Building a case to use CYPHER for academia

In today's world most educational institutions need a learning management system to manage their activities. CYPHER Learning® is a powerful e-learning solution that can help schools achieve their academic plans, cut costs, and even improve profit. Here's how to construct a successful case study that outlines the benefits of using CYPHER at your school.

1. Do your research

The first step is to gather as much knowledge as possible about the school's needs. Meet everyone that will be affected and start asking questions. Meet the school board and ask about their visions and expectations. Meet the IT folks and ask about all technical aspects involved. Meet the teachers and find out their needs. Meet the students and take the pulse of the academic body.
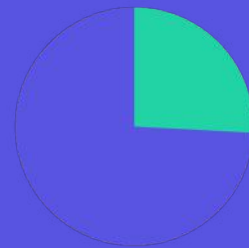
2. Establish the purpose of CYPHER in your school

A learning management system is the engine that powers any learning program. CYPHER offers a centralized environment for creating classes, assigning and submitting homework, taking assessments, collaborating with classmates, and analyzing results.
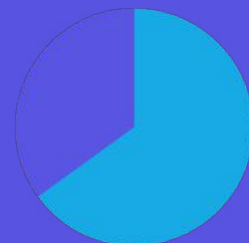
Institutions spent an average of **$70,600** on their LMS **annually**.

87% of institutions use a **web-based LMS**

26% of institutions are **dissatisfied with their current LMS**

65% of LMS users perceive that **using an LMS leads to higher course completion rates**

3. Identify immediate savings

Depending on the institution, a learning management system could be considered a substantial initial investement, so be prepared with data on the imediate savings that CYPHER will bring. Implementing CYPHER allows schools to secure tangible savings in areas such as:

✓ **Reduced record-keeping costs** - grading and attendance data can be stored in CYPHER, so there won't be any more paper-based gradebooks. In addition, the process of grading and attendance is faster and more efficient;

✓ **Paper and stationary** - there is no need to use paper for teaching materials, written tests, or textbooks. Students and teachers can store and access electronic versions in CYPHER;

✓ **Reduced hardware and storage costs** - by using a cloud-based LMS, rather than an internally installed system or a system developed by the school;

✓ **Reduced usage of printers and xerox machines** - you can easily multiply and distribute material with CYPHER;

✓ **Reduced costs with software licenses** - a school uses in average 6 software licenses for different programs. CYPHER can incorporate all those programs and you only pay for one subscription;

✓ **Reduced personal costs** - teaching material is prepared faster, which leads to less hours of overtime. Teachers spend less time grading papers. Tests do not require additional personal for supervision, because the odds of cheating while using CYPHER are minimized;

✓ **Reduced costs with trainings** - by using only one system for school activities, the amount of training required for staff is minimized;

✓ **Reduced communication costs** - parents can use CYPHER to communicate with teachers and access student grades. Absent students can grab their class data directly from CYPHER. Any type of information can be shared securely whether it's to specific groups or the entire school, without having to distribute paper all over campus.

4. Do the numbers

Calculate the exact savings that your school can make within the first year of using CYPHER. Savings might be different from school to school, but here is a worksheet that can help you:

Type of expense	Without LMS	With LMS
Paper and stationery	MU	MU
Record keeping costs	MU	MU
Hardware and storage costs	MU	MU
Software licenses	MU	MU
Personal costs	MU	MU
Communication costs	MU	MU
Training costs	MU	MU
TOTAL	**Total costs without LMS**	**Total costs with LMS**

*MU= Monetary Unit

Total costs for the first year = LMS subscription + Total costs with LMS

Total savings in the first year = Total costs without LMS - Total costs for the first year

Return on Investment = (Total savings/LMS subscription) x 100

5. Long-term benefits

To make a strong case, you must include the long-term benefits of using CYPHER, such as:

✔ Higher engagement rate

✔ Higher completion rates and retention

✔ Increased staff productivity

✔ Higher graduation rates

✔ Central hub for all teaching and learning activities

✔ More funds to spend on other activities such as projects and programs, teacher trainings and conferences, BYOD devices, and more

✔ Security of all school data

✔ Better connection between students, teachers, parents and other faculty members

✔ Clear insights on student progress and a better way of helping students in need

✔ Scalability and wider reach

Conclusion

Remember it's important for all faculty members to understand how CYPHER can help improve their tasks and what it means to implement and manage it. Focus on outlining the most important benefits and savings CYPHER can bring.

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