MICROSOFT DYNAMICS CRM for EDUCATION (K-12)

Dell’s Microsoft Dynamics CRM Practice focuses on the challenges faced by today’s primary and secondary education institutions by focusing on teacher recruiting and retention, student management and certification management.

OVERVIEW

Primary and secondary education institutions face increasingly leaner budgets, more rigorous reporting and testing standards and a push to be more focused on individual informational needs. By improving business operations, institutions gain the ability to provide effective student and resource management and effective learning experiences within the constrained budget. Microsoft® Dynamics™ CRM assist administrators in operating more effectively by providing up-to-date and easily accessible information, supporting security-enhanced access to data and integrating a variety of information and systems to comply with mandated guidelines. Timely information allows administrators to use all available funding for the proper intentions and allows administrators the ability to accurately forecast costs for future budgeting.

MICROSOFT DYNAMICS - CRM

Microsoft® Dynamics™ CRM is a complete citizen-relationship management solution that provides the invaluable capability to attain a 360-degree view of a school or district and the necessary tools to create and maintain a clear picture of the information educators and administrators need, whether it be student management, teacher recruitment, or outreach and correspondence. Microsoft Dynamics CRM drives consistent and higher levels of efficiency with improved workflow tools that enable cross-departmental collaboration and productivity. The versatile Microsoft Dynamics CRM allows multiple organizations to be hosted on a single CRM server. Microsoft Dynamics CRM’s multi-tenancy offers the ability to choose on-demand, on-premise, hybrid, or self-hosted implementations all delivered on a common architecture and data model.

Microsoft® Dynamics™ CRM helps enable education institutions to:

- Provide information to staff, students and other key stakeholders
- Actively track and manage grants and contract funding
- Support and monitor student and teacher performance against mandated guidelines
- Effectively manage teaching staff and placement by tracking qualifications, skills and availability
- Improve information flow between administrators and parents and regulatory agencies
- Improve communication and collaboration between staff and administration
- Streamline the management of student records
YOUR CHALLENGE

- Increased expectations of parents, local education authorities, government agencies and higher education students.
- Outdated systems often do not support real-time or online information sharing
- Enormous cost pressure due to budget cuts and reduced funding
- The need to effectively use technology to enhance communications within school systems and external entities
- The need to enhance the “real-life” learning experiences through curriculum and corresponding technology advancements

FEATURES AND BENEFITS

- Streamline the management of student records – attendance, curriculum, discipline, extracurricular activities, and more – and have the information at hand when responding to requests by parents, students, or other departments or institutions.
- Ease recruiting and retention challenges using out-of-the-box capabilities for prospecting and recruiting qualified teachers to meet federal regulations. School district administrators can use Microsoft Dynamics CRM as a performance-evaluation tool.
- Streamline business and approval processes for administrative departments.
- Manage student learning activities and programs internally, and collaborate externally with other institutions.
- Manage transportation, food services, and asset management cases across your entire district or campus(es).
- Eliminates the paper process when managing the teacher certification process and other career-related processes.

WHY DELL

Dell is one of the leading partners in the United States for Microsoft Dynamics as demonstrated by being named to the Microsoft Dynamics Inner Circle, which recognizes the top one percent of partners globally. We have gained invaluable real-world experience through addressing a variety of business issues from a variety of industries. In addition, we have discovered the best practice approach to implementation in each area to help ensure the successful deployment of a solution, delivering positive impact to bottom-line revenue generation. We are able to provide an end-to-end solution, from the infrastructure needed to initiate the project through to development required to build on the already rich out-of-the-box functionality.

GETTING STARTED

We follow the standard engagement process of a workshop to clearly understand your requirements, challenges and key stakeholders. We can then follow this with an in-depth assessment with interviews of key stakeholders and a review of existing systems. After conducting the assessment, Dell Consultants will deliver a report with findings and recommendations to help you get the most from your business intelligence initiative.

ABOUT DELL GLOBAL SERVICES

Dell Global Services simplify the management of your IT environment so you get up and running quickly, with lower deployment costs, fewer hassles and less time spent on non-strategic tasks. You pay only for the services you need, gain instant access to the latest innovations without additional infrastructure investment and take your business from maintenance to momentum.

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