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INDEPENDENT COLLEGES

## 2011 Institute for Chief Academic Officers and Chief Advancement Officers

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**American Academic Leadership Institute (AALI)**—is committed to the broad development and support of leadership in higher education by creating and implementing programs and other forms of assistance that enable academic leaders in various administrative positions to be successful in their roles and to advance the institutions they serve. AALI provides leadership identification, development, and support programs across all sectors of public and private higher education.

**Austen Group**—assists private colleges and universities with various institutional research functions such as program costs and demand analysis; sport programs' effectiveness; predictive modeling for recruitment, retention, and giving; and peer benchmarking. The Austen Group provides tools to help administrators make informed decisions and institutions to operate more effectively.

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**Converge Consulting**—is a measurable multi-channel marketing firm for advancement professionals who want to better understand their alumni/donors' motivations for giving. Converge Consulting specializes in research and measurement.

**Datatel, Inc.**—provides colleges and universities with fully integrated administrative software systems and professional services that form the strategic academic enterprise, addressing the complete business and academic needs of the institution. Serving five million students at more than 760 institutions throughout North America and overseas, Datatel has exclusively focused on higher education for 30 years. Datatel is headquartered in Fairfax, VA. For more information, visit [www.datatel.com](http://www.datatel.com).

**Deltak**—and its partners innovate to succeed in a competitive and dynamic higher education market in ways consistent with their unique mission. Deltak’s core team has led the industry by consistently raising the bar in terms of market-forward recruiting and retention, innovative turnkey technologies, and perfecting 24/7 student and alumni services. To students, Deltak is invisible. To their partners, Deltak is the go-to firm they trust fully to maintain their traditions, enhance their reach, and achieve successful online graduation rates. Deltak currently partners with 25 institutions to expand their reach and achieve their growth objectives.

**Frank A. Casagrande Consulting, LLC**—is a boutique firm focusing on the needs of institutions of higher education and not-for-profit organizations in the areas of: advancement and development; benefits (executive, employee, and voluntary); board effectiveness; compensation (executive, faculty, and staff); institutional strategy and planning; and performance management (including presidential evaluations).

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**Inside Higher Ed**—has a free daily news website for higher education professionals. Breaking news, lively commentary, and thousands of job postings are online at [www.insidehighered.com](http://www.insidehighered.com).

**Interfolio**—has helped institutions of higher learning fill more than 25,000 faculty positions in the past ten years. Interfolio offers a streamlined faculty search solution that *reduces* the time it takes to hire the best candidate, *returns* hundreds of hours to your faculty and staff, and *lowers* the cost of every faculty search conducted.

**Jenzabar**<sup>®</sup>—is a leading provider of software, strategies, and services developed exclusively for higher education. With more than 35 years’ experience delivering enterprise solutions to colleges and universities, Jenzabar is the trusted technology partner of choice on more than 700 campuses worldwide. Jenzabar’s comprehensive family of award-winning products combines fully-integrated student information and business office systems with an Internet portal; constituent relationship modules; and learning management, institutional intelligence, and continuing education and workforce development systems. Jenzabar software and services drive constituent satisfaction, operational excellence, and institutional success in three key areas: enrollment, retention, and advancement (ERA<sup>™</sup>).

**New Ventures of Regis University (NVRU)**—is recognized for its leadership in the application of the art and science of adult learning. NVRU has resident expertise in all aspects of starting, maintaining, and growing accelerated adult education programs. In response to the dramatic growth in online learning, NVRU launched the *Online Consortium of Independent Colleges and Universities* in 2005. Through this consortium, member institutions can gain access to high quality, time-tested, fully developed courseware without the risk and costs associated with offering online programs. NVRU is part of Regis University, which currently serves more than 14,000 adult learners.

**Royall & Company Advancement Services**—works exclusively with colleges and universities to achieve—and often exceed—their enrollment and advancement goals through comprehensive, customized direct marketing programs. In undergraduate and graduate admissions, Royall’s strategic recruitment programs help shape more desirable entering classes. In advancement, Royall’s programs engage parents and alumni, encourage giving, and help build a stronger pipeline. A unique combination of technology, creativity, and human insight delivers superior results year after year. To learn more, call 800-899-7227 or visit [www.royall.com](http://www.royall.com).

**Starfish Retention Solutions, Inc.**—is a leading provider of student success systems. Deployed at more than 80 institutions, Starfish Retention Solutions web-based systems make it easy for the whole campus to contribute efficiently and effectively to student success initiatives through early alert, appointment scheduling, student tracking, and assessment. Starfish provides the evidence administrators need to evaluate academic and student services programs and foster continuous performance improvements. Learn more about how Paul Smith’s College improved second year student persistence by 12 percent using Starfish at [www.starfishsolutions.com](http://www.starfishsolutions.com).

**SunGard Higher Education**—serves colleges and universities worldwide, helping them build the resources they need to support new communities of learners. Today, 1,800 higher education organizations, 14 million students, and thousands of educational communities around the world rely on the firm’s broad portfolio of solutions and expert guidance to find better ways to teach, learn, manage, and connect. To learn more, please visit [www.sungardhe.com](http://www.sungardhe.com).

**The Chronicle of Higher Education**—is a source of news, information, and jobs for college and university faculty members and administrators. Based in Washington, DC, *The Chronicle* has more than 70 full-time writers and editors as well as 17 foreign correspondents around the world. *The Chronicle of Higher Education* is a trusted resource for the leaders of academe.

**The Dysart Group, Inc.**—is a higher education consulting firm specializing in admissions, financial aid, retention, and revenue growth. The firm has worked collaboratively with more than 150 colleges and universities to achieve extraordinary results. Its detailed analysis and strategic initiatives have enabled client institutions to secure all-time record enrollments, improve academic quality, and grow revenue.

**The Learning House, Inc.**—is an online education solutions partner that helps colleges and universities develop and grow high-quality online degree programs and courses. Partnering with more than 80 colleges and universities in 28 states and Europe, Learning House offers a “no upfront cost” model that enables institutions to achieve online education success efficiently and affordably. Learning House provides a comprehensive online campus solution that includes online course development and publishing, program marketing, enrollment management support, learning management system customization and hosting, faculty and staff training, 24/7 technology support, and industry best practices consulting.

**The New York Times**—is committed to supporting the essential work of educators and colleges and universities. Chief academic and chief advancement officers are invited to meet with *The New York Times* staff to discuss ways they can develop a partnership with their college or university.

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