

PROGRAM FACT SHEET

Contact Information:
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SHORT SUMMARY:

SIG has been a trusted partner to over 1,000 colleges and universities globally since 1988, offering comprehensive strategy, implementation, and managed support services exclusively to Higher Education. Our approach, built on four key pillars—**People, Process, Technology, and Data**—aims to empower clients through technology assessment, enablement, modernization, and process improvement. We are proud to have a proven track record, with a Net Promoter Score (NPS) of 95.7%, demonstrating our ability to complete projects on time and within budget.

Our primary focus is on providing IT consulting, CRM consulting, and cybersecurity services to higher education institutions in the United States and globally. SIG is product-agnostic and has established strategic partnerships with innovative technology providers and organizations that share our commitment to the higher education community. These partnerships include Ellucian, Salesforce, and Technolutions/Slate and are all aimed at delivering quality and value-added solutions to the Colleges and Universities we serve. Our outstanding team of over 300 professionals has a proven track record of executing projects on time and within budget.

PURCHASING DECISION- MAKER ON CAMPUS:

CIO & IT Leadership (CIO, CTO, VPs of IT, CFO), IT & Technical Staff (Director of IT, ERP Admin, DBA, System Analyst), VP of Enrollment Management, VP of Advancement, VP Student Services, HR Director, CFO, Director FinAid, Registrar, Bursar, etc.

PRICING/SAVINGS, AND/OR BENEFITS AVAILABLE ONLY THROUGH THE COALITION AGREEMENT:

- SIG has secured pre-negotiated pricing with the Coalition, streamlining pricing discussions from the outset.
- Easy access to our services via several collective purchasing contracts, including HESS.
- Our extensive portfolio of reference accounts makes purchasing more transparent and reassuring.

SIG SERVICE PORTFOLIO:

- **Strategic Consulting** - SIG provides change management, process improvement, and project management consulting to empower staff and drive institutional success with any project on-campus.
- **Technology Consulting** - SIG offers implementation and database administration services for various technologies, including ERP, CRM, cloud solutions, and other enterprise-level applications. Our largest practices support software from industry leading vendors like *Ellucian (Colleague & Banner), Salesforce, and Technolutions/Slate.*
- **Cybersecurity Services** - SIG provides vCISO, penetration testing, compliance audits, and consulting services to meet the security needs of higher education institutions.
- **Managed Services** - SIG provides staff backfill for ERP/SIS, CRM, cybersecurity, and other enterprise-level positions.
- **Digital Transformation** – SIG works with institutions to identify, prioritize, and implement high-impact opportunities for transformation using digital technologies.
- **Data Services** - SIG offers analytics and architecture services to help institutions leverage their data effectively.
- **Enrollment Management** - SIG helps colleges and universities design experiences and communications that build affinity for institutions throughout the student journey, from prospect to matriculation and graduation.
- **Executive Counsel** - For three decades, SIG has served as expert advisors to presidents, boards of trustees, and cabinets. We provide guidance on strategic planning, informed by our book "What Makes a Strategic Plan 'Strategic?'".
- **Institutional Marketing** - SIG assists institutions in identifying and owning their distinctive market positions, communicating their advantages to create meaningful relationships with various audiences.

For more information visit www.sigcorp.com