

# Empower your relationship with the student

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minsaït

An Indra company



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# 01

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Minsait –  
Technology Partner



# Who we are

Indra is currently the **leading technology in Spain** and one of the **main in Europe and Latin America**

## Business Consulting

## Technology

## Digital Solutions

3.390 M€ sales

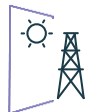
+52.000 Professionals

Projects in +140 countries

Local presence in 46 countries

293 M€ I+D+i

(2021 Data)



**16%**  
Energy and Industry



**11%**  
Telecom and Media



**17%**  
Financial services



**18%**  
AA.PP. and Health



**17%**  
Security and Defense



**21%**  
Transport and Traffic

### Sistemas de Gestión Empresarial

- ERP Solutions
- Payroll and Human Capital
- Consolidation and budgeting

### Tecnologías Avanzadas

- Business Consulting
- Technology
- Digital Solutions

### Outsourcing y BPO

- User Management
- Application Maintenance
- Infrastructure Management

### Paradigma

- Agile Projects

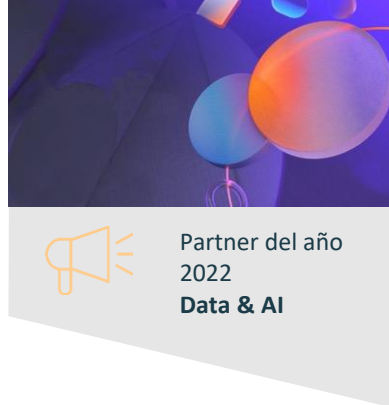
### Ciberseguridad



- Digital Risk
- CyberSec Services & Solutions
- Digital Identity and Signature

Our vision and capabilities

# We ensure the quality of the service thanks to the certifications that accredit us...



 **Microsoft**  
Solutions Partner

Digital & App Innovation  
Azure

**Specialist**  
Low Code Application  
Development


 **Microsoft**  
Solutions Partner

Infrastructure  
Azure

**Specialist**  
Windows Server and SQL Server  
Migration

 **Microsoft**  
Solutions Partner

Business Applications

 **Microsoft**  
Solutions Partner

Data & AI  
Azure

**Specialist**  
Analytics

**+1.000**

Professionals with specialized knowledge



**+250**

Data & Analytics Experts



**+300**

CRM & ERP experts



**+230**

Experts in Infra & Apps



**+120**

Power Platform Experts

**+625**

Certifications in the various platform solutions



**+15**

Professionals accredited as Microsoft Certified Trainer



**+100**

Digital Workplace & M365



**+1.000**

Projects

**+500**

Clients

**+12**

Geographies



**+300**

Digital transformation projects in progress

**Microsoft Azure Advanced Specialization: Windows Server and SQL Server Migration**

Demonstrate our expertise in migrating and optimizing Windows Server and SQL Server-based production workloads to Azure.



**+20**

Years of experience

Industry



Mercedes-Benz



Pérez-Llorca



abertis autopistas

Financial services



Insurance



Telco and Media



Energy



Public sector



GOBIERNO DE ESPAÑA



+40 customers have trusted

in our strategic expertise and professional support to transform their business

# 02

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## Digitalization challenges in education



# Technology, key tool for the education transformation

Due to the pandemic, the education had to adapt and make a **quickly digital transformation**.

The expectations and needs of students are increasing, opting for studies that offer a higher overall quality. It is therefore important to **continue evolving and adopting technology**, taking into consideration a fundamental pillar, **change management**.







# The human factor, data and automation are positioned as priority needs



Global student's vision



Act through data



Maximize student engagement



Streamline student services



Optimize employee service



Internationalization



Secure digital documentation



Accessibility



Connect the campus



Program Certification Processes



With a clear objective

*Achieve a successful student experience*

# 03

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Our answer to the challenges



Our value proposition

# The student life cycle supported through 5 pillars

## Recruitment & Admissions



Find the candidates who best fit, optimize the application and decision-making processes, and foster quality relationships, from prospect to enrollment.

## Student Experience



Unify data to obtain a 360° view of the student, offer excellent service, keep them connected through communication, collaboration and information tools through a personalized and easy-to-use workspace.

## Marketing & communications



Connect students to the right content, at the right time, through their preferred channel.

## Institution Operations



Optimize and automate their service, transform onboarding and communications, and reinvent their workspace.

## Advancement & Alumni Engagement

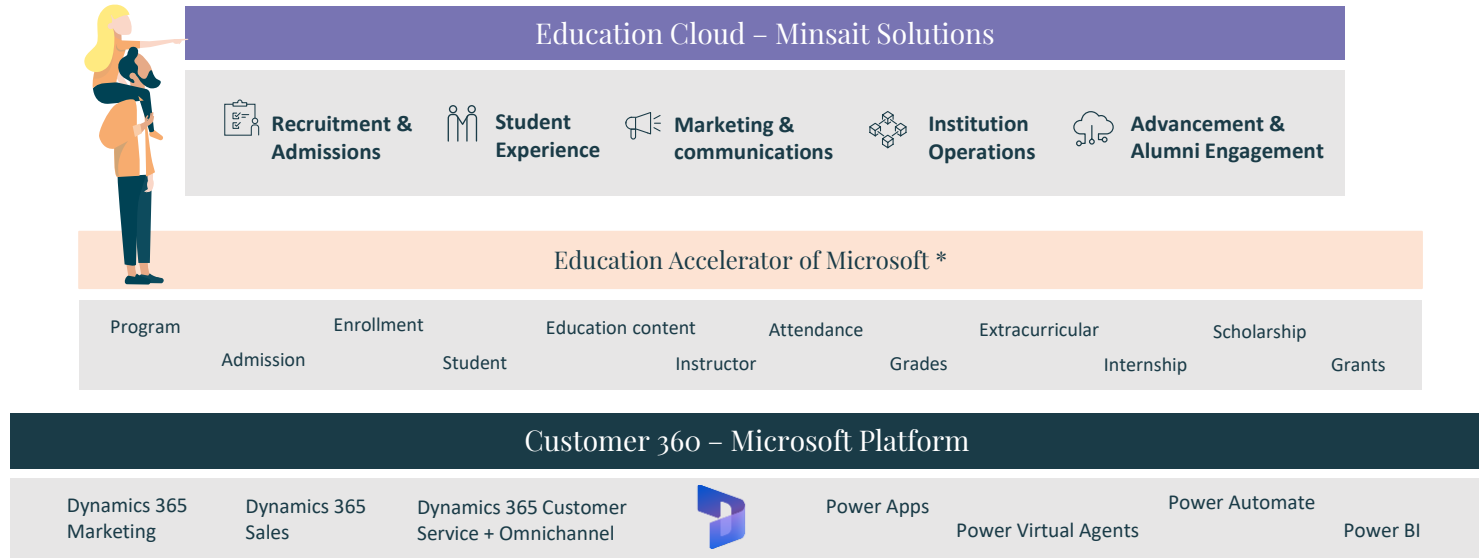


Follow up and take actions to maintain engagement with our Alumni with the aim of starting a new study.

At technological level

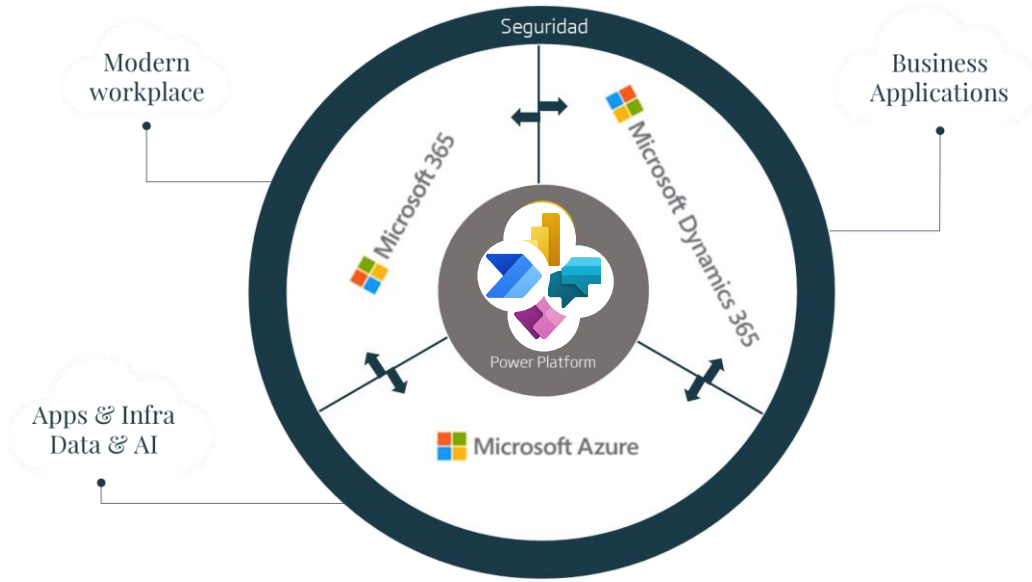
# Built on Microsoft's business applications cloud ecosystem and powered by the education accelerator

A fully scalable, modular, integrable and easily adaptable solution to the needs of each organization.



What is our vision?

# Committed to thinking about the world through platforms and ecosystems



We approach our projects with a holistic and integral vision of the Microsoft Platform, with the perspective of Dynamics 365 as a core system but using the entire ecosystem of **Microsoft solutions as a platform to extend its capabilities**



## Modern workplace

Productivity  
Collaboration  
Communication  
Culture



## Business Applications

Value creation  
Efficiency  
Profitability  
Scalability



## Apps & Infra Data & AI

Proactivity  
Creativity  
Competitiveness  
Adaptation

# 04

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## Agenda



# How do we do it?

## People first

Understanding users, their needs and aspirations well

## Communicating

Helping all attendees share their vision of problems and solutions

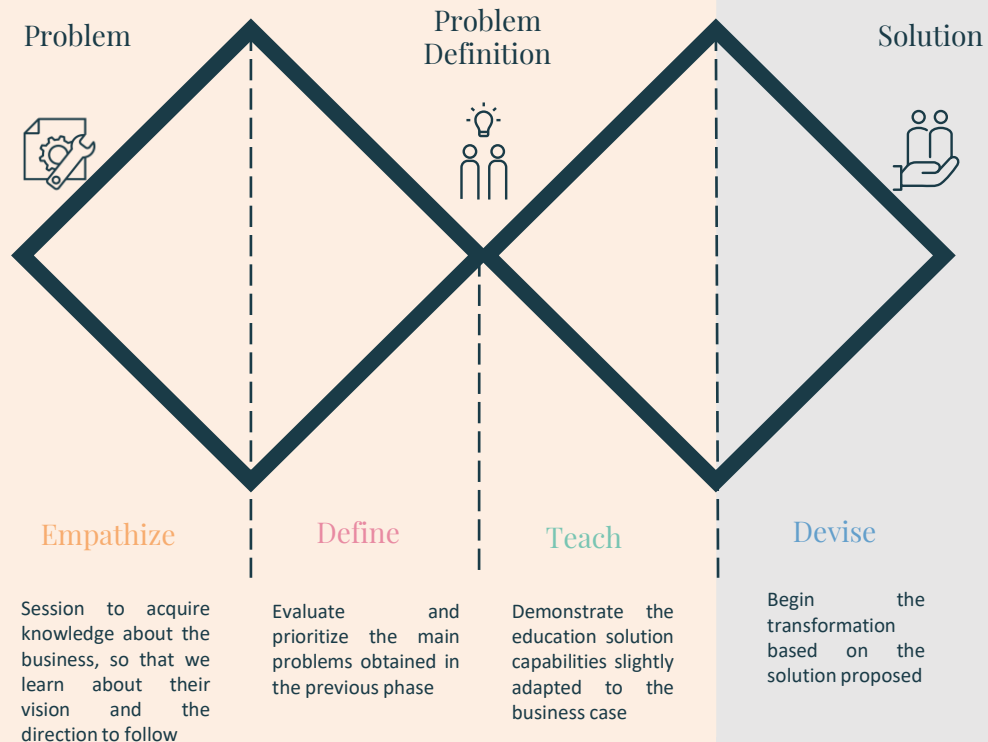
## Collaborating

We are looking for a solution with multiple inputs



In scope

Future roadmap





# Deliverables

01

## Ideation

### Business Problems

List of problems collected during the session



02

## Design

### Capabilities document

Presentation in PDF format of our education value proposal



# Thanks!

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Mark Making the way forward

An Indra company