

The business model for higher education is under severe stress. Institutional sustainability, student success, and even the relevance of higher education are topics that are confronting governing boards. Common approaches to address these challenges include consideration of mergers, affiliations, and strategic partnerships.

Explore New Ways to Innovate

Making decisions on long-term strategy - such as how and when to establish a build, buy, affiliate, or partner strategy - is critical to mitigate risk and enhance competitiveness. AGB's Mergers, Affiliations, and Strategic Partnerships practice area is exclusively focused on assisting our members for long-term prosperity and vitality.

AGB EXPERTS ENABLE EFFECTIVE LEADERSHIP

AGB Consulting works with higher education board members and leaders (president, CEO, CFO, provost, etc.) who need to:

- Determine their institution's prosperity gap (quality of earnings)
- Develop buy-side and sell-side strategies
- Define outcomes and processes for identifying strategic partnerships
- Align the appropriate merger vs. private affiliation
- Identify candidates for merger, affiliation, or strategic partnership

TAILORED TO YOUR INSTITUTION

This is NOT a one-size-fits-all service or curriculum. Both content and delivery options will be customized for your institution or foundation board. We match you with sitting and former board members, former presidents, board professionals, and subject matter experts who have experience relevant to your situation. We will work with you to identify the questions you need to answer, including topics such as:

- What is the process for ensuring our board and leadership are able to adequately explore all potential long-term strategic alternatives?
- How can we determine if we are in a position to merge, affiliate, consolidate, or remain independent?
- What are the best models for pursuing and measuring the value of strategic partnerships?
- How do we communicate the need to engage in proactive strategic decision making among the board and throughout the institution?
- What milestones, timelines, and other factors must we consider as we look toward the future to ensure our sustainability?



1 in 6
chief business officers (CBOs)

said their institutions had considered a merger. Nearly *all* believe more mergers will occur over the next several years.

Source: Inside Higher Ed's 2018 Survey of College and University Business Officers



More than 500
institutions have Department of Education financial composite scores that are considered to be *not* financially viable and another 700 are trending toward that category.

Source: U.S. Department of Education

Schedule a complimentary call to learn more.

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