

# HTS Initiative

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HIGHER TECHNOLOGY  
S O L U T I O N S



## 35/20 OnPoint Initiative

### Effective Consulting

#### The 35/20 OnPoint Approach can be utilized by

- Community Colleges or Two Year Schools
- Small or Private Institutions
- Mid Market Universities
- Large Universities
- Multi-Campus Implementations
- Adult and Continuing Education Offices
- K-12 Institutions

Provides a foundation for ownership of the Product

35/20 is a new cost effective consulting service supported by our OnPoint Methodology. HTS understands that billing clients consistently for 40 hours a week is not always the most cost effective way to implement. The 35/20 approach allows you to utilize consulting effectively and efficiently. It provides you guidance but does not overwhelm you with consulting costs. HTS will come on site for 35 hours every other week providing highly focused support. We then identify tasks and work with you on those tasks remotely for 20 hours on the alternate weeks. The 20 hours can be supported by the consultant who was on site or by our OnCore Lab consultants. Our goal is to support you in learning the product and becoming less dependent on consulting while offering readily available support. This deliverable- and milestone-based methodology has been used at many schools to provide them with a very cost effective solution.

### Benefits of the 35/20 Approach

■ Saves up to 40% off Traditional Consulting Costs ■ Sets a foundation for effective knowledge transfer ■ Provides effective 35 on site hours and 20 remote hours utilized on alternative weeks ■ Guides and provides support to client leads and allows client team members to take ownership of the project ■ Effective as an Implementation approach or OnTarget solution to meet specific project needs ■ Consultants and consulting hours are staggered so their time is utilized more effectively ■ Managed by deliverables and milestones that reduce risk and ensure progress ■ Provides implementation guidance while encouraging ownership of the product ■ Allows the use of multiple cross-functional Subject Matter Experts (SME's) from the OnCore Functional Lab to meet particular process integration needs.