



**How can you cost courses accurately?**

**We have the answer...**

**IT'S TIME TO RUN SIMPLE**

An executive overview for CFOs  
by David Nuttie, CACI's Higher Education Sales Manager

**CACI**



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## Course Costing Trends for CFOs

We're seeing a big push in the market for universities to better understand where their revenue is currently coming from – and where they anticipate it coming from over the next five years. The way universities are funded has significantly changed in recent years, so it is vital that they can run effectively on their own sources of income.

## Course Costing Best Practice

One way UK universities are attempting to increase their income is by attracting more foreign students. Forging and maintaining relationships with agencies, universities and colleges overseas can take a lot of promotional activity. Clearly, finance departments are keen to accurately assess the costs of doing so. They need to see how the investment in those relationships affects course income.

Putting a profit and loss against all of this recruitment activity, and being able to set accurate course and student fees used to be a pipe dream. It is now completely possible. For De Montfort and other universities we're working with, best guess is no longer good enough. Course costing best practice is what they're now focused on. A sea change is occurring and CACI is at the forefront.

With the possibility that fees could move to more of an open market, there is added pressure on finance departments to get a better understanding of their income and expenditure at course, module and student level. Typically, university CFOs want to see the balance of profitable and breakeven courses, whilst giving them a clear view on revenue from both home and overseas students.

## Making the Student Central to the Planning Process

CACI has recently completed a pilot with De Montfort University using SAP Budgeting, Planning & Consolidation analytics software (BPC) to track the costs of every course. This will give them an accurate view of revenue and expenditure per student. Departments and faculties can then use this real-time information to set budgets and make the student centric to the planning process.

The approach to course costing really is evolving. The vision that De Montfort and other universities have is when a student enrolls or enquires about a course they can start building their financial plans straight away based on income and expenditure. What's more, by fully understanding the real costs of courses, they can better manage their finances.

## Some of the benefits you can expect from SAP BPC:

1. Easily predict trends and scenarios.
2. Make decisions based on accurate, readily available information.
3. Allocate costs to courses down to the module level.
4. Create bespoke reports at the level you require, without IT support.
5. Financial and planning data all in one place.
6. Advanced technology that's simple to use.
7. Excel functionality means minimal training.
8. Users all access the same live data, eradicating inaccuracies caused by out-of-date information.

SAP BPC software fully supports student number planning; revenue forecasting; cost and revenue allocation; income modelling; TRAC, HESA, HEFCE and other statutory reporting.

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For more information on course costing, student planning and financial planning using SAP analytics please contact David Nuttie, Higher Education Sales Manager for CACI.  
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## **CACI - experts in higher education analytics and planning**

CACI is a leading supplier of analytics and planning software for universities and colleges, and one of the most reputable for proven delivery and results.

CACI has helped over a third of all UK universities – including De Montfort University, Cardiff University and Kingston University – to make sense of their data.



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David has a wealth of experience in accounting and financial management. He works closely with clients in higher education to help them achieve their strategic plans in an increasingly competitive landscape.

David joined CACI in the spring of 2009, bringing with him more than 20 years of experience in accounting and financial management. As a qualified accountant, David spent 15 years with Merseyside Police in a variety of accounting roles. He then moved into software delivery when he joined B-Plan as a consultant before joining the CACI sales division in 2011.

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