



## ACCC Corporate Alliance Program

Special Issue ACCC Annual Conference May 2003

The ACCC Corporate Alliance Program was established in 2001 to provide ACCC member colleges and institutes with cost savings on the high quality products and services that represent a significant portion of an institution's expenditures.

The ACCC national network of 150 colleges and institutes located in more than 900 communities, with 60,000 staff and faculty, over 500,000 full-time students and 1.5 million part-time learners, is a unique gateway partner for national corporations.

To date, the Alliance partners selected by ACCC are the following:

-  **Grenville Printing and Management Services** for your printing and print shop operations' needs;
-  **Bibliocentre** for your paper and electronic library purchase needs;
-  **Minolta Business Equipment (Canada), Ltd.** for your photocopying needs;
-  **NEC** for your integrated Audio-Visual projection needs;
-  **SCT** for your student, financial and records' management software needs.

The Corporate Alliance Partners are committed to developing a long-term mutually beneficial relationship with the Canadian college system to provide institutions with leading-edge products at significant cost savings, and featuring high quality after-sale service as well as value-added information and services.

This inaugural issue of the Corporate Alliance Quarterly Newsletter provides examples of how other colleges and institutes have benefited from their relationship with the Alliance partners. New services or products that are now available to ACCC member colleges and institutes are also mentioned.

Your comments and enquiries concerning the Corporate Alliance Program are welcomed. Please visit the ACCC website for more information on the Corporate Alliance Program ([www.acc.ca](http://www.acc.ca)), contact the specific company in question or contact Paul Brennan, ACCC Director of Community and Corporate Relations at tel.: (613) 746-2222 ext. 3132, fax: (613) 746-6721 or e-mail: [pbrennan@acc.ca](mailto:pbrennan@acc.ca).

Thank you to the ACCC Annual Conference 2003 Sponsor





## Balancing the Challenges of Course Materials Requirements & Costs

By



Grenville Management and Printing Ltd.

In today's academic world, it appears as if nothing is simple. Canadian colleges and institutes find themselves having to balance educational needs, curriculum requirements, financial restraint and rapid technological change.

Take, for example, the necessity of getting basic information to the student. Faculty and administrators are faced with a multiplicity of challenges that include finding the right textbook at a reasonable price, adding information from additional sources such as websites, government or business publications, and magazines and newspapers. The professor will also have notes and tests prepared for handout to the class. Sourcing and preparing all this data requires a significant investment of time and money, especially when permission to copy needs to be sought.

The cost of providing educational materials can be very steep, especially when faculty are charged with collecting, copying, and disseminating the materials. Departmental printing budgets can be drained when a large number of handouts are produced on the departmental copier or the desktop laser printer. When students use lab printers the cost of supplies is a burden to the institution.

Colleges are beginning to analyze and rationalize the cost of sourcing, producing and providing educational materials to the student. Yes, the material needs to be provided. But what is the best model to meet this requirement at a fair cost to all, in a timely manner, cover copyright legalities and allow for electronic distribution when required? Grenville Management & Printing Ltd., has been helping Canadian colleges and institutes answer these important questions.

Servicing some of Canada's largest colleges, Grenville has developed the expertise to analyze academic print and copier needs, distribution methods and course material management. Grenville's Consulting Division will assess your situation and provide the proper solution for print management efficiencies. The Academic Publishing Division, which produces thousands of coursepacks each year as well as comprehensive guidance and support to faculty authors and college bookstores, provides the following benefits:

**Low cost:** Grenville's streamlined high-efficiency production process allows us to keep costs very low. The student ends up saving huge dollars compared to the price of textbooks.

**Quality:** Grenville uses the latest digital equipment and finest materials. Our quality control team monitors your material from pre-press to final print.

**Personalized service:** Faculty are served on a face-to-face basis, and Grenville handles copyright services, ISBN registration, royalty payments, and all production requirements.

**Fast turnaround:** Grenville offers Print-on-demand service so the college bookstore can better manage their inventory.

**Protect departmental budgets:** Coursepacks produced by Grenville and sold via the bookstore not only provide the student with a high-value educational resource, but reduce or eliminate the high cost of operating departmental copiers.

For more information please contact: Tim Davey, National Sales Manager, Academic Division, tel.: (416) 449.1209ext. 671 or e-mail: [t.davey@grenville.com](mailto:t.davey@grenville.com)



## Metadata Content Group

By



In the fall of 2001, the Bibliocentre announced a major initiative to create and implement a Canadian metadata knowledge (information architecture) institute. It will empower customers to become true "learning organizations", moving toward seamless knowledge flow and staff and learner empowerment. This development promises to provide libraries and other digital media depositories with the depth of indexing and codification they require to harness the data, information and content throughout their organizations to create powerful new administrative and learning resources. Projects are already underway in the areas of government documents. In addition, the Bibliocentre is providing digitization and indexing for an education video curriculum bank as well as working on indexing other learning object repositories.

Metadata in the abstract is data about data. In practical terms, metadata means creating *access* using advanced content analysis. Librarians and bibliographers have long been familiar with this area of expertise. Metadata is one of today's most useful tools in data analysis and in providing access for organizational information and knowledge management. It enables faculty and learners to confidently search, access and use digitized course videos and other learning objects.

The Bibliocentre's metadata initiative is being developed in cooperation with agencies across Canada. In partnership with the University of Toronto's Faculty of Information Studies (FIS), the Bibliocentre is undertaking to create the first Metadata Content Group (MCG) to link theoretical and practical metadata research,

and deliver clear, cross-organizational information immediately to all of our customers. The initiative, called ELORA (Educational Learning Object Repository Access), concentrates on managing digital content in Learning Object repositories, making them accessible through unified, standardized taxonomies and vocabulary control. As a public service, MCG will make a web resource available for anyone interested in details of our projects as well as updates on metadata initiatives and standards

In association with FIS, we are launching a unique service dedicated to providing libraries, educational institutions, government and businesses with reliable, standardized access to their enterprise content, including learning object repositories. We are creating this Canadian production facility with the necessary technology, metadata, taxonomy, and thesaurus to accomplish this goal.

ACCC members will enjoy a five percent savings during their first year of any one project. The Bibliocentre and the ACCC agree that the community colleges across Canada form a virtually unparalleled forum for the use of dynamic new services that increase the value of education for learners. This common valuing of the colleges led in 2001 to a national alliance agreement between the ACCC and the Bibliocentre. The core of the agreement was a strategic, targeted marketing initiative that makes available to all ACCC member institutions the savings and benefits of consortium services and award-winning technology solutions that are currently saving money for Bibliocentre colleges.



## Minolta Business Equipment (Canada), Ltd.

By



In the spring of 2002 Minolta Business Equipment (Canada), Ltd. and ACCC announced a National Vendor Alliance, which would provide the Association and its 150 member colleges and institutes with an opportunity to consult with Minolta Business Equipment (Canada), Ltd. on areas such as document production and management.

Minolta Business Equipment (Canada), Ltd. is a leader in the manufacturing of digital office equipment, with over 70 sales and service offices in Canada to serve you. Through the Alliance Partnership, member colleges can utilize our expertise in the field of office equipment to allow them to explore areas that are in need of change before attempting to source a solution in the marketplace.

Minolta Business Equipment (Canada), Ltd. has been providing office equipment in the Educational market for many, many years and we understand the wide range of needs that have to be considered.

Minolta Business Equipment (Canada), Ltd. has been on the Federal Government Standing Offer for many years and has also been a supplier throughout Canada on many Provincial Standing Agreements. Many of the strategies used in achieving our placement on these various Standing Agreements have been implemented into the pricing structure used in the ACCC Standing Offer.

Minolta Business Equipment (Canada), Ltd., in partnership with ACCC, has set the standard on equipment and pricing when compared to your current supplier(s). ACCC has negotiated on behalf of all its members with Minolta Business Equipment (Canada), Ltd., a range of products and services that address the general needs of most institutions.

If Minolta Business Equipment (Canada), Ltd. is given the opportunity to further investigate the specific requirements of individual institutions, the overall benefit would be two-fold. Your college or institute would receive a complete analysis of your current fleet of products at no cost which may identify a particular area where recommended improvements could be made.

New requirements that have been identified could be implemented using the Standing Offer Pricing, without the risk or added cost of tendering the market.

In the past year, Minolta Business Equipment (Canada), Ltd. has participated in some public tenders within the Canadian community colleges system with some success.

Fanshawe College in London, Ontario was one of the early benefactors of our Alliance Partnership.

Minolta Business Equipment (Canada), Ltd. is a sponsor of the ACCC Conference in Vancouver May 25-28. Please stop by and see us and find out how we can serve you.



## Help Them Achieve Their Goals

By



**THE CHALLENGE:** The Southern Alberta Institute of Technology's (SAIT) vision is to be recognized as Canada's premiere institute of advanced technology by 2010. To help reach this goal, SAIT launched an E-learning Initiative to incorporate the latest technology into the educational process. More than 1,800 students were given laptops, and when SAIT expanded its main campus by building roughly 100 new classrooms, the institute looked to incorporate the latest projection technology into the new rooms as well. SAIT sought to equip the new rooms with projectors that could be used with a SMART BOARD™ interactive whiteboard, but that could also project onto a larger pull-down screen as well. They turned to an authorized NEC reseller, who recommended the use of NEC Solutions America projectors.

**THE SOLUTION:** The authorized NEC reseller knew that NEC's GT1150 would be a perfect fit since it was one of the few products on the market with power zoom, power focus and power lens shift. These features made the projector flexible enough to be installed in the ceiling and be able to project onto an interactive whiteboard or onto a separate, larger screen.

SAIT was able to afford this technology thanks to the SMARTer Kids Foundation™ Grant for NEC Visual Presentation Products, one of the educational awards developed by the SMARTer Kids Foundation. This Grant assists educators in the purchase of NEC visual presentation products. All ACCC member institutions have been pre-approved under SKF NECCF1000 grant. For more information visit [www.nectechmedia.com/accc/index.htm](http://www.nectechmedia.com/accc/index.htm).

"SMARTer Kids Grants bring the price of the projectors down for us significantly," said Gord Nixon, vice-president of

academics at SAIT. "They allow us to purchase higher-end machines for our classrooms at the same price that other manufacturers sell their base machines for."

SAIT also felt confident in turning to NEC for this project because it was already using NEC projectors for a variety of applications throughout its campuses. NEC's lightweight LT Series projectors were being used by SAIT instructors for sales presentations and contract training on the road for business and industry. And NEC's MT and VT Series projectors were already installed in a variety of classrooms. MT Series projectors were even being attached to carts for room-to-room use.

The institute was looking to standardize on a single projector manufacturer so that its instructors could feel comfortable with the technology no matter what classroom they entered, so NEC was a natural fit for the new expansion. "We've tried a number of manufacturers," said Nixon. "We like NEC due to its high quality, low maintenance and ease of operation. "We've also been pleased with the product line and durability of the NEC product."

**THE BENEFITS:** By using the GT1150 projectors, SAIT has been able to give its teachers flexibility in their teaching by allowing them to display educational content on a SMART BOARD interactive whiteboard or on a larger screen. And thanks to the bright 3000 lumen light output of the GT1150 projectors, SAIT was also able to allow for significant ambient light in the design of the new classrooms since they knew that the projectors would work even in a bright environment.

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SAIT found the projectors so bright, in fact, that they have opted to operate the new projectors in Eco-Mode™. This technology enables users to select a lower light output option, resulting in a significant increase in usable lamp life and thus a lower total cost of projectors operation.

Through the SMARTer Kids Grant for NEC Visual Presentation Products, they've also been able to find the right technology for a variety of applications on the SAIT campuses at the right price. "SMARTer Kids Grants are available for everything from a basic low resolution NEC unit up to deluxe installation models and even plasmas," said Connie McEgan, visual communications consultant for the authorized NEC reseller. "This has enabled us to provide SAIT with solutions for a variety of

projects that have been tailored to their specific needs and budget requirements."

In addition to saving money by choosing NEC projectors, SAIT has also benefited from NEC's industry-leading service and support. "NEC and the authorized NEC reseller have provided us with training for our technical and support people as well as providing product," said Nixon. "Repair requirements have been minimal, but anytime we've required work in that area, both the authorized reseller and NEC have been there to meet our needs. Our partnership with the authorized NEC reseller and NEC has allowed us to enhance learning on campus. We look forward to future initiatives with NEC."

For more information call 800.NEC.INFO or visit <http://necvisualsystems.com>.



## Student Satisfaction and Success: SCT Helps Mount Royal College Deliver on Its Mission

By



Mount Royal College in Calgary, Alberta has a singular focus — helping students achieve their learning goals. Technology plays a large part in building the student experience, enabling the institution to connect with and better serve its learners.

Yet with redundant data sources, duplicate functionality, and incompatible systems, Mount Royal staff found that they were spending too much time in government and institutional reporting, a laborious and difficult process. They even questioned the integrity of their data. Attempting improvements, transferring data, and integrating systems had become a nightmare.

In 1997, Mount Royal turned to SCT and installed SCT Banner® Finance. The installations of SCT Banner Student and Banner HR soon followed in 1999, and SCT Banner Alumni has been live since 2001, ending the institution's nightmare with data inconsistency and integration. By moving its systems to SCT Banner, Mount Royal was able to consolidate data sources from three separate registration systems and meet administrative processing needs within the baseline products.

"Consolidating our systems meant a significant reduction of effort for us," said Cindy Tegtmeyer, Manager of Application Systems at Mount Royal. "Now all of our systems are in consistent technology with consistent interface and stronger data integration as well as better information for the students and the people here at the College. We've used and leveraged that information in making decisions about our recruitment and marketing strategies. Also, we have been able to track some of the changes that we're making in our marketing and to determine the success of those activities."

SCT Banner's base functionality has given Mount Royal the opportunity to expand its recruitment initiative and follow up with the students on their success in the classroom, tracking more information relative to their progress. The College has since taken a closer look at other e-services and, through that same base functionality, will move those services forward at its convenience without having to seek out or purchase further solutions.

For example, Mount Royal looked to the future of e-learning and had efforts already in place to expand into distance programs via the Internet. The desire to bring those efforts to fruition, connect its administrative systems for ease of use, and support past projects convinced Mount Royal to add SCT Campus Pipeline to its menu in July 2002.

"We were looking for something that would leverage the work we had already done but also provide us options on our choices. That was a big thing with the Campus Pipeline solution," Tegtmeyer said.

At Mount Royal, SCT's self-service products, with direct access through SCT Campus Pipeline, which it has dubbed "My MRC," have been a great success, especially for students who now enjoy the advantages of online registration, online payment, and credit card processing. SCT Campus Pipeline has also been integrated into Mount Royal's student e-mail for accessing news and events information databases.

"SCT helps us to fulfill our mission: 'Student satisfaction and success.' Everything we do here revolves around that concept. The technology is so important — a strong framework, good services, and high-touch/high-tech — it's got to work. Understanding our terminology and Canadian requirements and having the Canadian solutions centre in place are very positive moves," said Doug Dunwoody, Mount Royal's director of information technology services. "Refocusing SCT on higher-education as a sole industry receptor is a very positive move in our eyes and allows SCT to understand the client base even more, added Dunwoody. "I'm thankful that SCT has a functionally rich product line that is built on very reliable technology. It's a huge investment in us and I think it really goes to the core of what we're here to do."