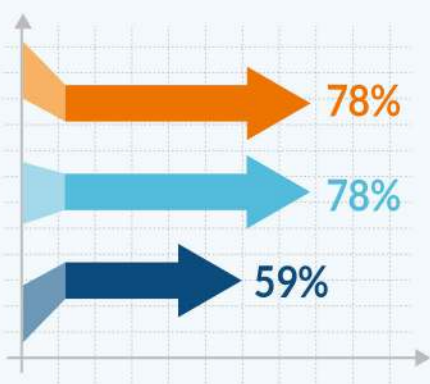


Student Satisfaction & Rising Costs Threaten Higher Ed Institutions



TOP 3 STRATEGIC PRIORITIES of institutions over the next 3 years:
 enhancing the student experience
 improving operational efficiencies
 reducing costs



ONLY 28% of colleges & universities surveyed received satisfaction ratings from alumni above 75%



Cost increases are expected to stay at around 5% through 2033

5%

FAILURE ...

... TO CREATE EFFICIENCIES/REDUCE COSTS

FEW WILL SEE REVENUES INCREASE BY MORE THAN 3%



400 Presidents & Chancellors of 4-year colleges report that, now more than ever, **finances dominate what they think about** on a daily basis



PROCUREMENT IS WELL POSITIONED TO ADDRESS SPEND: responsible for the 2nd largest area of spend on campus, behind salaries