





The higher education community is at an inflection point. College and university leaders, including presidents, chancellors, provosts, finance, technology and HR leaders, are facing unprecedented disruption across the academic enterprise. Deloitte understands the unique culture of higher education, and we take an issue based approach to serving our clients. On these disruptive issues in higher education, think Deloitte:



**Financial and  
operational efficiency**



**Technology  
transformation**



**Student experience**



**Cybersecurity**



**Organizational  
leadership**



# A fresh perspective

Deloitte is dedicated to advancing the mission of higher education by working hands-on with institutions nationwide to achieve lasting, impactful and measurable results. We understand no two higher education institutions are alike — and that every issue can have broad implications, which is why our approach is designed for flexibility, collaboration, and start-to-finish support. Our team brings together experience in the higher education sector, along with experienced analysts, strategists, and implementation professionals. We're here to listen, learn, and solve the hard problems.



# How we can help

A recognized leader in the higher education space, Deloitte has solved complex problems on over 900 projects with public and private higher education institutions nationwide. Deloitte's higher education team has experienced professionals and industry leaders that turn ideas into impact for your institution. Our professionals have solved some of the toughest higher education challenges for our clients, including operational and financial transformation, student experience redesign, enterprise technology solutions, organizational leadership, and change management.

Learn More at  
[www.deloitte.com/us/higher-ed-services](http://www.deloitte.com/us/higher-ed-services)



# Financial and Operational Efficiency



# Improve institutional performance

Higher education CFOs and senior leadership teams today face many new cost pressures and growing regulatory and compliance requirements. Not to mention opportunities and risks that come with rapidly changing technology. Deloitte takes a holistic approach to problem-solving, working collaboratively to advance financial efficiency and operational effectiveness across the entire higher education institution.

## The Deloitte Difference

Drawing on the strength of Deloitte's network and full suite of resources and capabilities, we offer tailored support for higher education CFOs and their teams – helping to identify, set, and execute their strategic vision and improve institutional performance. Our professionals have deep knowledge of the unique challenges facing universities today and work closely with CFOs and other higher education finance leaders to gather, interpret, and deliver insights that inform timely decisions. Together, we develop an approach that drives university-wide value for students, faculty, and staff.

Learn More at  
[www.deloitte.com/us/higher-ed-operations](http://www.deloitte.com/us/higher-ed-operations)



# Technology Transformation



# Build a secure and flexible technology infrastructure

As the central nervous system of the modern academic enterprise, technology infrastructure can seem almost impossible to effectively modernize. Deloitte helps college and university leaders identify and transform to scalable, integrated higher education technology solutions that increase security, protect data, reduce costs, and foster a culture of innovation and collaboration.

## The Deloitte Difference

Our technology professionals for higher education have years of relevant experience solving complex problems for higher education clients. Deloitte's long-standing working relationships with a broad range of service partners give us the ability to build highly customized solutions. No matter what your unique situation requires — whether it's enterprise technology solutions, IT strategy support, or analytics and information management — our system integration specialists are with you all the way: from requirements planning and testing, through deployment, and beyond.



Learn More at  
[www.deloitte.com/us/higher-ed-technology](http://www.deloitte.com/us/higher-ed-technology)



# Cybersecurity

# Safeguarding student information, data, and assets

In a world where digital environments are an embedded part of the higher education institution, it's important to protect student, faculty, and research data while allowing space for effective collaboration. While cyber attackers adjust their tactics at an alarming pace, college and university Chief Information Security Officers (CISOs) and their security leadership teams also face high expectations from senior academic and administrative leadership to develop and maintain a sound cyber risk and governance regime. In addition, they face a constantly shifting regulatory environment as well as an erosion of direct control over the complex and quickly changing technology environment. Deloitte can help colleges and universities become more diligent and deliberate in being secure and resilient, focusing on policies and controls — utilizing standards such as NIST800-171 — to prevent the compromise of their most risk-sensitive assets and operations.



## The Deloitte Difference

Deloitte is a leader in cyber security, risk, and governance, providing end-to-end capabilities for the spectrum of cyber threats in higher education. Our Cyber Risk Services practice is founded on Deloitte's depth of experience in risk, regulation, and technology. We help colleges and universities achieve the fundamentals faster, by leveraging our engagement accelerators, extensive industry experience, and deep cyber risk domain knowledge to safeguard risk-sensitive assets and operations.

Learn More at  
[www.deloitte.com/us/higher-ed-cybersecurity](http://www.deloitte.com/us/higher-ed-cybersecurity)



# Student Experience





# Engage students and alumni in more meaningful ways

Deloitte's Higher Education practice consists of former higher education administrators, leaders, and specialists, complemented by our world-class analytics capabilities, to impact the student and alumni experience. We understand and appreciate the changing landscape in the way both non-traditional students and the new traditional student learn and interact. Deloitte works collaboratively with higher education leaders, including presidents, provosts, and chancellors to engage students and alumni in meaningful, lasting ways to foster positive outcomes.

## The Deloitte Difference

Today's student experience is vastly different from past generations. The latest technology can help reach students in creative ways, but one-off implementations don't fix underlying issues or outdated thinking. Deloitte works with provosts and other enrollment management stakeholders to create long-term strategic action plans and rethink what it means to engage with student bodies today. Our team brings together highly accomplished higher education professionals and enrollment analytics specialists who study data to identify anomalies and trends to turn insights into positive outcomes for your institution.

Learn More at  
[www.deloitte.com/us/higher-ed-student](http://www.deloitte.com/us/higher-ed-student)



# Driving organizational leadership, talent, and culture in higher education

Shaping employee culture, often on a very limited budget, is a challenge for any industry. This is especially true in higher education, where schools are only as strong as the quality and reputation of its faculty, students and staff. Deloitte recognizes that people are the most valuable part of an institution and we work with human resource leaders to develop and implement human capital transformation strategies focused on talent development, organizational change, leadership development, employee experience, and talent transformation.

## The Deloitte Difference

As a leader in human capital, Deloitte provides a set of end-to-end services designed to focus on every aspect of the issues facing higher education CHROs. We help colleges and universities create organization-wide change, strengthening employee experience and developing plans to attract, develop, and retain a talented and engaged workforce. Our consultative teams combine organizational specialists with seasoned higher education professionals who understand first-hand the unique challenges of higher education. And our in-house HR product suite helps to accelerate strategies while offering quick access to valuable insights.



Learn More at  
[www.deloitte.com/us/higher-ed-talent](http://www.deloitte.com/us/higher-ed-talent)

# Featured Clients

Deloitte has been serving higher education for over nine decades, from large public research institutions to small, private, liberal arts colleges, state systems of higher education, academic medical centers, community colleges and higher education research foundations and organizations.

Deloitte has served more than 175 institutions of higher education across our multidisciplinary consulting, advisory, audit and tax service offerings, including:

- 10 of the top 10, and 20 of the top 26 national universities;
- 19 of the top 25 private universities;
- 8 of the top 10 public universities



# Clients Include

Berklee College of Music  
Brandeis University  
Brigham Young University  
Brown University  
Columbia University  
Cornell University  
Duke University  
Emory University  
Florida State University  
Georgia Institute of Technology  
Georgetown University  
Harvard University  
Indiana University  
Johns Hopkins University  
Loyola University Chicago  
Massachusetts Institute of Technology  
Miami Dade College  
Michigan State University  
New York University  
Northwestern University  
Princeton University  
Southern New Hampshire University

Stanford University  
Technical College System of Georgia  
Texas A&M University System  
The Ohio State University  
The Pennsylvania State University  
The University of California, Berkeley  
The University System of Georgia  
University of California, Irvine  
University of California, LA  
University of Chicago  
University of Cincinnati  
University of Connecticut  
University of Michigan  
University of Nebraska  
University of North Carolina  
University of Pennsylvania  
University of Pittsburgh  
University of Texas System  
University of Wisconsin Foundation  
Vanderbilt University  
Washington University in St. Louis  
Yale University

Deloitte Center *for*  
Higher Education Excellence

# Deloitte Center for Higher Education Excellence



## The issue

Higher education institutions confront a number of challenges, from dramatic shifts in sources of funding resulting from broader structural changes in the economy, to demands for greater accountability at all levels, to the imperative to increase effectiveness and efficiency through the adoption of modern technology.

Deloitte's Center for Higher Education Excellence produces groundbreaking research to help colleges and universities navigate these challenges and reimagine how they achieve excellence in every aspect of the academy: teaching, learning, and research. Through forums and immersive lab sessions, we engage the higher education community collaboratively on a transformative journey, exploring critical topics, overcoming constraints and expanding the limits of the art of the possible.

"We wanted to provide an incubator to engage clients, create strong and meaningful partnerships, and celebrate the mission of teaching and research in higher education."

- Bill Eggers, Executive Director  
Deloitte Center for Higher Education Excellence

Learn More at  
[www.deloitte.com/us/center-for-higher-education](http://www.deloitte.com/us/center-for-higher-education)



# Ask Deloitte About

When people ask, “What’s different about Deloitte?” the answer resides in the truest measure of our organization: The impact we make in the world. We honor that distinction. The largest professional services network in the world, Deloitte provides industry-leading services to the world’s most distinguished organizations, including 80 percent of the Fortune 500, and 20 of the top 26 national universities. Clients count on Deloitte to help them transform uncertainty into possibility and rapid change into lasting progress. Our people anticipate, collaborate, innovate, and create opportunity from even the unforeseen obstacle. We see the impact of disruption on colleges and universities and understand the need to apply a 360 degree lens to serving the academic enterprise – from diversity and inclusion to digital reality. We invite you to ask Deloitte about...

Change Management  
Board Effectiveness  
Digital Reality  
Innovation for Equity in Higher Education  
Business Chemistry  
Diversity and Inclusion  
The Connected Campus  
Global Trends



# Deloitte University Relations Program

Deloitte's University Relations (UR) program is a contributing factor as to why students join Deloitte, prospective clients select Deloitte, and faculty, administration and government influencers seek Deloitte. As the higher education environment continues to be disrupted, Deloitte's UR program is clearly differentiating Deloitte.

## **The University Relations Advantage**

University Relations brings our broad and deep capabilities of the firm together in a seamless and customized way to have a greater impact on a few, strategically aligned universities. When we do this, our brand is strengthened, our professional services increases, and our ability to attract top talent improves.

Learn More at  
[www.deloitte.com/highereducation](http://www.deloitte.com/highereducation)

“University Relations is the hub that connects the dots around so many things that are important to the firm in terms of our acquisition of talent and enhancing our overall relationships with strategic universities.”

**Deb DeHaas** Vice Chairman, Chief Inclusion Officer, National  
Managing Partner, Center for Board Effectiveness

# Contacts

To learn more about Deloitte's higher education practice, please visit [www.deloitte.com/highereducation](http://www.deloitte.com/highereducation) or contact our higher education leadership

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