An Opinion: Alternatives for Development of Higher Education Software

	Kuali	An Alternative (Jim Farmer)
Market	Suite including ERP	Higher education—specific non-ERP—the 46%
Products	Major systems	Modules that can later be aggregated
Market Focus	General Ledger, other accounting and Research Administration	Student finance, Research Administration (via partnership)
	Major research universities	Public and private 1,000 to 10,000 students and their operating consortia
Development	Integrated suite	"BBAY" Student-based academic year student information and student finance systems by module
Development approach	"Corporate enterprise"	Small teams (e.g. 4-6)
Delivery package	Suite or major system	Module or combination
Software license	Open source	Limited or proprietary
Information Standards	Higher education	Industry + SIFA and PESC
Regulatory support	Sponsored research, GAAP accounting	Gainful employment (based on curriculum management), Student disclosure information using OneIU design, and institutional data presentation (see federal APIs initiative)
Cloud availability	Internet 2 "Tailored cloud services"	Servicers using cloud-based multi-tenant applications
Training and support	User-based organizations	Red-Hat type support with Internet-based training
Analytics	*unknown*	Hadoop/R support for installed modules
Learning systems integration		Advanced Distributed Learning (Tin Can API)

Note: The Kuali responses were derived external to the organization from historical documents and observations of the development processes. It does not represent the official position of the Kuali Foundation or any of the participants. The alternative is based on "guerrilla marketing" when there are significantly fewer resources than established vendors have for development and marketing.