20 Most Promising Education Tech Solution Providers

The education sector is evolving with nature defining speeds towards new ways of teaching and learning. The metamorphosis is brought out by advent of technology in education. Smart mobile devices, social networking, virtual classrooms, identity management systems, faculty evaluation systems, data analytics and array of educational technologies have taken education to all new heights—both within and outside the classrooms.

The major change is reflecting in the traditional book based learning that is being replaced with digital solutions. With this, teachers now have the ability to engage students in better ways like projecting the 3D image of DNA on to the screen and simulating the process of Meiosis and Mitosis. The same technology can be applied to any streams of learning. Assisting these learning methods are a multitude of smart devices, which were earlier considered as distractions for students. But the very devices are now leading way for immersive learning. Teachers are distributing learning contents to all the students' devices and roam across the class instructing and helping individuals with doubts.
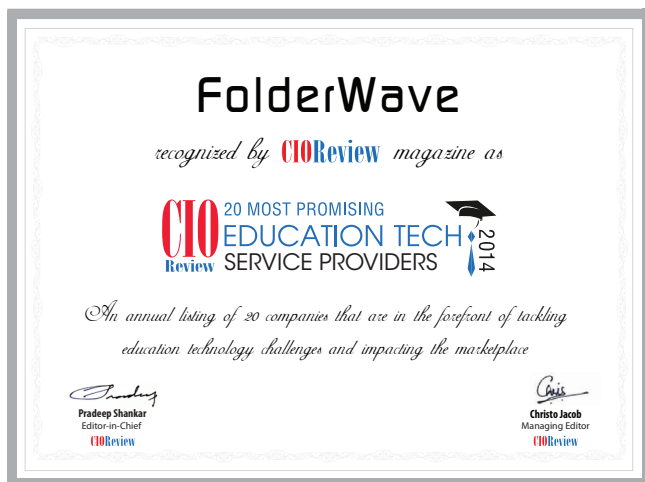
Technology is also helping the institutions to better cater to student's idiosyncrasies, through data analytics. The historic academic data is analyzed with respect to student's social background, their interests and the current trends in education to guide them towards the best courses and colleges available and also help design best teaching methods to suite their learning abilities.

With universities growing in size, establishing various branches and offering online education, it becomes necessary to securely manage student and staff data, ensure strict and smooth authentication processes and manage identities. All these needs are catered by identity, student and faculty management systems.

There are array of such technologies that are changing education landscape for good. Now the teachers have better instructional tools, administrators have better management tools and students have better learning tools. Behind the scenes are group of companies that are fueling this educational transformations through their innovative technological solutions.

In this edition of CIO Review, we bring to you "20 Most Promising Education Technology Solution Providers 2014" and "20 Most Promising Education Technology Service Providers 2014," featuring the best solution and service providers offering technologies and services related to Education. The companies listed here showcases extensive business knowledge and innovative strategies combined with talent base across locations.

A distinguished panel comprising of CEOs, CIOs, CMOs, VCs, analysts and CIO Review editorial board has selected the top players from over thousand companies. The listing provide a look into how education solutions work in the real world, so that you can gain a comprehensive understanding of what technologies are available, which are right for you, and how they shape up against the competition.

FolderWave

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CIO Review **20 MOST PROMISING EDUCATION TECH SERVICE PROVIDERS** 2014

An annual listing of 20 companies that are in the forefront of tackling education technology challenges and impacting the marketplace

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Company:

FolderWave

Key Person:

Robert Burke,
Co-founder & President

Website:

folderwave.com

Description:

FolderWave provides automated information processing solutions to education institutions to help them better manage admissions, enrollment, financial aid, and more.
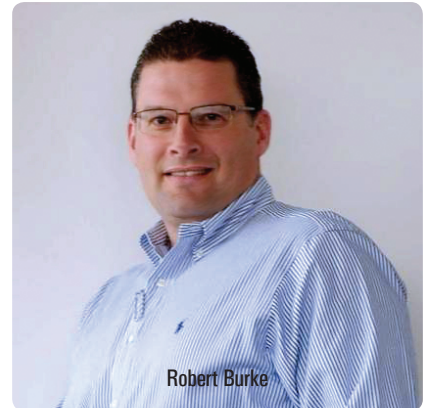
FolderWave
Using the Cloud to Increase Enrollment

The problems solved by Wittenberg University in Springfield Ohio are an excellent example of challenges faced by many other colleges and universities across the United States. The volume of applications for admission is already increasing exponentially for many institutions, placing strain on both operational and evaluation processes. In Wittenberg's case, it was understood well in advance that a successful strategy to significantly increase enrollment would require an intentional increase in applications from newly targeted sources. Recognizing the risk that this additional volume would overwhelm their highly-manual admissions processes, Wittenberg partnered with FolderWave of Westford, MA to not only enhance capacity, but rethink and enhance their operation. FolderWave offered its client a cloud-based, document, case and content management solution including business-process automation in a single, fully-integrated system. Services were delivered via the

increase while redeploying staff in both IT and Admissions. In the final analysis, the Wittenberg-FolderWave partnership yielded a 12 percent increase in enrollment in its first year.

Successes such as these are becoming commonplace for FolderWave, whose college and university clients utilize offerings that are remotely-hosted, secure, and implemented to optimize existing—as well as envisioned—institutional business processes. The company's product suite is comprised of ten, fully-integrated components including Inquiry and Application processing, Graduate and Undergraduate Admissions, Financial Aid, Transcripts, Academic and Alumni Records, Contract and Grants Administration along with an Integrated CRM.

"A key mandate of Higher Education is that every applicant receives a fair and comprehensive evaluation. Benefits accrue to both student and institution when a class is enrolled according to institutional goals. Students have a better chance of

Robert Burke

money are spent in an effort to amalgamate and interpret data that is typically segmented within multiple systems. "Good money is being spent to assemble what should already be integrated in the first place," Burke said. "FolderWave provides ready access to data from within its system along with the tools for comparative reporting and analytics. Since we already house a vast array of data in one place, the logical next step was to create a platform to enable ongoing analysis, which we now offer as part of our Enrollment Cloud solution."

FolderWave's implementation methodology, as well as the breadth of its products and services, separates it from its peers. Its products are easily tailored to existing business processes at the university, college, or department level, and are flexible enough to rapidly incorporate changes driven by external considerations such as market demand or new program offerings. The company partners with its clients, providing not only implementation services, but ongoing support for process and technology enhancement. "We take pride in the fact that staff freed from the care and monitoring of a traditional system are frequently redeployed in ways that support the applicant more directly," concludes Burke.**CR**

> ## "The best technology solutions in Higher Ed build upon the true intent of existing processes and the knowledge of those who've worked with them "

web—replacing physical documents with digital images and data feeds.

"With paper removed from the equation, document acknowledgement was reduced from two weeks to fewer than 48 hours," said Karen Hunt, Wittenberg's Executive Director of Admissions. What's more, efficiencies such as web self-service for students, targeted communications, and enhanced reporting allowed Wittenberg to accommodate an 8 percent application

success and institutions see an increase in student retention—a critical factor that impacts not only an institution's reputation and its financial stability. What's more, the experience is usually better for the applicant," remarked Robert Burke, FolderWave's Co-founder and President.

Many times institutions depend on interpretation of data by outside consultants or vendors. This results in a sort of paradox, where significant amounts of time and