

**Midwestern Higher Education Compact
Higher Education Information Technology Solutions (HEITS)
For Complex Hybrid Administrative Systems
Request for Proposals Question Answer
September 14, 2016**

Vendor A

Question

We have the following question regarding MHEC's RFP:

On the Small Institution tab of the HEITS Rquirements.xls, you itemize "enrollment management" as a requirement. But unlike all the other items, you have not provided a description. Is there a description to add?

Answer

In the most generic sense of the term, we see enrollment management in this case as a set of data-driven strategies and tactics implemented through, or controlled by, the proposed solution that allows the institution to shape the enrollment and meet established goals. We understand there are many ways to approach enrollment management and that institutions differ in their needs. Please do not let this definition stifle you