

Overview of College Consortium

indieEDU is the sales partner for College Consortium in Higher Education

The [College Consortium](#) (CC) is an inter-college enrollment platform that enables member institutions to seamlessly enroll students/share online courses and tuition revenue: **academic sharing**. This Academic Sharing Platform (ASP) allows one school, the Enrolling Member (EM), to book an online course for a student at another school, the Teaching Member (TM), who is offering the class at a discount to fill their empty seats. In this way, the schools create a revenue share, while reducing the cost per credit hour and time to graduation for the student. And in a consortial arrangement, financial aid can be applied as the credits count toward **full-time status at the students' home institution**.

In 2017, the first year of operation for the College Consortium, **students saved over \$1.1 M, while generating almost \$900,000 of new revenue for the participating schools**. One Enrolling Member earned revenue of \$69,000 with 84 enrollments while the corresponding Teaching Members (2 schools) earned \$55,200 and **increased completion rates by 5% and 3%**.

Their ASP technology provides students with more options while allowing institutions to fully customize the courses/schools you choose to make available to them. Teaching Members are institutions which currently offer courses online and can be both a TM and EM. **Enrolling Members can be on ground only schools, hybrid and online schools as all teaching modalities** can take advantage of the multiple benefits of the ASP. With the goals of **improving completion and retention rates, promoting student progress and realizing new revenue**, the benefits to member schools include:

Benefits to the Teaching Member School - Ability to:

- Capture additional revenue from other schools by filling their empty seats in online courses
- Create a new revenue stream and market by partnering with other CC schools

Benefits to the Enrolling Member School - Ability to:

- Access to online and hybrid options without the additional cost, staffing and resources needed to adopt a full online program (i.e. greatly valuable for schools with limited or no online courses today)
- Have a back-up for any student need, faculty issue, or campus event (i.e. natural disasters)
- Augment existing programs to develop and deliver degrees faster/cheaper (i.e. new concentrations)
- Recapture revenue for traditional summer terms
- Access pre-reqs and developmental courses to ensure students can be immediately enrolled/accepted
- Recover students who have dropped or stopped out who can finish their degree remotely: near-alumni
- Offer a seamless teach-out solution for institutions and students at program or school level

How it works:

College Consortium manages 3 datasets/processes between member institutions to automate academic sharing: 1) Student Information 2) Course Information and 3) Revenue between schools. Specifically,

1. TMs identify the courses they want to offer other schools (descriptions, course hours, etc.)
2. EMs decide which courses to offer their students
3. Students login to request a pre-approved course, which then gets approved by the EM (i.e. Registrar)
4. TM accepts the student and loads student data and course enrollment to SIS which feeds LMS
5. TM bills EM through our site which is then paid via ACH (minus the administrative fee for CC)
6. TM loads grades and other details at course completion which is passed securely through site to EM

Building on the base they established in their home state of Texas via the Independent Colleges and Universities of Texas (ICUT), the College Consortium has partnerships with several like associations and consortiums throughout the US. In addition, CC has recently partnered with CCST, the Career College Schools of Texas Association.

For more information visit www.collegeconsortium.org
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