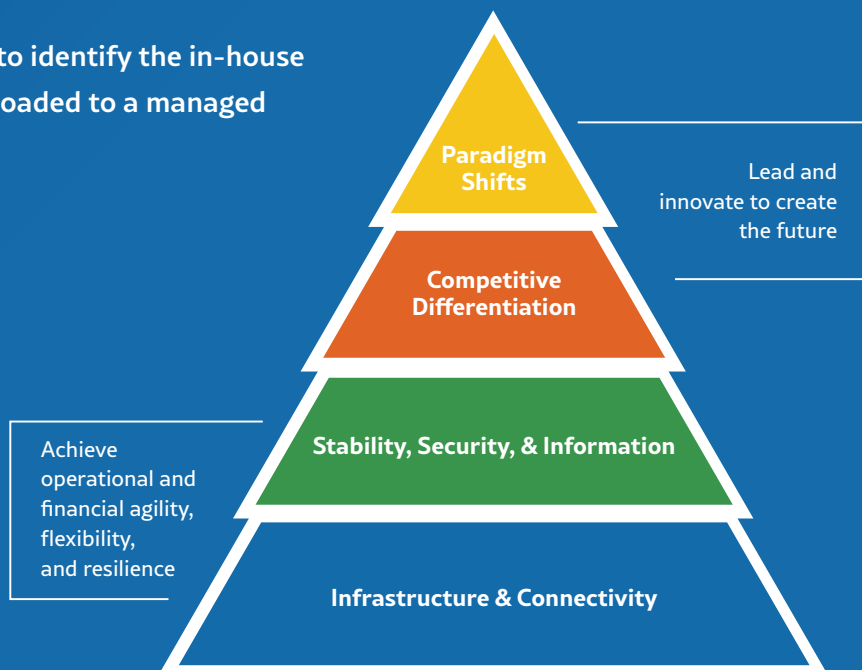APOGEE

worksheet

Building the Case for Managed Technology Services to Speed Up Campus IT Innovation

Let's use Maslow's Hierarchy of Needs applied to IT to help you determine which in-house IT operations are slowing down innovation so you can build the case for managed technology services.

Infrastructure and connectivity are the foundation of IT and are operationally intensive and time-consuming. The next layer is stability, security, and information, where you secure your campus from cyberthreats and enable data-driven decision-making.

When these two operational foundations are strong, you can speed up innovations such as smart buildings, robust CRM systems, and student analytics, that will help your campus differentiate and drive paradigm shifts.

Answer the questions below to identify the in-house IT operations that can be offloaded to a managed technology services partner.

Paradigm Shifts

Lead and innovate to create the future

Competitive Differentiation

Achieve operational and financial agility, flexibility, and resilience

Stability, Security, & Information

Infrastructure & Connectivity

Infrastructure & Connectivity

What projects on your team fall in this category?
Next to each project, estimate the percentage of time your team spends here each week and each month.

	Weekly	Monthly

Which projects or common tasks take up more time than you anticipated?
How much time do you want to free up from these projects or tasks?
Which of these projects or tasks could be handled by a managed technology services partner?

Stability, Security, & Information

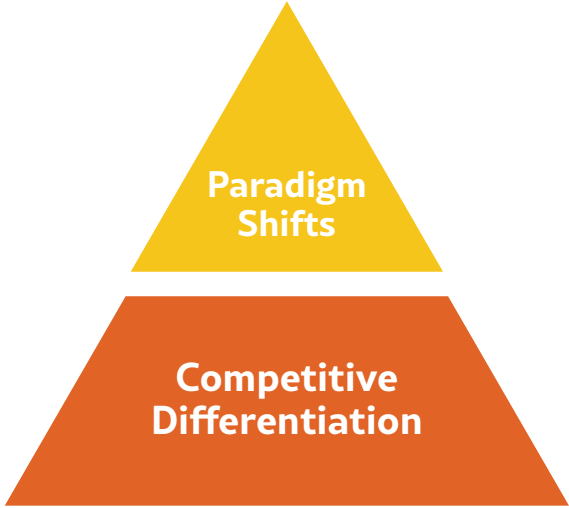What projects on your team fall in this category?
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	Weekly	Monthly

Which projects or common tasks take up more time than you anticipated?
How much time do you want to free up from these projects or tasks?
Which of these projects or tasks could be handled by a managed technology services partner?

Paradigm Shifts

Competitive Differentiation

What projects fall into these two categories?
Next to each project, estimate the percentage of time your team spends here each week and each month.

	Weekly	Monthly

What innovation projects would your team be able to take on if you were able to free up at least 50% of their time in the foundational operational areas?

ABOUT APOGEE

Established in Austin in 1999, Apogee is a leading provider of managed technology services that enable colleges and universities to innovate to enrich the campus experience and foster student vitality. Uniquely positioned to serve higher education, Apogee supports a community of more than one million students and administrators at nearly 400 colleges and universities nationwide. The company's comprehensive managed services portfolio includes managed campus networks and IT services, residential networks (ResNet), campus engagement, and cable TV and streaming video.

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