

Procurement Critical to Cost Management & Supply Chain Efficiency

Our previous infographic (*Student Satisfaction & Rising Costs Threaten Higher Ed Institutions*) showed that procurement is well-positioned to influence spending. What's the impact of enrollment?

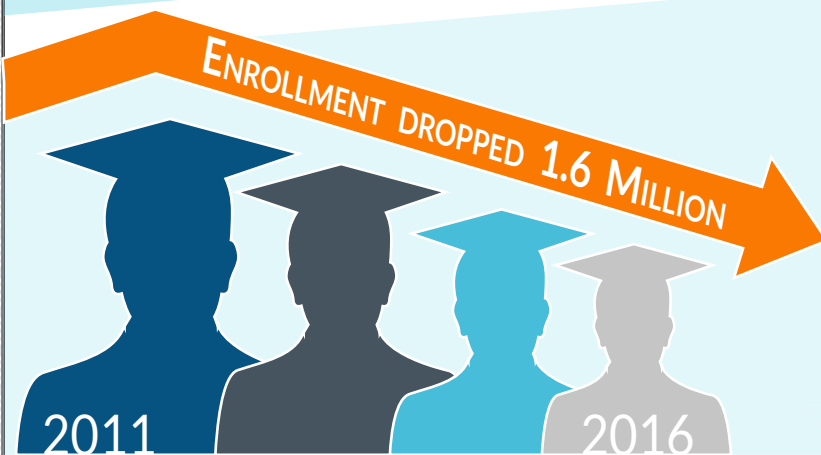
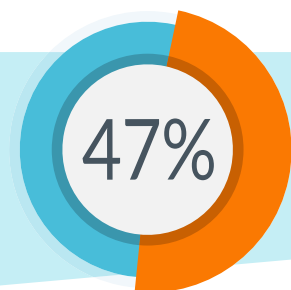


THE IRON TRIANGLE

College presidents know that any change in one factor will inevitably change the others

INCREASING TUITION IS NOT THE ANSWER

47% of Americans think that a 4-YEAR DEGREE is NOT WORTH THE COST



Nationwide, the # of enrolled college students dropped from 20.6M in 2011 to 19M in 2016

85% of Admission Directors are worried they won't hit enrollment goals



PROCUREMENT CAN HELP

\$400K - 700K

Depending on the size of your school, that's the average amount procurement pros save their institutions



Sources of Inspiration

- The Chronicle of Higher Education 2017 The Future of College Enrollment
- Recent poll from NBC News & the Wall Street Journal
- Inside Higher Ed's annual Survey of College and University Admissions Directors
- Operational Assessment study conducted by E&I