



## Destiny One: Short Term Workforce Development's Business Solution

September 24, 2021

### System Office

Nate Humphrey, Product Owner & AVP  
Janet Worthington, Project Manager

### Modern Campus

Jeremy Fleming, VP Professional Services  
Mike Cheng, Business Analyst



## ERP Guiding Principles

### Students First

- Develop a reliable, accessible, sustainable and affordable community college system designed around *servicing our students first*

### Business Transformation

- Unify people, processes, and technology to *support student needs* and lead us to a more competitive posture in the higher education and continuous learning space

### Shared Vision

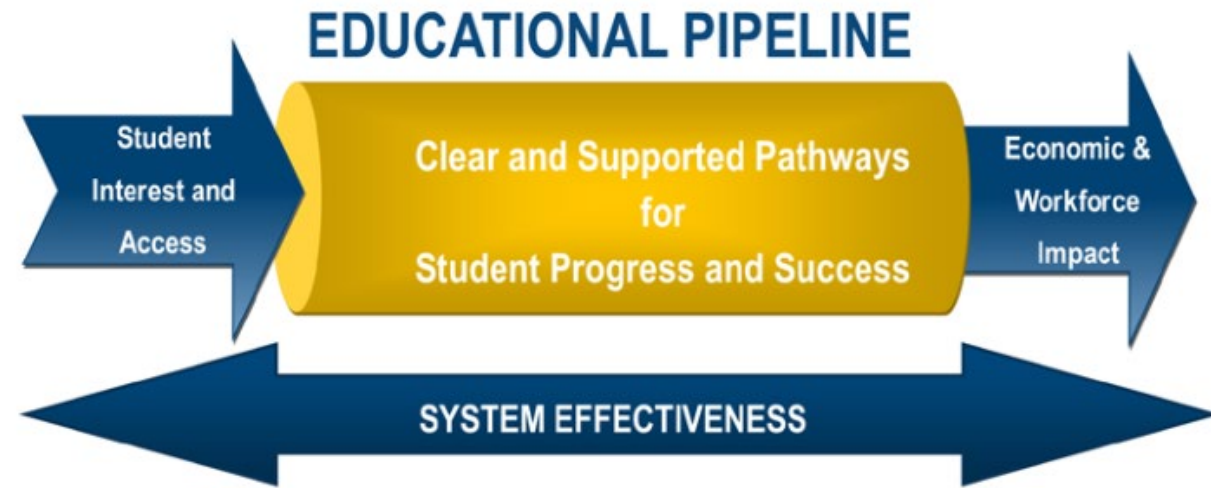
- Be transparent in our coordination, communication, and decision-making throughout the process to *improve outcomes for our students*



# Strategic Plan

## Goal: System Effectiveness

- Advance organizational effectiveness, operations, and decision making to support a cohesive system of nimble, empowered, and community-driven colleges.



## Objective:

- Ensure colleges and the System have access to technology and related infrastructure to meet student and institutional needs.



## Agenda

- **Welcome & Introductions**
- **Project Summary**
- **Demonstration: Development & Integration Work Completed**
- **Pilot College Perspective**
- **What's Next: Release Candidates & Schedule**
- **Questions & Answers**



## Short Term Workforce Development Project Team

**Service Definition:** *Develop and implement NCCCS STWD solution using Destiny One as primary platform.*

Business  
Owner

Dr. Kimberly Gold  
Patrick Fleming

**Margaret Roberton**, Felicia Crittenden, **Janice Heller**, **Barbara Boyce**, **Kara Bosch**, **Lorraine Blahnik**, Cindy Robinson, **Craig Lamb**, **Ken Ingle**, Teronda McNeill-Hueitt, Mona Owens, **Cynthia Martens**, **Manju Shah**, Data & Reporting, Process & Workflow, Technology & Interoperability Task Forces

Stakeholders

Governance

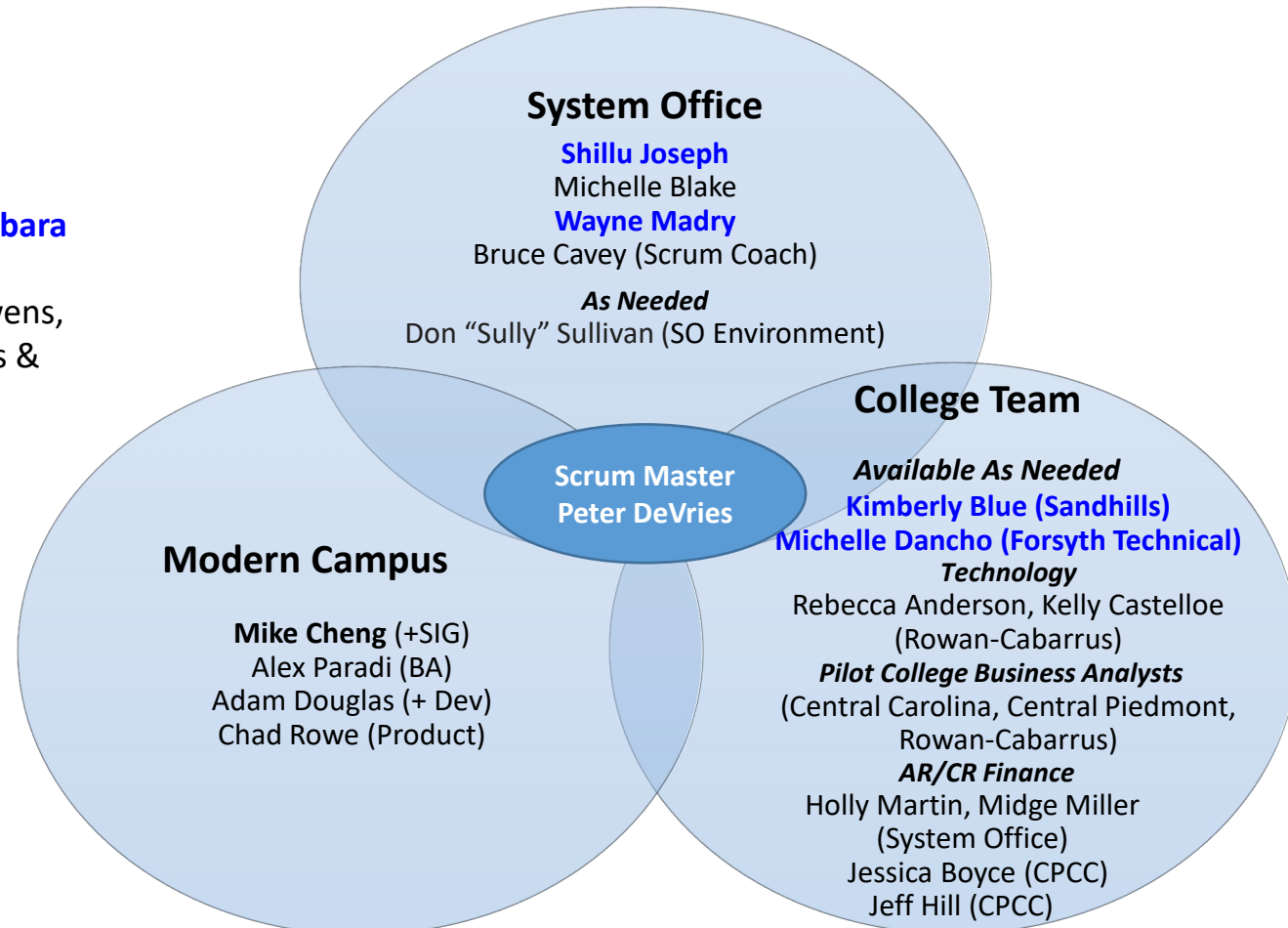
ERP Executive Steering Committee

Product Owner

Nate Humphrey

Project  
Management

**Janet Worthington (System Office)**  
**Jeremy Fleming (Modern Campus)**





## Short Term Workforce Development Cohort 1 Colleges

### Pilot Colleges



### Non-Pilot Community Colleges

<b>Beaufort County CC</b>	<b>Piedmont CC</b>
<b>Forsyth Technical CC</b>	<b>Sandhills CC</b>
<b>Haywood CC</b>	<b>Surry CC</b>
<b>Lenoir CC</b>	<b>Wake Technical CC</b>





# Comprehensive Guided Pathways

## Intake & Barrier Removal

- Food & Insecurity
- Advising



## Continuing Support Processes

- Credit where credit is due
- Student Needs Assessment



**Basic Skills Plus**

- Integrated Education & Training

College & Career Readiness - HSE

**PS Certifications**

- State Regulated & Industry Recognized Credentials
- Employer Defined
- NC Workforce Credentials

**A.A.S. Public Safety Administration**

- Employer defined Competencies
- Credit for Prior Learning

**B.S. Leadership Public Sector**

- Articulation & Transfer
- Involved in development of A.A.S.
- Admission Requirements

**Master Public Administration**

- Senior Partner Relationships
- Admission Requirements



- Partnerships**
- Regulatory Boards & Credential Issuers
  - Employer Advisory Boards



- Partnerships**
- Senior Institutions
  - Employers





**Destiny One's value is managing the business of continuing education and professional development for your entire institution, delivering an Amazon-like e-commerce experience modern learners expect.**

## Grow & Manage Non-Traditional Programs

- Amazon-Like Personalized Student Experience
- Student Discover Programs, Enroll, and Pay
- Agile Curriculum Management & Student Support
- Non-Degree SIS Student Lifecycle Management

## Single Platform for All Non-Traditional Offerings

- Continuing Education & Workforce Development
- Professional Education & Training
- Corporate Partnerships & Conferences

## Lifelong Learner Engagement

- Manage Non-Traditional Student Lifecycle
- Student-First Experience
- Personalized Pathways to Lifelong Learning





## 14% Enrollment Increase

Compound annual growth rate



*“Within the first three months of implementing Destiny One and abandoning the Banner product, we increased online registrations by 63%.*

*Manager of Continuing Education,  
Harper College*

## 21% Revenue Increase

2019 Customer Average:  
Recovered Shopping Cart



*“Since Destiny One was designed with continuing education in mind, we do not have to be concerned with trying to make the square peg of continuing education fit into the round hole of traditional postsecondary academia.*

Senior Director of Professional and Continuing Education, University of San Diego

## 19% Revenue Increase

Compound annual growth rate  
over the past 5 years

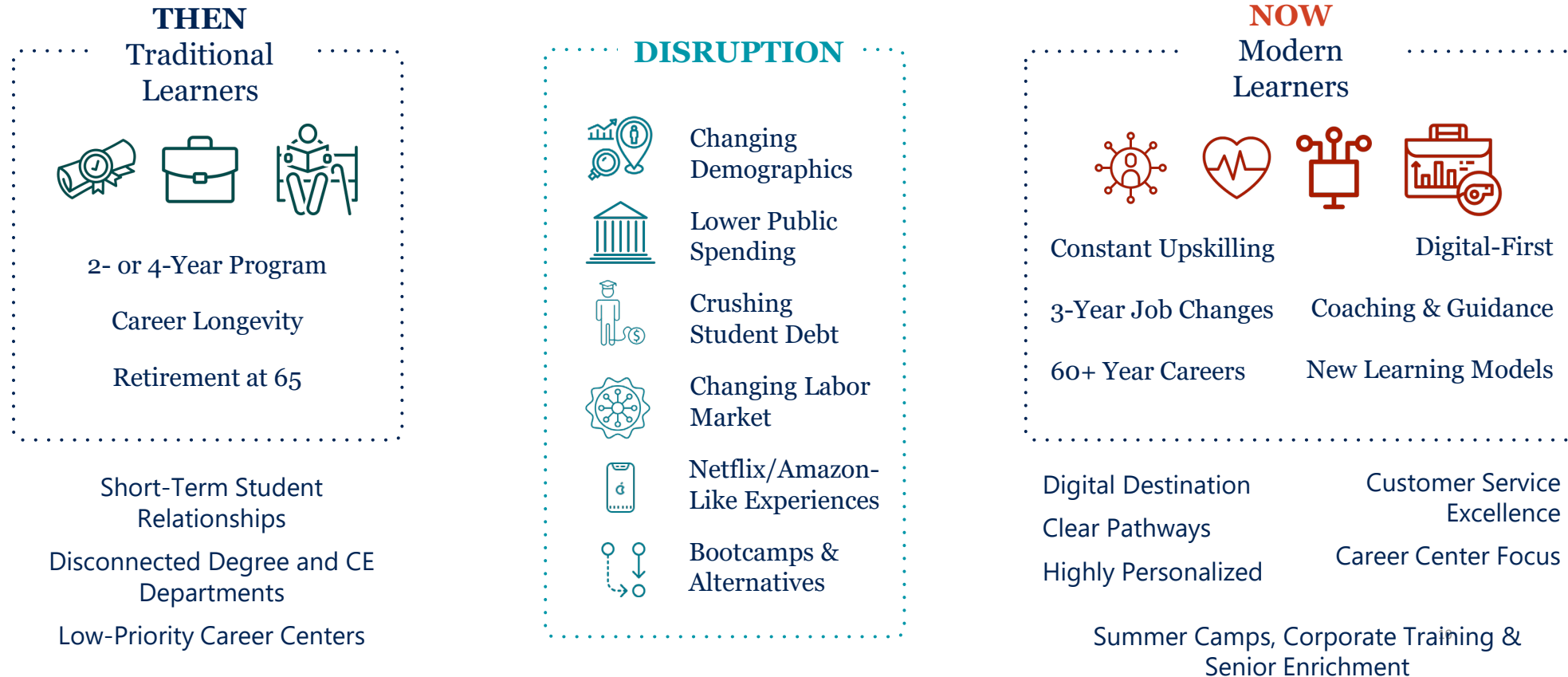


*“Despite losing 60% of our business because of COVID-19, we've gained it all back. In fact, we think we're going to exceed our business from last year.*

Executive Director of Financial Planning and Strategy for the G. Raymond Chang School of Continuing Education, Ryerson University

## Radical Change Required in Higher Ed

### Massive Shift to Engage Modern Learners

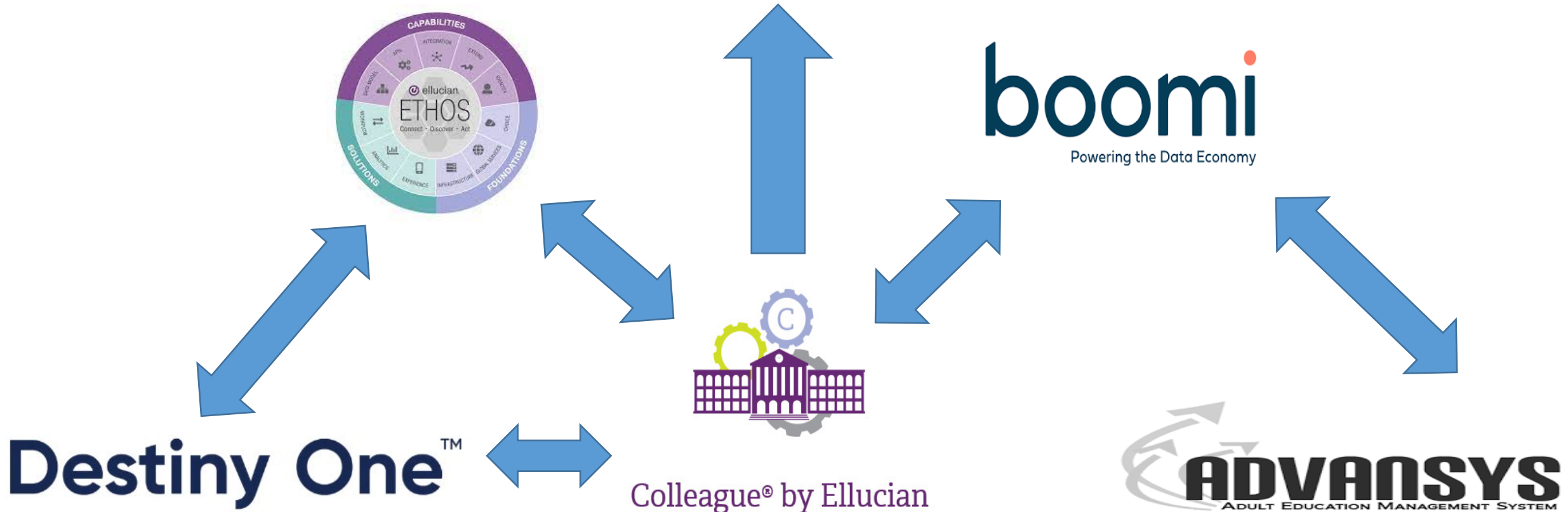




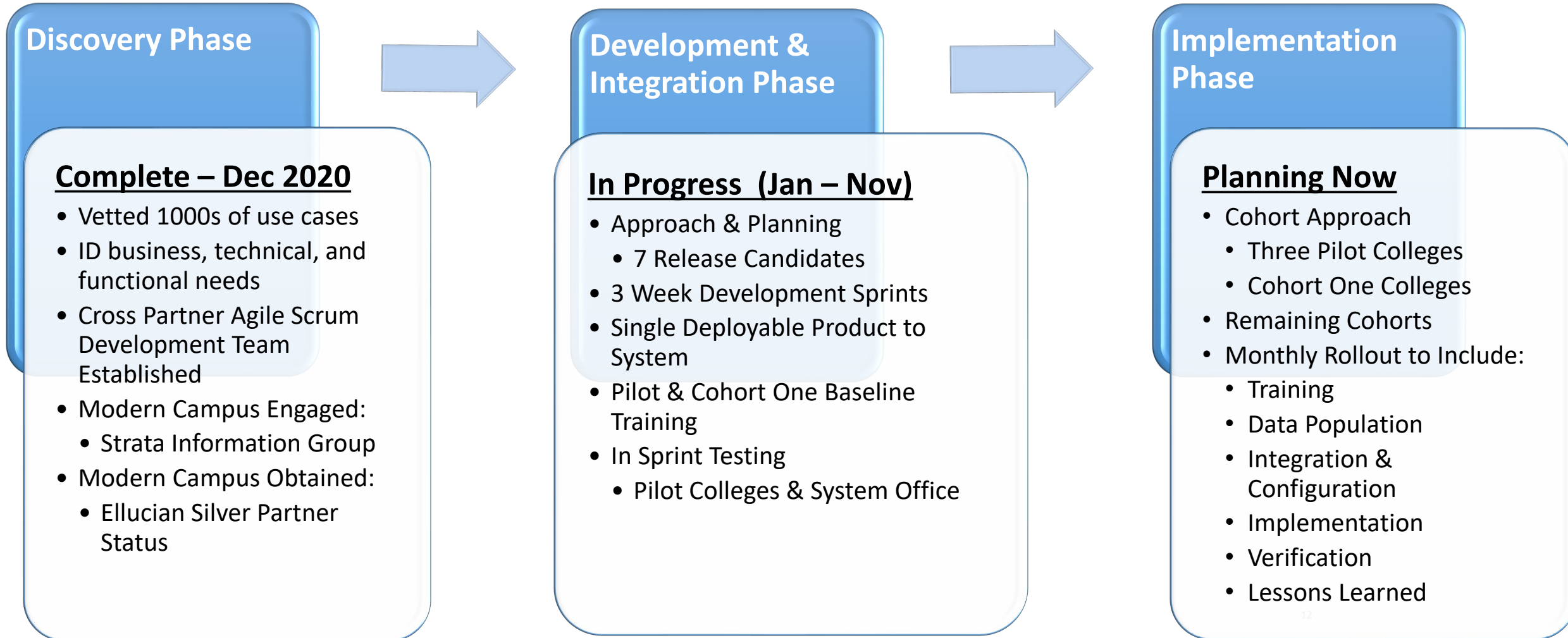
# North Carolina Community College System

## Destiny One - ADVANSYS – Colleague Integration Development

### Data Warehouse



## Project Timeline: How are we tackling this work





## Baseline/MVP Development Phase

- **Release Candidate 1 (RC1) – Release Candidate 7 (RC7)**
  - **Delivered** to NCCCS > In Sprint Testing > Pilot College Business Systems Analysts (BSA) Engaged: Knowledge Transfer
  - **Deployed** to Pilots > Pilot Validation of Functionality by local BSAs
  - **Approved** by the STWD Pilot CORE Team Leads
  - **Accepted** by the Product Owner
- **Pilot Colleges:** Central Carolina, Central Piedmont, Rowan-Cabarrus
  - Assist with the technical development, test, and validation of release candidates
  - Over 100 people from colleges engaged to provide business expertise to ensure the solution meets NCCCS needs
- **System Office:** Driving the development of a System solution
  - Facilitating development with Modern Campus
  - Engaging business and technical expertise of college SMEs and other system resources
- **Sprint Lifecycle:** Daily Stand Up > Sprint Review (Friday) > CORE Debrief (Monday) > Stakeholders (Wednesday)



## Destiny One: Release Candidates & Schedule

Release Candidate (RC) / Expected Delivery	Capability Summary	
RC1 - Curriculum Management and Marketing • Delivered	<ul style="list-style-type: none"> <li>• Create new non-credit curriculum in Destiny One</li> <li>• Publish enriched catalog information to the Destiny One Public View</li> <li>• Facilitate students browsing catalog on Destiny One Public View, selecting section and being redirected to registration system</li> <li>• Utilize Colleague integration for core Curriculum support</li> <li>• Setup Credly Badges</li> </ul>	
RC2 - Student Profile Management • Delivered	<ul style="list-style-type: none"> <li>• Create new students and prospects in Destiny One to allow for prospect tracking and profile management</li> </ul>	
RC3 – Instructors • Delivered	<ul style="list-style-type: none"> <li>• Add instructors to the section for publishing on web to improve student experience</li> </ul>	
RC4 - Enrollment, simple pay, and schedule location • Expected August 13 <sup>th</sup> Delivery to SO	<ul style="list-style-type: none"> <li>• Add self-service registrations (credit card payments only, others directed to Colleague)</li> </ul>	<ul style="list-style-type: none"> <li>• Integrate and publish section schedule to web</li> <li>• Waivers</li> <li>• Post charges to Colleague</li> </ul>
RC5 - Grading and Attendance • Expected September 24 <sup>th</sup> Delivery to SO	<ul style="list-style-type: none"> <li>• Submit grading and attendance via Destiny One instructor portal</li> <li>• Enable Credly Badge Issuing</li> </ul>	
RC6 – Organizations • Expected October 15 <sup>th</sup> Delivery to SO	<ul style="list-style-type: none"> <li>• Organizations / Group profile management</li> </ul>	
RC7 - Advanced Payment • Expected November 15 <sup>th</sup> Delivery to SO	<ul style="list-style-type: none"> <li>• Advanced payment scenarios (non-credit card)</li> <li>• <b>Refunds</b></li> </ul>	<ul style="list-style-type: none"> <li>• Sponsorships</li> </ul>





## Short Term Workforce Development – College Team Roles

<p><b>College Champion/Primary Contact</b></p> <ul style="list-style-type: none"> <li>Leadership role at college (~ local college ‘product owner’)</li> </ul>	<p><b>Marketing Assistance</b> (role often combined with UI/UX expert or Marketing Director)</p> <ul style="list-style-type: none"> <li>Manage Label Editor and Content Management Blocks (Public View static text)</li> </ul>
<p><b>UI/UX developer (Public View)</b></p> <ul style="list-style-type: none"> <li>Intermediate CSS, beginner JSP / HTML</li> <li>Enable’s Marketing SME’s vision</li> </ul>	<p><b>Registration SME</b></p> <ul style="list-style-type: none"> <li>Assisting agile team with determining future state enrollment/drop/student-management processes when requested</li> <li>Assisting agile team with related data/property configuration decisions and integration requirements</li> </ul>
<p><b>Business Analyst</b></p> <ul style="list-style-type: none"> <li>Destiny One expert for all functionality except security/technical features</li> <li>May not be actively involved in agile development of baseline implementation</li> <li>Implements Student Profile Templates</li> <li>Implements Email Template changes as required</li> </ul>	<p><b>IT/Technical SME</b></p> <ul style="list-style-type: none"> <li>Providing IT support at College for implementation. Includes (but not limited to):             <ul style="list-style-type: none"> <li>Integration configuration on College systems (providing endpoints etc.)</li> <li>Configuring single sign-on IDP for integration with Destiny One</li> </ul> </li> </ul>
<p><b>System Administrator</b></p> <ul style="list-style-type: none"> <li>System expert for all security/technical features within Destiny One             <ul style="list-style-type: none"> <li>Authentication Adaptors</li> <li>Config Editor property changes</li> <li>Staff User Roles/Permission</li> </ul> </li> </ul>	<p><b>Curriculum/Program SME</b></p> <ul style="list-style-type: none"> <li>Program Director/ Course Manager</li> <li>Assisting agile team with determining future state course/section/certificate/other program creation and management processes</li> <li>Assisting agile team with related data/property configuration decisions and integration requirements</li> </ul>
<p><b>Finance/Accounting personnel</b></p> <ul style="list-style-type: none"> <li>Assisting agile team with determining financial integration solutions and financial gap-resolution</li> <li>Assisting agile team with determining future state purchase/refund/GL account management processes             <ul style="list-style-type: none"> <li>Assisting agile team with related data/property configuration decisions</li> </ul> </li> </ul>	<p><b>Reporting</b></p> <ul style="list-style-type: none"> <li>Responsible for creating report from Destiny One Archive/Reporting Database             <ul style="list-style-type: none"> <li>Ad hoc reporting</li> <li>Institutional (repeat) formal report development</li> </ul> </li> <li>Responsible for managing Destiny One Dashboards</li> </ul>

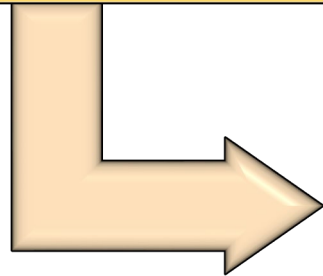
### Marketing Director SME

- Assisting agile team with determining future state processes when requested
- Provide direction for how Course/Section/Certificates are to look in public view
  - Program Directors to configuration in Destiny One required to meet public view
  - Template for public view fields like Public Description
- Providing instruction to UI/UX developer/designer with respect to Destiny One Public View
  - Determine site map
  - Determine colors, fonts and look/feel of UI elements
  - Determine Analytics strategy
  - Determine SEO strategy within Destiny One using Destiny One features

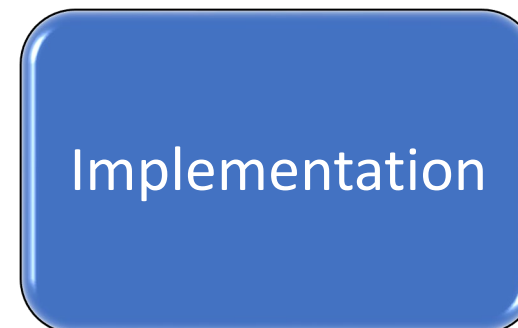
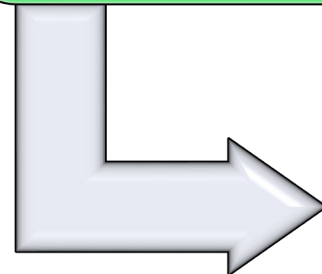
## Three Active Work Streams



- Fall 2021
- Underway with STWD Agile Scrum Team
- Seven Release Candidates / Three Week Sprints



- Fall 2021
- Underway with STWD College BSAs
- Using testing plan written during development



- Late Fall 2021 - Until All 58 Live
- Planning underway now
- Simplified Implementation based on Pilot College learning



## Demonstration: Development & Integration Work Completed

### Staff View

#### *Build a new course copy*

- Includes advanced marketing content

#### *Build a new section*

- Assign an instructor
- Schedule a room
- Associate attestation (application)
- Fee setup includes a waiver (discount)

### Public View: Register into the section

- Search for the section
- Checkout and create a new student
- Select a discount and complete attestation
- Pay using a credit card

### Instructor Login

- See the class roster
- See where grading and attendance would be entered

### Log into Colleague to Display Integrations

- Course (CRSE)
- Section (SECT)
- Student (NAE)
- Registration (RGN)
- Payments / Charges (ARAI)



## Pilot College Perspective

### College Business System Analysts



**CENTRAL CAROLINA**  
COMMUNITY COLLEGE

- Janice Heller, Barbara Boyce



**CENTRAL PIEDMONT**  
COMMUNITY COLLEGE

- Lorraine Blahnik, Cindy Robinson



- Cynthia Martens, Teronda McNeil-Hueitt



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# Questions?