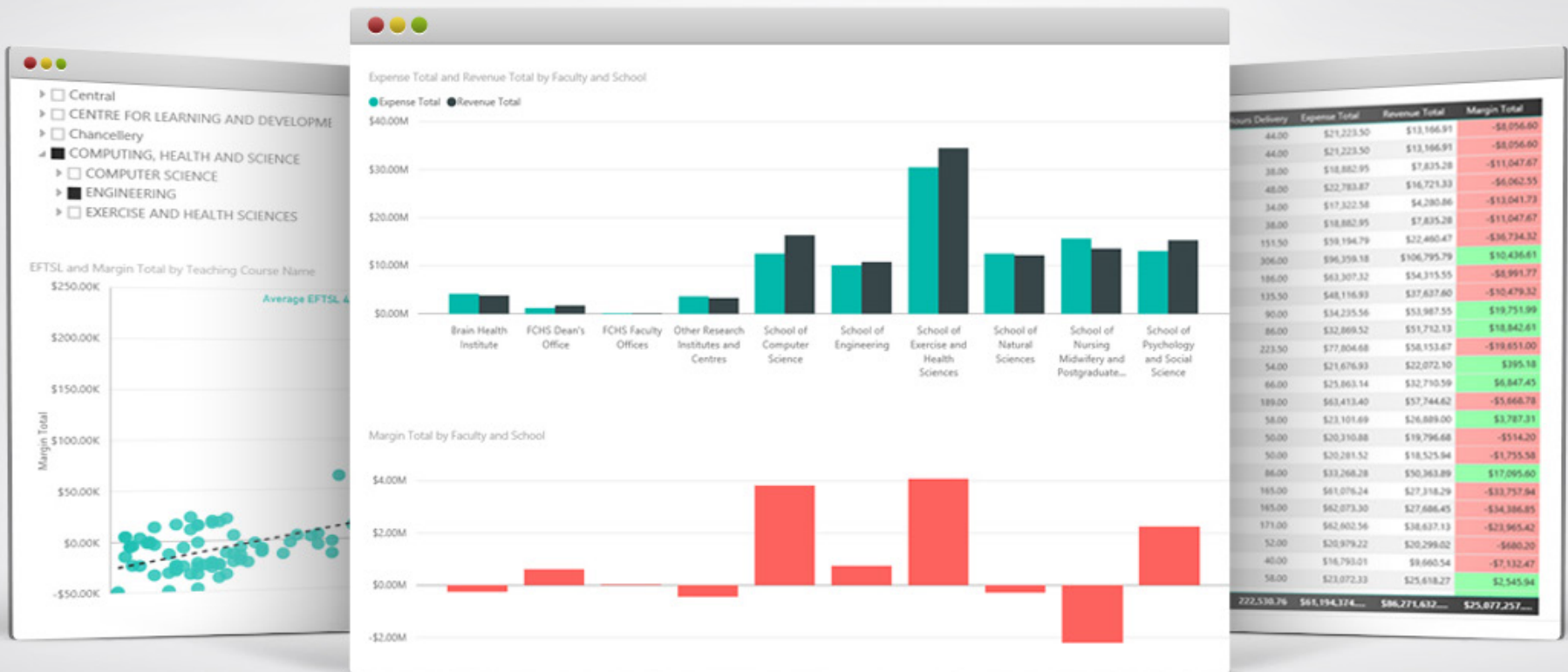# pilbara

HIGHER EDUCATION COST MODELS

YOUR DATA. OUR INSIGHT.

We offer decision-support to gain a competitive edge and financial sustainability in the rapidly changing higher education landscape

Our highly-automated, data-driven cost models of current and future operations are managed in a cloud-based platform—ACE Insights
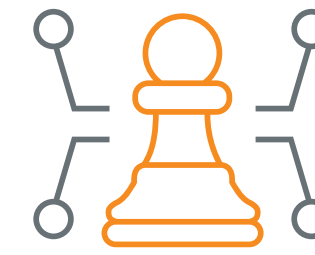
Our customers are reporting a 75% reduction in implementation and maintenance timeframes over other methods and tools
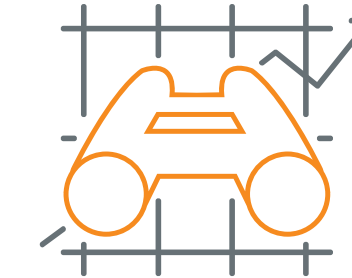
Founded in 1999

ACE Insights for Higher Education
Decision-Support Cost Models by Pilbara

Activity-Based

Quickly achieve complete transparency into institutional costs and profitability—and associated implications—at all levels of operations, including:
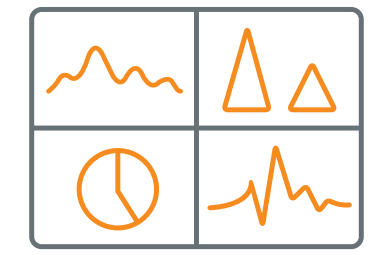
Structural relationships
Top-level analysis
Course-level detailed data
Resource allocation
Break-even analysis
Tuition fee analysis

Predictive

Accurately predict the financial impact of future outcomes based on changes in inputs that are derived from a solid foundation of real cause and effect relationships, including:

Enrollment
New Courses and Programs
Funding arrangements
Introduction of a new campus

Benchmarking

Examine the cost of teaching separate from the cost of research. Answer "How much does this course cost?" with the ability to compare against other institutions to answer, "How much should this course cost?"

Comparison metrics include: cost, revenue, margins, performance

On our product: *ACE Insights is adaptive to our particular circumstances... pragmatic solutions are developed and implemented to reflect the dynamic nature of the University in response to the ever-evolving marketplace..."*
DEPUTY DIRECTOR, FINANCIAL SERVICES – RMIT UNIVERSITY

On our knowledge: *"What we value most about Pilbara is their deep understanding of the higher education sector and, most importantly, how the sector is likely to change looking forward... [they have] a talent to explain how operational data is best used in informing strategy."*
MANAGER, RESOURCE PLANNING & OPERATIONS – EDITH COWAN UNIVERSITY

On our people: *"quite responsive to [UCR's] priorities, needs and requests, forming a positive, collaborative relationship based on mutual respect..."*
VICE CHANCELLOR OF PLANNING & BUDGET – UNIVERSITY OF CALIFORNIA, RIVERSIDE

Customer sampling

UNIVERSITY OF CALIFORNIA
ucRIVERSIDE

NYIT
NEW YORK INSTITUTE
OF TECHNOLOGY

JOHNSON COUNTY
COMMUNITY COLLEGE

Australian
National
University

THE UNIVERSITY OF
SYDNEY

AUSTRALIA
ECU
EDITH COWAN
UNIVERSITY

DEAKIN
UNIVERSITY AUSTRALIA

UNIVERSITY
OF WOLLONGONG
AUSTRALIA

SWIN
BUR
NE
SWINBURNE
UNIVERSITY OF
TECHNOLOGY

WESTERN SYDNEY
UNIVERSITY

JAMES COOK
UNIVERSITY
AUSTRALIA

UNIVERSITY of
TASMANIA

UNIVERSITY OF
MARYLAND

RMIT
UNIVERSITY

Charles Sturt
University