



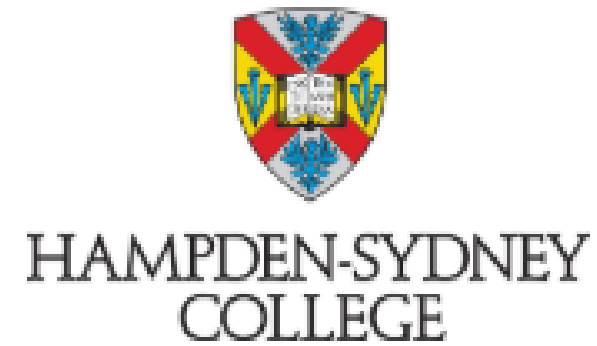
CICV IT Collaboration Initiative: Building Bridges in Action

June 4, 2025

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Your IT Collaboration Steering Committee

Who is Moran?

We provide expert IT management consulting services and are trusted advisors to colleges, universities, and university healthcare.



We combine extensive advisory management experience with proven methodologies to create practical and tailored recommendations and strategic roadmaps



We offer a comprehensive set of ERP Transformation Services, including ERP selection, pre-implementation planning, project management, business process redesign, and IAM planning



We work with clients to assess their current data landscape (people, processes, and technology) in order to provide a strategic roadmap for achieving quality data and competitive insights



We enable our clients to build transformative identity and access management programs and identity - focused cybersecurity and compliance solutions



History

- Over the years CICV IT Collaboration had its up and downs...ebbs and flows
- Successful collaboration model are in place with MEP and HR benefits
- July 2023: CICV CFOs and CIOs/IT Directors tasked by Presidents to find collaboration opportunities to save money and improve efficiencies
- Lots of opinions about how/where to start
- CICV engaged professional assistance to coordinate efforts



CICV has many cooks in each kitchen, trying to bake the best they can, without collaboration. In the future, CICV technology resources need to partner to create a solid foundation to build on.

CICV
Technology
Today -
**Campuses on
their own**

- Communication
- Collaboration
- Transparency
- Stable
Foundation

CICV Technology Working
Effectively - **Campuses
collaborating to achieve
long-lasting shared benefits**



Virginia



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CICV members have agreed that IT collaboration can be beneficial by...



Enhancing the delivery of technology services and data/information security at institutions.



Increasing access to skilled resources that are difficult to maintain at an institution-by-institution level.



Preparing **shared cost savings opportunities** that would be more difficult to achieve as a single institution entity.



Building and maintaining cross organizational technology relationships for the purpose of **establishing trust; sharing information; and solving problems.**



Security Policy Development?

Security Operations Center?

Other projects!

Data Security & GLBA Assessment

Shared Purchasing Process

Building Bridges Process; IT Governance & Service Definition

Phase 2:

- 14 institutions
- Established collaboration structure
- Developed an IT Governance model for participating institutions to make time for collaboration
- Developed a shared resource to help participants describe and align possible projects
- Monthly meetings with 60+ attendees
- 8 security assessments completed with immediate benefits and cost savings for participants
- Shared Security Advisory Service proposal
- ERP replacement and other opportunities are in the early stages of discussion
- National attention

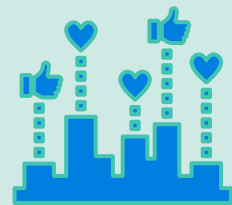




The CICV IT Collaboration model is designed to...



Provide easy to use pathways to **build cross institutional relationships and trust** that will support information sharing and surface additional collaborative opportunities



Supplement, **not replace, the work that is being done by existing collaboration and/or information sharing organizations** (e.g., EDUCAUSE, HESS, E&I, HDI, Internet2, etc.)



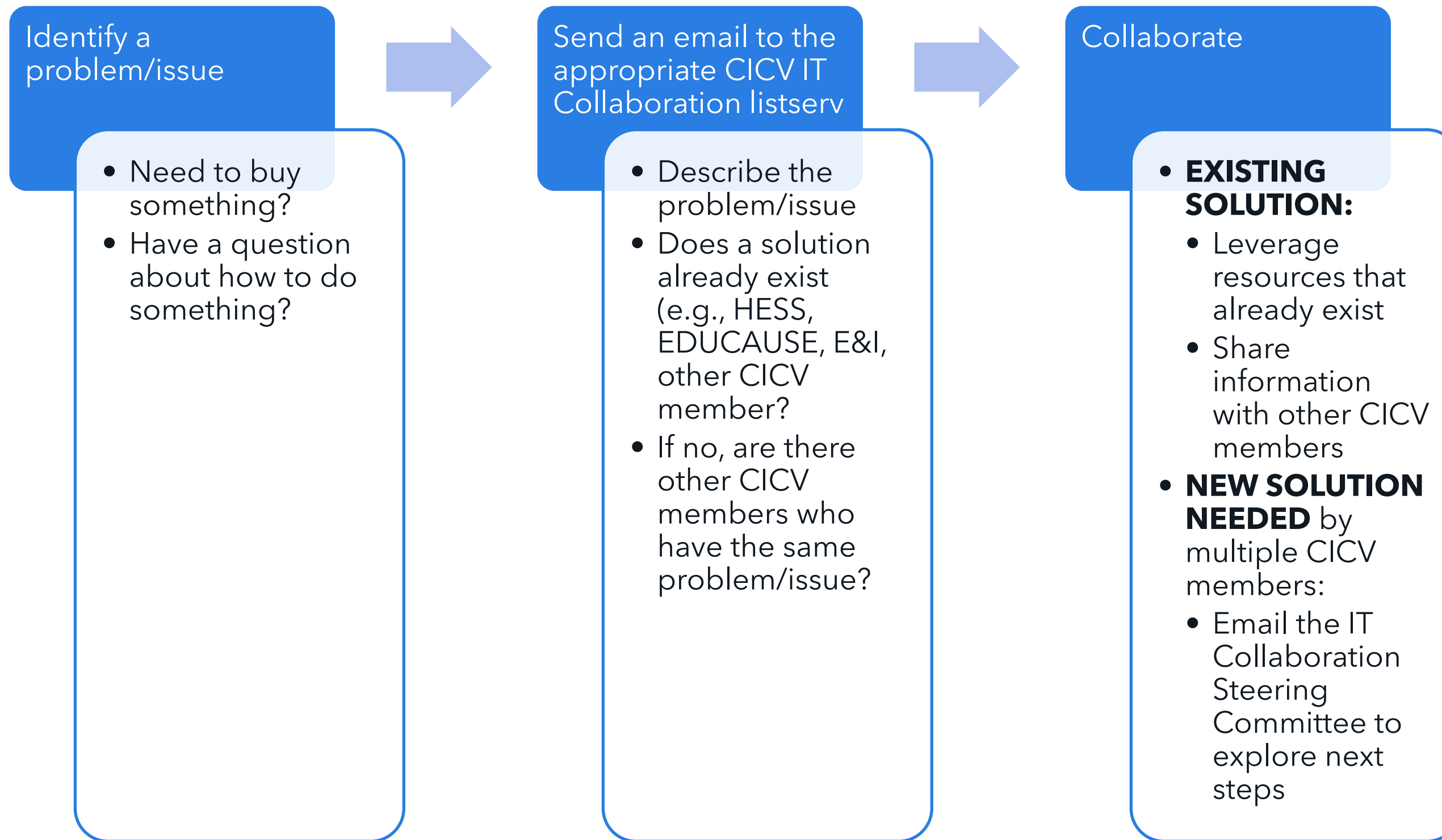
Encourage entire IT teams to participate in the annual CICV IT Conference



Establish a shared governance structure to support new collaboration initiatives (services/purchases) as the are explored/developed



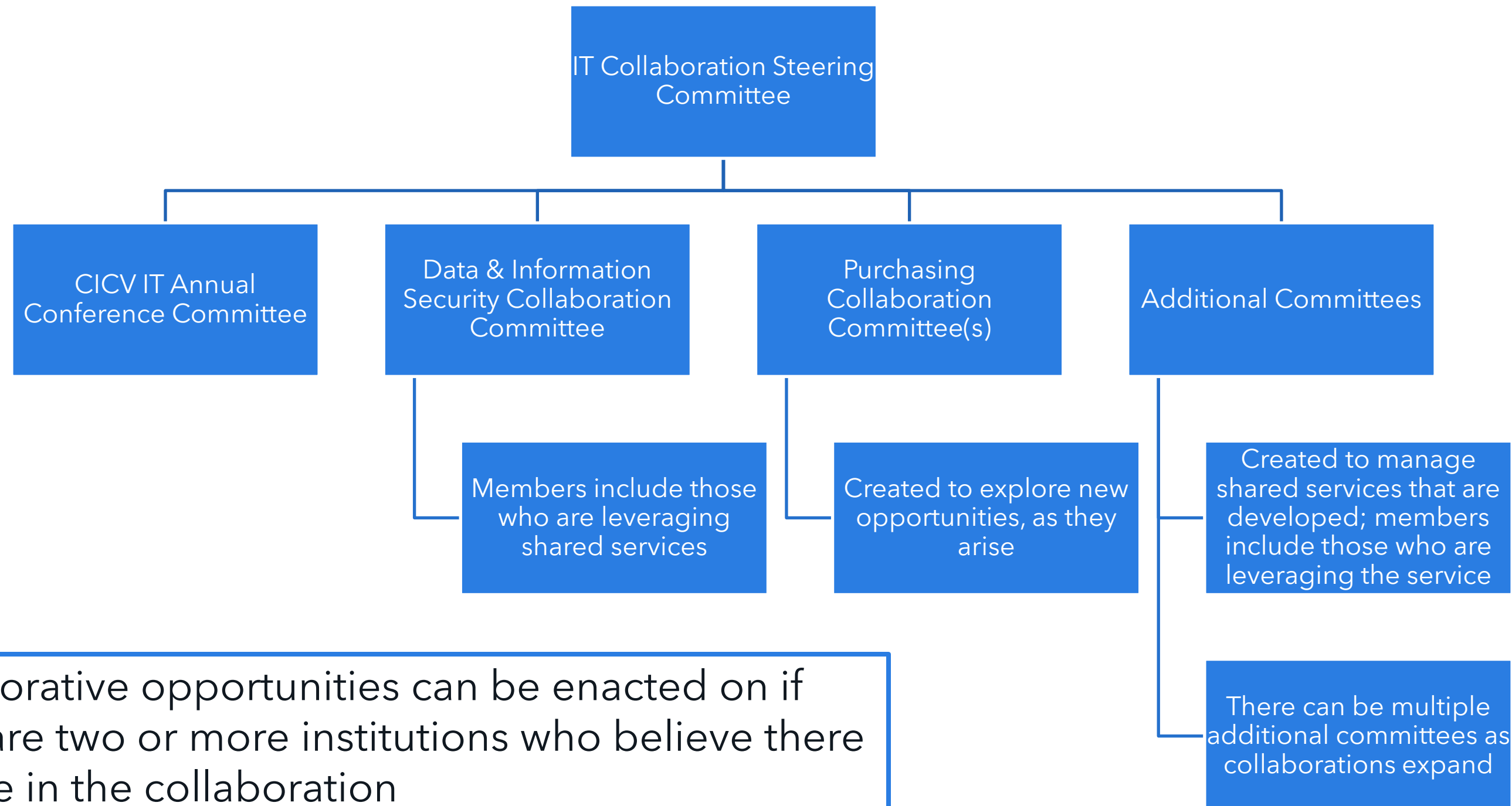
IT Collaboration Decision Tree





The Collaboration Structure is designed to maintain open and effective communication across projects and members

Once it is determined that a CICV IT Collaboration **opportunity** exists (e.g., possible purchase, shared service, etc.) the following structure is enacted



Collaborative opportunities can be enacted on if there are two or more institutions who believe there is value in the collaboration



IT Governance - Executive Leadership



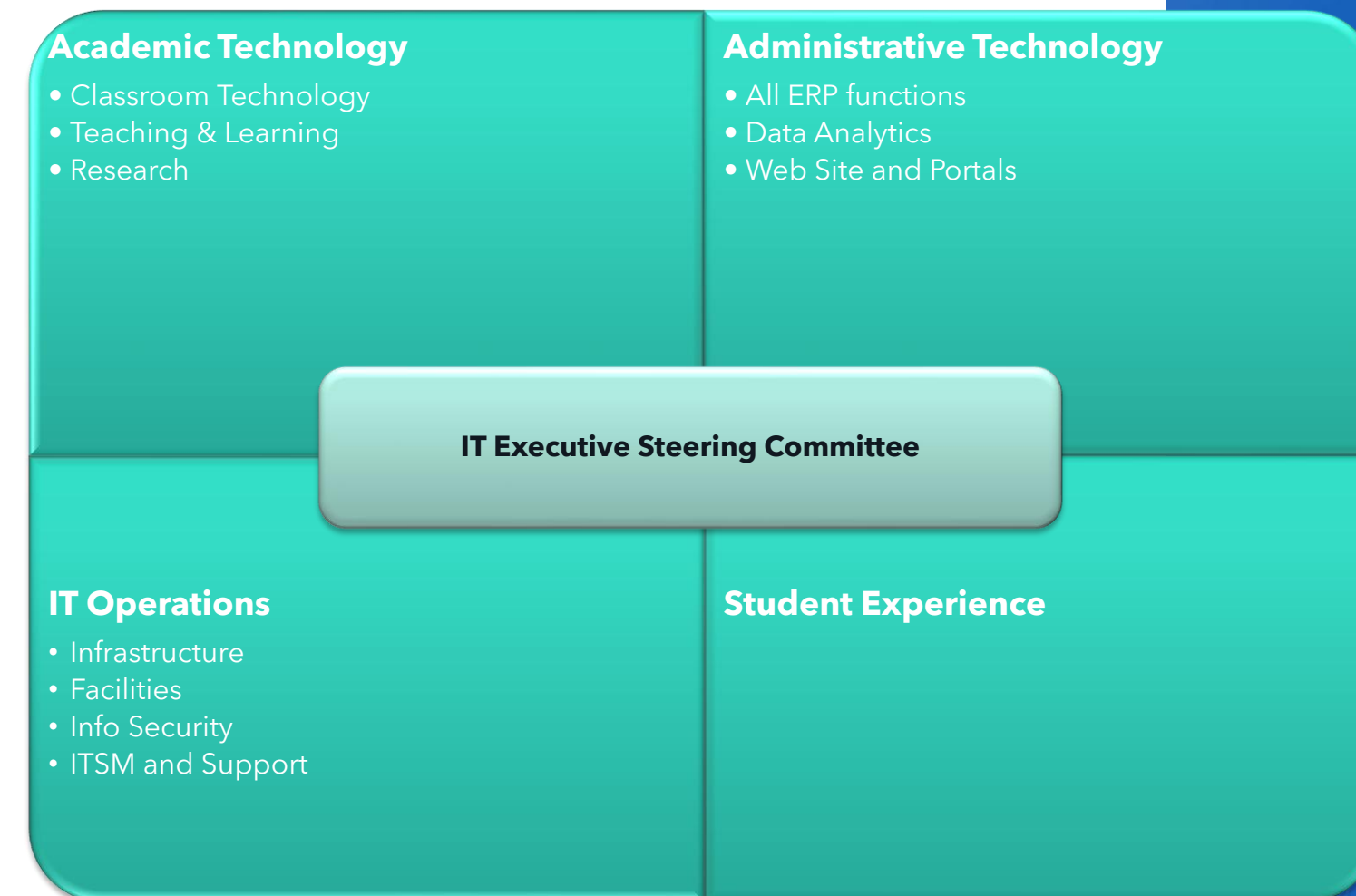
IT Executive Committee (ITEC)

- Comprised of representatives from Executive Leadership. An executive Cabinet can serve this role at most CICV schools
 - Advisory to the CIO
 - Provides executive oversight to develop strategic directions for IT and understands status of IT plans, projects and services across the institution
 - Defines and exercises processes for approving IT policy, with an emphasis on governance, risk, compliance, and technology security.
 - Conducts annual process for identifying potential future IT projects, prioritizing and projecting multi-year budgets, in preparation for the annual budget preparations; communicates priorities to all the IT governance committees
 - Provides oversight for high-level decision-making and any escalation procedures to keep projects moving
 - Challenges any new work that has not been prioritized, no matter who raises it, and coordinates a re-prioritization if the group determines precedence over existing workloads
 - Understands technology-related roles and responsibilities for central IT and departmental users
 - Serves as IT champion and communication channel among central IT, departmental groups across the institution, and all IT governance committees
- Identified IT Staff serve as ex-officio members on Technology Governance groups

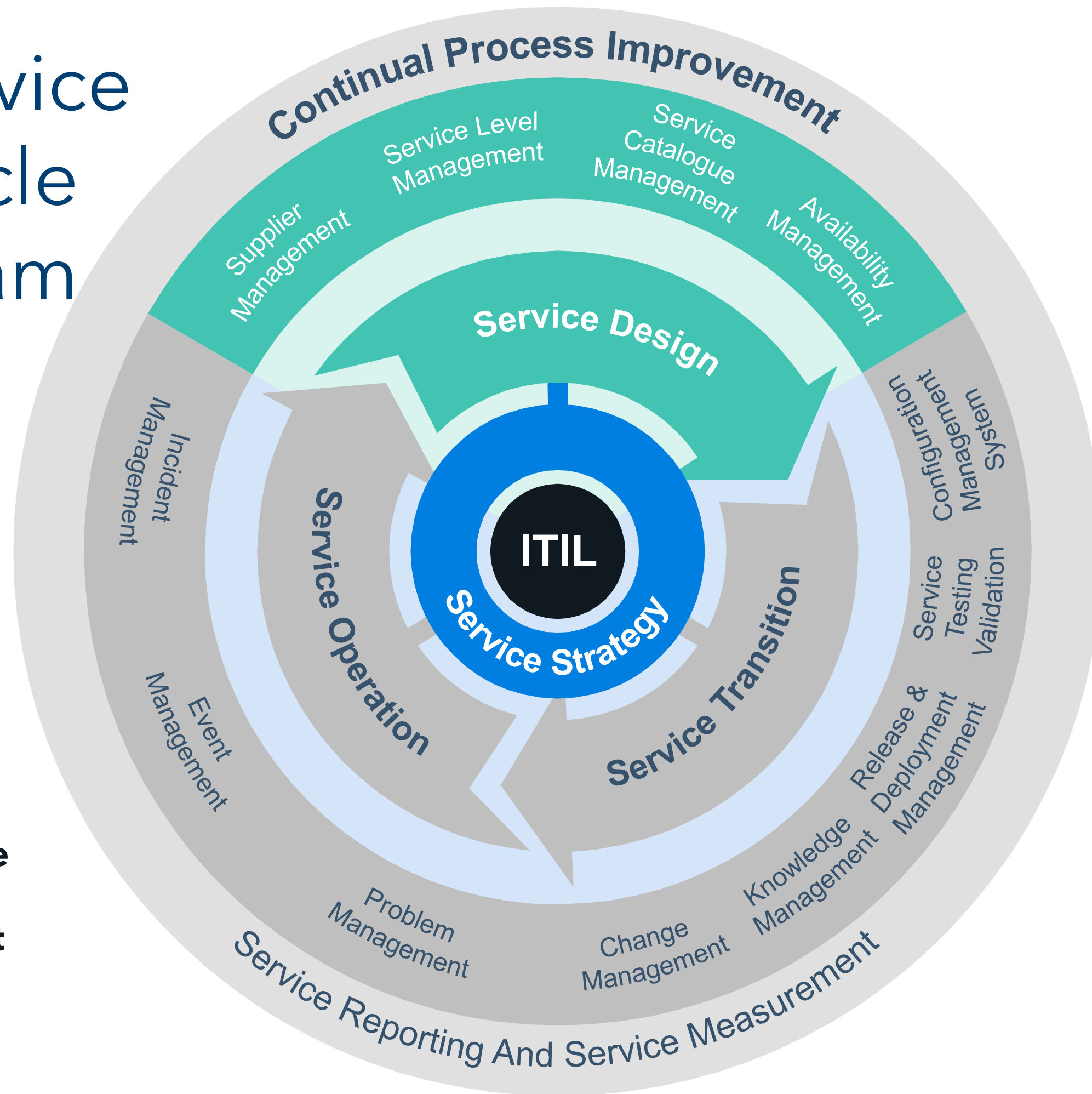
IT Governance - IT Committees

Committees include Academic Technology, Administrative Technology, IT Operations, Student Experience

- Comprised of key subject matter experts who participate as representatives of their technology focus
- Serve as initial point of review and discussion of IT strategies and priorities
- Serve as key collaborative working groups, to facilitate information and resource sharing across IT areas
- Participate in an annual process to identify potential future projects, prioritize and bring to ITEC
- Challenge new work planned outside of governance, pushing back on items that have not been prioritized.
- Contribute to development and/or revision of IT policy
- Identify issues that need to be presented to an appropriate group or escalated
- Serve as communication channels



ITIL Service Lifecycle Diagram



IT Service Categories are used to build a **Service Catalogue**. These **IT Service Categories** represent a **"common vocabulary"** that can be leveraged by **CICV schools**



IT Service Glossary

Service Category	Category Description
Administrative & Business	Services that support the administrative and business functions. Includes: analytics, business intelligence, reporting, finance, human resources, student information systems, advancement, research administration, and scheduling management.
Communication & Collaboration	Services that facilitate institutional communication and collaboration. Includes: e-mail, calendaring, VoIP, video/web conferencing, web content management system, web application and media development.
End-User Computing	Services that enable personnel to do their daily work, including access to enterprise services. Includes: network access, user file storage, end-point computing backup solutions, desktop virtualization, computer labs, and printing.
Infrastructure	Enterprise-level hardware, software, systems, and network infrastructure. Includes: data center, network backbone, wireless, central storage and backup, server virtualization, cloud connectivity, systems management and operations.
IT Professional Services	Services that are consultative in nature and likely a combination of functional and technical focus. Includes: IT training, business continuity/disaster recovery, portfolio and project management, business analysis, and IT service management.
Research	Services supporting the institution's research activities. Includes: specialized storage, data warehousing, high-performance computing, visualization, and research labs.
Security	Infrastructure and services that provide security, data integrity, and compliance. Includes virus protection, encryption, data security, identify and access management, access controls, audit systems, data management.
Teaching & Learning	Systems and resources supporting teaching and learning. Includes: learning management systems, in-class and online course development, course evaluation, lecture capture and more.



Using the tools at your institution

- Evaluate the current state of IT Governance at your institution
 - Use the templates to develop a charters
 - Start with one at a time
- Evaluate your team's awareness of IT Service Management practices
 - Leverage online training materials to develop a shared understanding of best practices
- Leverage the shared categories to identify collaborative opportunities and discuss with a shared vocabulary



Opportunity for
July 1, 2025



CICV Security Advisory Service 2025 - 2026

- Scope of Services
- Cost Model
- Budget Estimates



Security Collaboration Channel & Themes Workshop

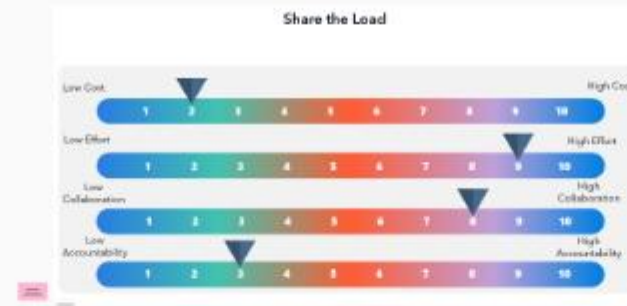
- The CICV Security Collaboration Institutions met to discuss **emerging themes** from Moran security and compliance assessments in February 2025
- As a part of that meeting Moran consultants presented **four channels or models** for tackling security objectives together.
- The representatives from the eight Institutions talked through the **benefits and downsides** of each model and provided feedback for improvements.
- **Consensus and momentum** was behind the “Security Advisory Service” channel as the best fit for the group.
- As a result, Moran has put together **budget estimates** for the service with details in the following slides.



Security Collaboration Themes & Channels Workshop


Share The Load

- Leverage the CICV collaboration structure
- Requires high levels of engagement and effort from all participants
- Heavy reliance on ability to make your security program feasible
- Requires ongoing working sessions
- Develop a shared policy framework and shared copy of co-authored documents
- Share Success - Strongly
- Each institution needs a workshop on security solution they do well
- Procurement
- Pushed new solutions together and leverage effective buying power

Share the Load

Together, We Can Achieve More!




Security Advisory Service

- Focused on providing advice, education, and security program development services to CICV members voluntarily
- CICV members work in partnership with security experts to accomplish objectives
- Institutions that need more assistance can opt-in to more
- Services may include:
 - Program Workshops
 - Tool / Solution Selection
 - Executive Coaching
 - Discontinued ad-on services



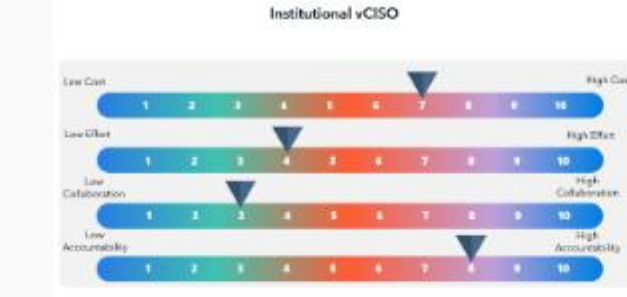

CICV Security Advisory Services

Advice, Education, Development to Achieve Results




Institutional Virtual CISO

- Provides a Qualified Individual to an institution
- Supports institution to develop a security program with individual direction
- Collaborates through economy of scale
- CISO
 - Advises to executives and operational staff
 - Strategy Development
 - Asset Reporting
 - Staff augmentation for security projects
- Document Review
 - Policy Updates
 - Contract Reviews
 - Risk Assessment

Institutional vCISO Services

Expand the team with personalized expertise from a qualified individual.



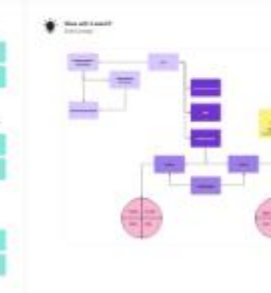
CICV Shared CISO

- Follow a similar path as other CICV services such as NISP and SPICIS and start a security office with a CISO
- CICV members would support consultant employees such as a CISO and other staff to provide security governance and oversight to member schools
- Model would be based upon a fractional model in which members would receive a portion of a CISO's time
- Decisions and projects would be decided in consultation with the security subscribers that




CICV Shared CISO

Build a Shared Office




Security Advisory Service

- Focused on providing advice, education, and security program development services to CICV members collectively.
- CICV members work in partnership with security consultants to accomplish objectives.
- Institutions that need more assistance can opt-in to more.
- Services may include:
 - Program Workshops
 - Tool / Solution Selection
 - Executive Coaching
 - Discounted add-on services



Workshop

Guided Collaboration

Workshops are a blending of expert guidance and peer collaboration. Topics include relevant security program and compliance objectives in higher education.

Platform

Solution Selection

Bring solution providers to the table to fill gaps and enhance capabilities. Understand requirements and then leverage collective choice to reduce institutional costs.

Coaching

Executive Guidance

Include executives and board members in security program governance and oversight. Like a topical workshop but with more individual attention through Coaching.

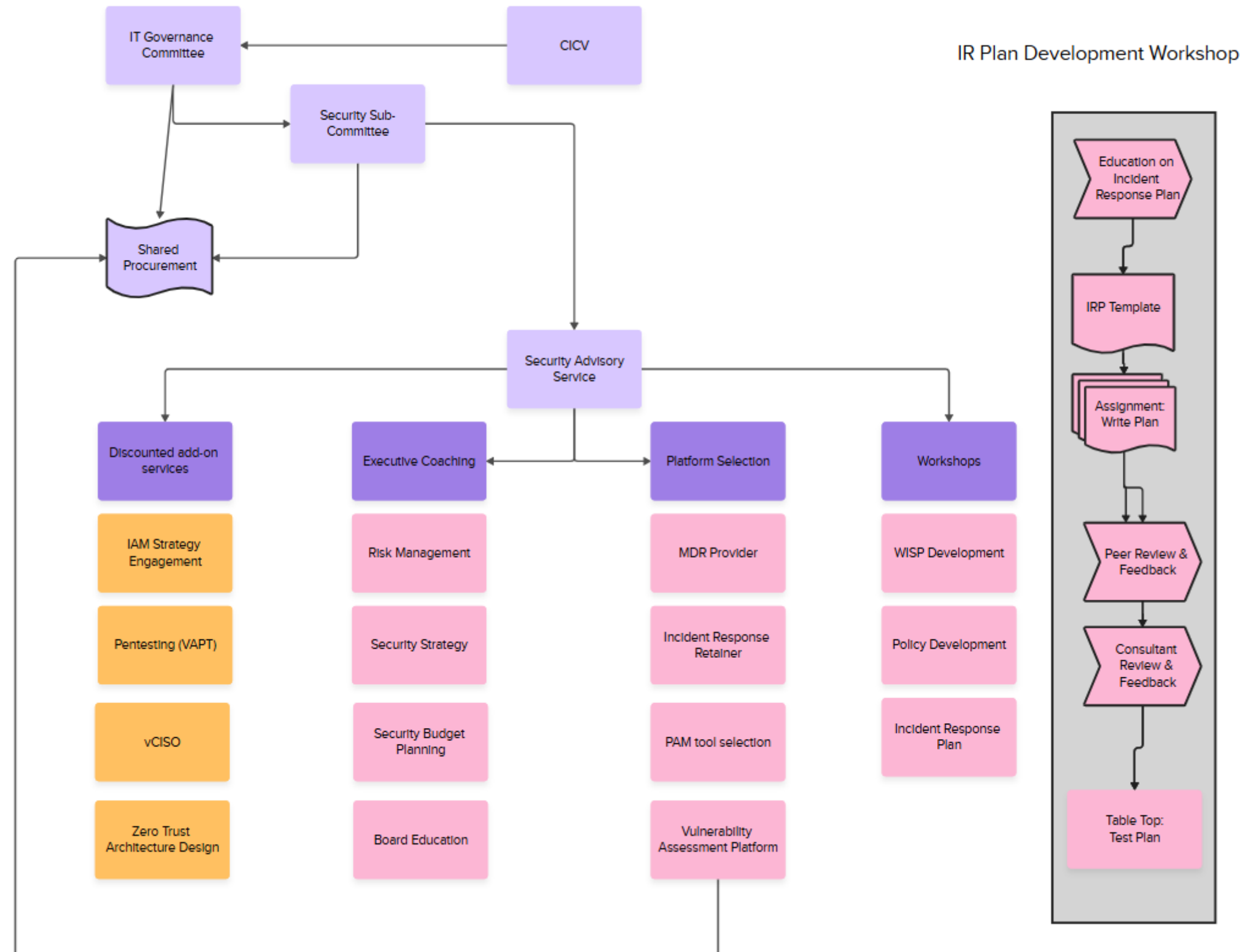
Service

Flexible Benefit

An institution may need a little more. Flexible add-ons can help each one customize to their needs and individual goals.



CICV Security Advisory Service



Security Advisory Service

BENEFITS

01

Peer collaboration with guidance & flexible expertise



02

Greater accountability and structure



03

Shared Costs



DRAWBACKS

01

Less autonomy than an individual consulting engagement



02

Not zero cost



03



Budget Planning

- **Pricing** of this service is based upon **eight** institutions participating
- **Scope** includes three workshops, one platform selection, and one coaching engagement
- As a shared cost model **prices can be adjusted** based upon number of institutions participating and defined scope



- WISP Workshop
- Incident Response Workshop
- Policy Framework Workshop
- Managed Detection Platform Selection
- Risk Management Coaching



Estimated Shared Cost Model 2025 - 2026

8 Institutions	+ Security Advisory Service	= ~\$28k*
10 Institutions	+ Security Advisory Service	= ~\$24k*
12 Institutions	+ Security Advisory Service	= ~\$22k*

The proposed shared cost model is flexible and varies based upon number of participants and scope of services. The more institutions that participate the lower the cost.



*** Per Institution Cost**

Virtual CISO Add-on Service

- Some CICV schools have asked about the Virtual CISO service for various reasons:
 - There is a need for a Qualified Individual (QI)
 - More personal attention is needed
- The Virtual CISO as a service at Moran has 3 Tiers depending on what an institution may need. Standard pricing is between \$70k - \$150k
- We are offering a CICV specific optional add-on service
 - Offers more personal attention while dropping the “project hours” and making some other small adjustments.
- This combines the benefits of both the collaborative security service and the individual attention of a vCISO

**Security Advisory
Service**

= ~\$28k

**+ CICV Add-
on vCISO**

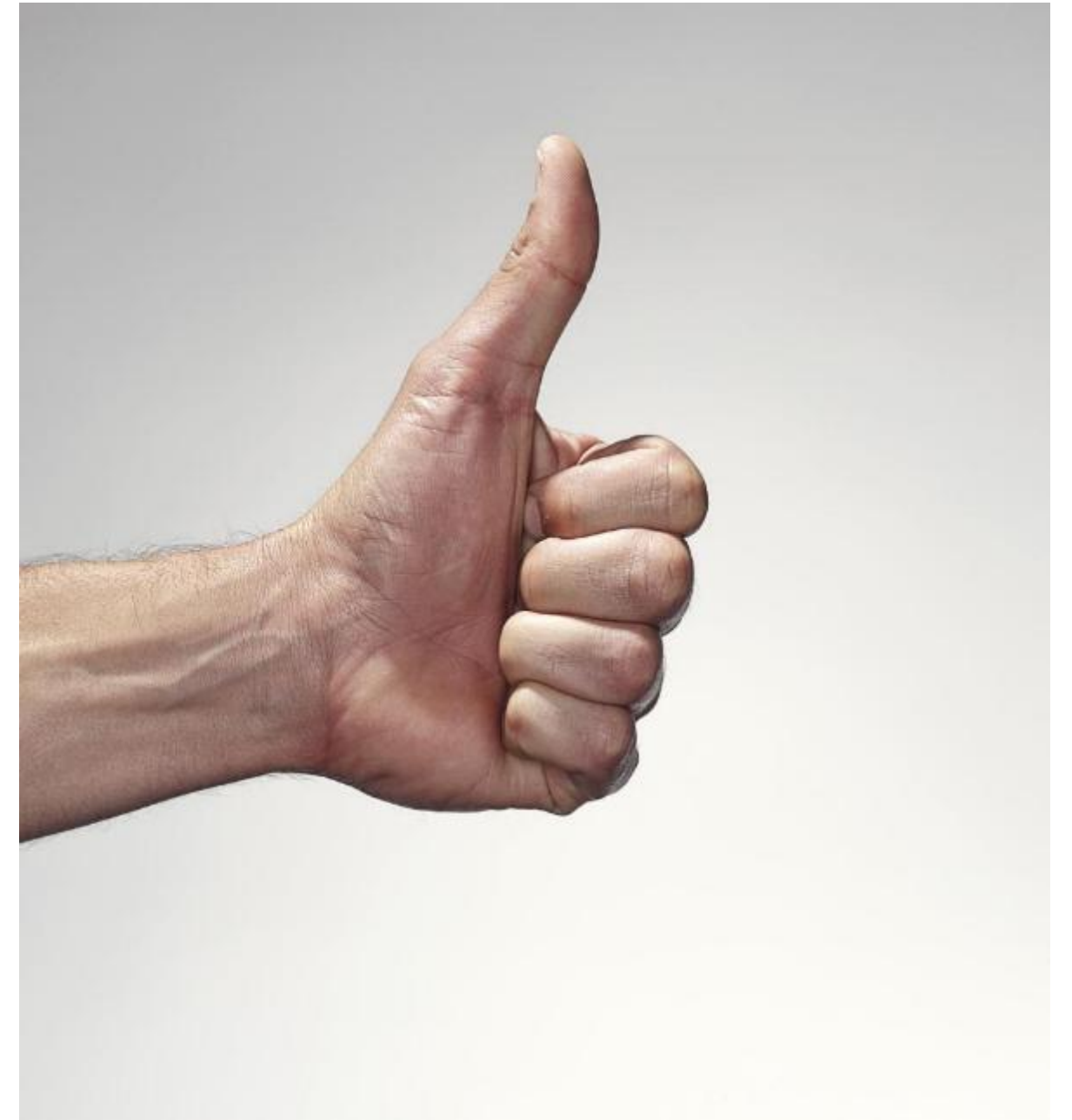
= ~\$39k

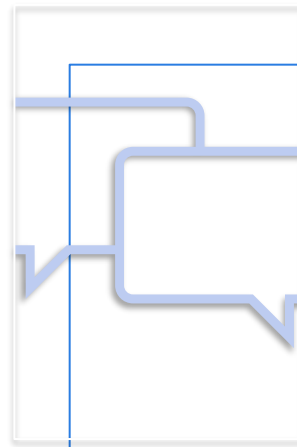
= ~\$67k



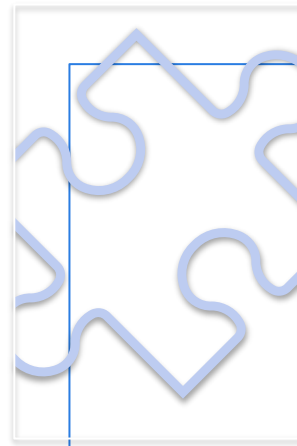
Steering Committee Recommendation

- **This is working and needs to be continued**
 - Participating CICV schools can significantly decrease cybersecurity risk in a cost-effective way (e.g., avoid institutional cyberattack shut down; maintain compliance, etc.)
 - We want to explore the possibility of developing a shared ERP and back-office functions for cost savings
 - We are confident that continued participation and investment can continue to yield positive results, as original envisioned by the Presidents and CFOS
 - CICV Administration continues to coordinate efforts
- Invite all CICV members to join the IT Collaboration initiative
- CICV Administration continues to coordinate efforts

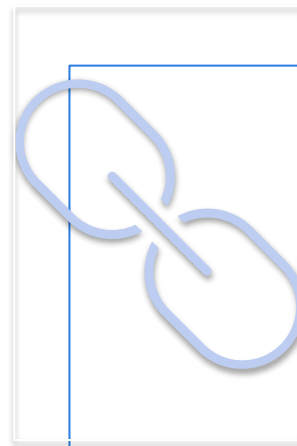




- Name
- Institution
- Job
- Favorite dessert



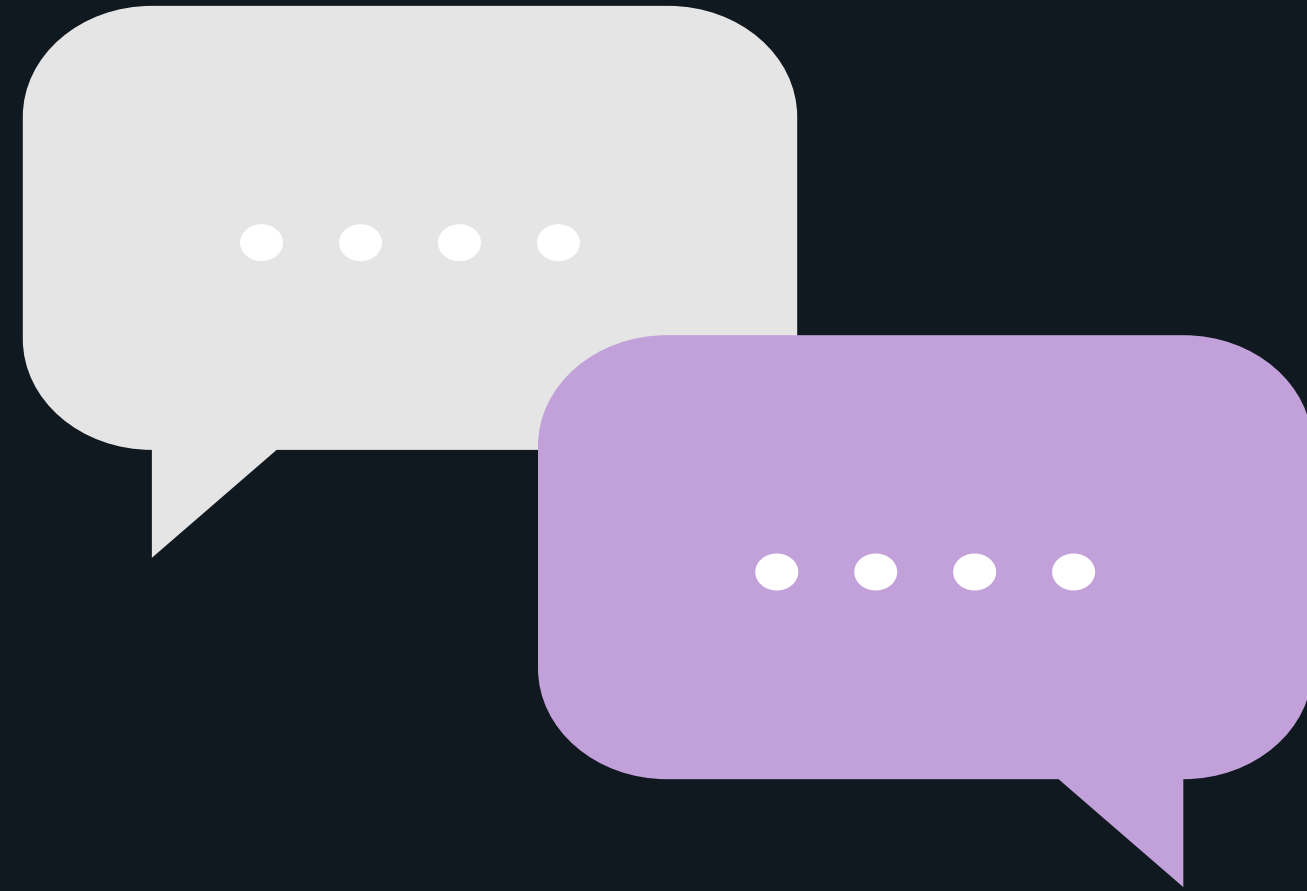
- Describe the problem you want to solve
- Why is it a problem
- How could you collaborate to solve the problem



- Join the CICV IT listserv
- Volunteer to keep the collaboration alive
- Connect on LinkedIn
- Share contact information for follow up

Let's
collaborate...





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