How a Higher Education Organization Faced the Challenges of a Shrinking Market By Democratizing Their Analytics

The Challenge:

Over the last few years, a leading for-profit higher education company — and the entire industry — has been feeling the push to survive negative public perception, increased regulations, and intense scrutiny from students and the government.

Shrinking enrollment rates have been driving the company’s profits and stock price down. If our client wanted to continue to thrive, it was critical for them to prioritize, focus, and evolve their operations.

To face their challenges, our client needed a single, accurate version of their Profit and Loss (P&L) reporting system. They needed to be able to ensure they were properly allocating their financial resources, securing new funding, and forecasting the organization’s financial needs.

“We have been working on controlling costs, freezing tuition rates, and making targeted investments. We need a way to reach our higher education attainment goals without increasing public spending or putting more financial pressure on students.”
First, our solution needed to establish a standard set of rules and eliminate the single-point of failure that existed in the organization—*the technical know-how of the reporting system was limited to one person.*

So, we designed a **dimensional data model** and built a **data mart** using best practices. Then, we built **parameterized reports** of the monthly P&L so the organization could have a single, accurate view.

In the next phase of the project, we built an additional set of reports to handle the remainder of the reporting needs. Lastly, we created a self-service reporting model for analysis. This allowed the organization to simplify the report creation process and gave the financial analysts the time to discover insights and actionable segments in their data. Our solution democratized the organization’s analytics and reporting.

The Delivery:

Our solution was first run parallel to their old platform, but at the end of the financial year, the company made a full switch. **With the organization’s new interactive, self-reporting P&L solution, the finance department is now able to spend their time analyzing anomalies and identifying trends in their data.**

They have been using the solution to drill-down and gain insights into how they can control their costs while reaching their educational attainment goals. They are taking a close look at how they are allocating their funds and making investments in order to grow and increase enrollment rates in a shrinking market.

Now, we are working closely with the higher education company to improve the rest of their financial statements.

The Results:

**Our client now has a scalable and accurate P&L reporting system.** Decision-makers and analysts are getting access to their reports faster, which has improved their ability to make more effective decisions that will allow them to thrive in the market.

Through self-service reporting capabilities, the organization has increased the use of their P&L reporting system. Now, analysts have the flexibility to pull standard reports and create their own ad hoc analysis. **The organization is able to identify patterns where they haven’t been able to before.**

With the ability to view a truthful version of costs and funding, the organization will continue to deliver an affordable educational experience while successfully improving their profit.

---

*Mikan Associates works with companies to produce actionable insights using data and analytics. Learn how we can take your data and improve your business. Give us a call at 1-888-902-1970 for a free 30-minute consulting session.*

**Mikan Associates**

Phone: 888.902.1970 | info@mikanassociates.com | mikanassociates.com

Establishing the connection between analytics and objectives