

The Build Track Partner Solution Integrations



Partners Build Success

In the fast-moving world of cloud technology, our customers expect seamlessly integrated solutions, to provide value to the next generation of education and learning. To ensure we are meeting customer demands and support the open SaaS platform for the Higher Education Industry, Ellucian is strengthening its Partner Integration Model via the Ellucian Integration Platform.

The Ellucian Integration Platform is Ellucian's integration hub that centralises and standardises integrations between Ellucian ERPs, Ellucian Partners, and custom developed applications, eliminating the need for point-to-point integrations.

SaaS safe APIs, integration standardisation, and quality assurance means that Partners will be equipped with the solutions and know-how to achieve continued success alongside Ellucian in the higher-education technology industry.

Solution Integration Journey

We are excited to introduce the Ellucian Partner Network (EPN), our reimagined Partnership Program. With the EPN, we are shifting our focus towards Partners' Solutions and how well they work for customers in a SaaS environment.

What does this mean for Partners?

- **Partner Integration Model:** The Partner Integration Model has been simplified, reducing the numbers of steps, increasing the support from Ellucian and investing in resources and documentation, to align our Partners with Ellucian's strategic goals.
- **Clear Verification Process:** Partner's solution will go through a verification process to ensure that it is ready for adoption in a SaaS environment. This means that solutions will be tested and verified by Ellucian and will receive a badge that indicates the solution is integrated and SaaS ready. This clear verification process will give customers confidence in their selection of the right solution for their needs.
- **Simpler, solution based, categorization:** We are moving away from complex Partner tiering and introducing two solution-based categories: Affiliate Solution (not SaaS ready) and Advanced Solution (SaaS ready). Customers will find it easier to identify which solutions are integrated, and which ones are not. The status of each solution will be refreshed annually.
- **Improved Enablement:** A stronger, more user friendly, enablement framework will support selected Partners to meet their integration timeline and deliverables. Partner will have access to educational videos, technical resources, and the expertise of Ellucian Consultants.
- **Easier route to market:** Advanced Solutions will qualify to our refreshed Build Track Go-to-Market (GTM) pathways. This allows Partners to increase their revenue potential and access a wider customer base; maximizing the value of their relationship with Ellucian.

The Partner Integration Model

Functional & Technical Training

Product and Integration Training available for all Partners.

Integration Planning Session

Your dedicated account representative will work with you to create an integration timeline.

Moving to SaaS

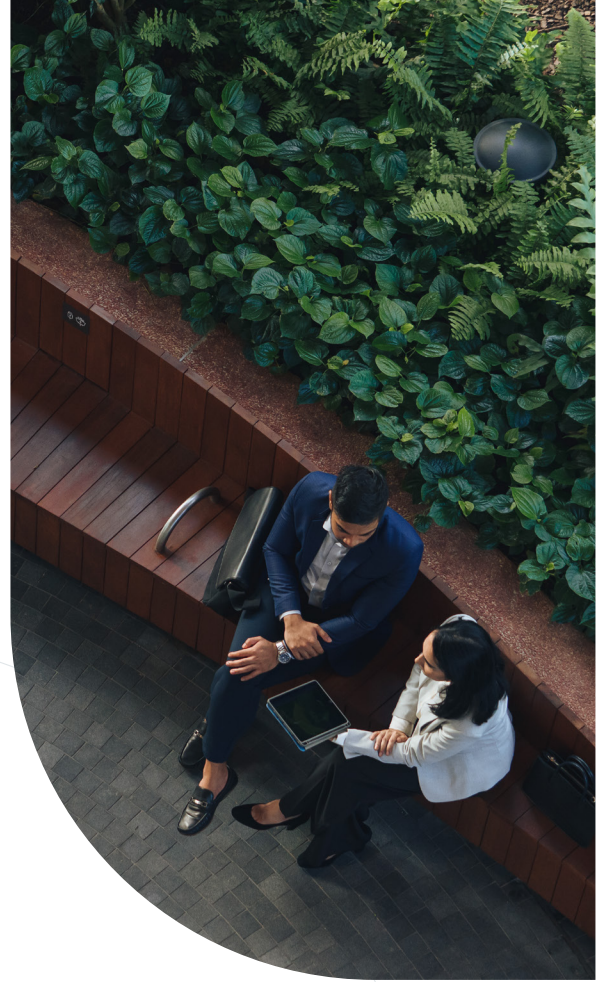
You will be equipped with the knowledge and information to modernise solutions for SaaS.

Solution Verification

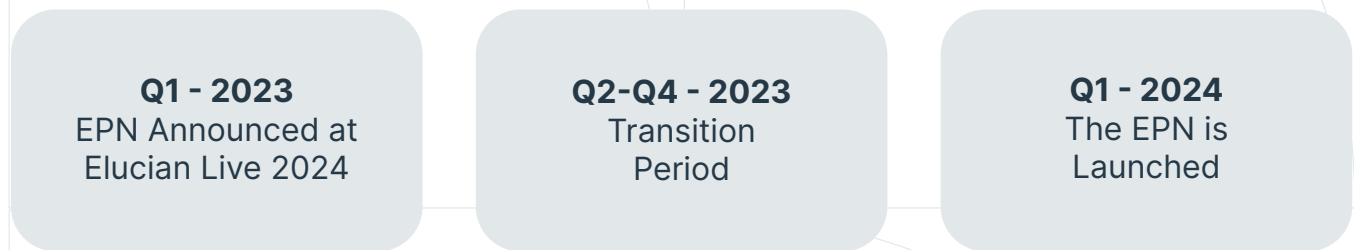
Our specialists will test your solution integrations to ensure that they are SaaS ready and meeting functionality criteria.

Badging

Integration Badge awarded to Solutions that integrate effectively with the Ellucian Integration Platform.



Timeline



For more information, contact your business development representative or Partnerships@ellucian.com