

Axiom Tuition Revenue Planning

Develop more accurate projections of tuition revenue

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Higher education institutions face major challenges in developing reliable enrollment and tuition plans. Strata's [Axiom™ Tuition Revenue Planning](#) solution is built by higher education experts with real-world experience. It enables college and university leaders to overcome obstacles by aligning student and financial data, fostering institution-wide collaboration, and performing scenario analysis through flexible modeling.

Axiom Tuition Revenue Planning aligns the tuition planning process with the operational budget and long-range plan. This alignment ensures that budgeting decisions are based on accurate tuition and enrollment data rather than outdated spreadsheets. The solution can model an unlimited number of possible tuition rates and fees, and apply them to a cohort or program level of detail. College and university leaders use Axiom Tuition Revenue Planning to easily compare courses of action by modeling new programs and varying assumptions for existing programs.

Axiom Tuition Revenue Planning enables colleges and universities to:

- **Integrate data** from multiple source systems (e.g., student, general ledger, etc.)
- **Develop more accurate projections** of tuition revenue and fees with the ability to assess adjustments like scholarships, waivers, and differentials
- **Understand the impacts** of different drivers and assumptions on financial outcomes



- **Create scenarios** that show the impact of growth/reduction enrollment assumptions, tuition rate changes, differential tuition rates, and the effects of adding new programs
- **Integrate with other planning processes**, such as the operating budget and long-range planning, so assumptions, drivers, and scenarios are consistent

" Before Axiom, we had to manually integrate data from our general ledger and student systems. This process was full of data integrity issues and timing issues, and it was difficult to see changes in the model and in the scenario.

We are moving forward and automating our tuition and revenue to provide a secure environment for our projections and more scenario comparisons.

Without a doubt, Axiom Tuition Revenue Planning has significantly reduced our staff time and increased data accuracy."

Angie Martin, Vice President for Financial Planning and Chief Budget Officer,
University of Kentucky

Align Student Data with Financial Data

Axiom Tuition Revenue Planning enables institutions to combine general ledger and student data, which eliminates disjointed spreadsheets, creates a single source of the truth, and preserves data integrity. Users can view real-time financial impacts of changing enrollment numbers. Institutions can analyze how enrollment, retention, tuition rates, and fees drive financial outcomes, building a solid foundation for future projections.

Foster Collaboration by Supporting a Centralized and Decentralized Approach

Axiom Tuition Revenue Planning helps higher education leaders streamline user inputs, evaluate options, and make informed decisions. It enables collaboration across the institution by supporting centralized and decentralized approaches. University budget offices can partner with department leaders — whose knowledge facilitates more accurate forecasts in planning and analysis — while setting central assumptions to help ensure consistency and accuracy. The collaborative nature of the software encourages additional stakeholder buy-in, which expedites planning.

Perform Scenario Analysis Through Flexible Modeling

With Tuition Revenue Planning, institutions can better predict tuition and fee revenue based on user-defined assumptions and trend data. Flexible, unlimited scenario modeling empowers users to measure financial impact and plan by student type, cohort, residency status, full-time/part-time status, program, and any other level needed. In addition to tuition and fee rates, users can leverage dozens of enrollment and retention drivers to understand how specific actions impact outcomes. These models provide a jumping-off point for longer-term tuition planning scenarios that serve as key inputs into an integrated long-range financial plan.

Key software capabilities

- Data integration from student and GL systems
- Support for centralized or de-centralized planning approaches
- Versioning support so individual planners can create versions while adhering to centrally set assumptions
- Flexible modeling to support an unlimited number of potential tuition rates and fees
- Support to plan at various levels, such as graduate/undergraduate, in-state/out-of-state, international/domestic, or any custom grouping needed
- Driver-based scenarios
- Reporting that aggregates tuition and enrollment data into a financial planning summary
- Managed workflow to drive the planning process

A Tuition Planning Solution Built on Industry Best Practices

We've used our real-world higher education experience to build best practices into Axiom Tuition Revenue Planning, enabling faster time to value and utilization of proven processes. Our best-practice solution set expedites implementation, reduces customization, and aligns to customers' requirements, terminology, and data models. Users also benefit from access to our ongoing investment in higher education. Updates to Axiom software are made available regularly, enabling our customers to take advantage of the latest technology advances.

Visit our [website](#) to learn more.