

Introducing Sakai: The safe, cost effective choice in today's turbulent LMS market

Wednesday, May 13, 2009



Agenda

- ▶ LMS Landscape
- ▶ Introduction to Sakai the community
- ▶ Introduction to rSmart
- ▶ Introduction to Sakai the software
- ▶ Sakai demonstration
- ▶ How to get started with Sakai
- ▶ Q & A

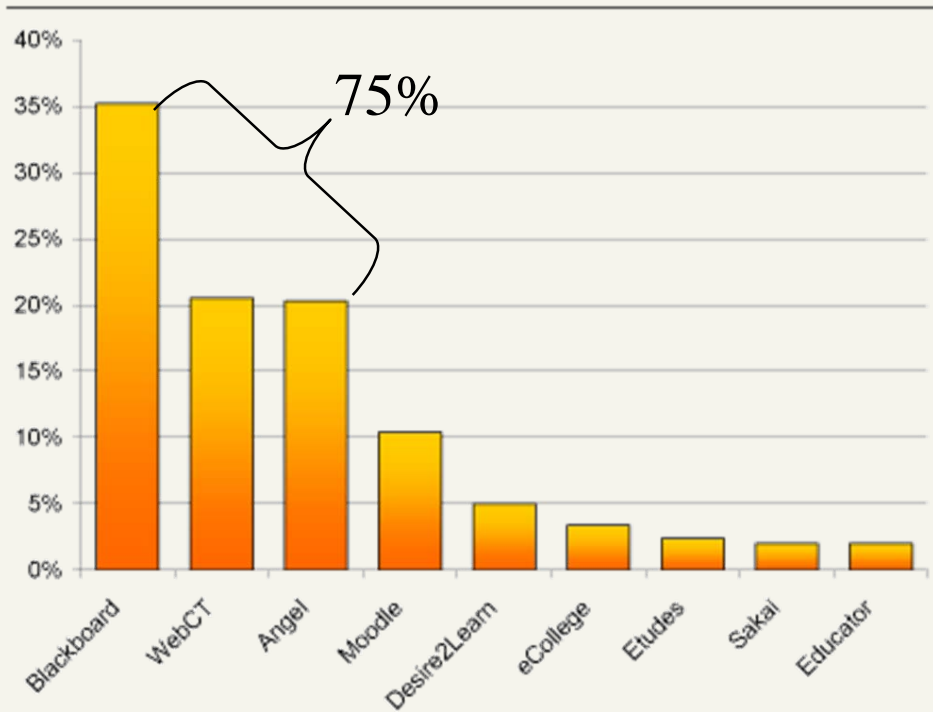
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Turbulence in the LMS market



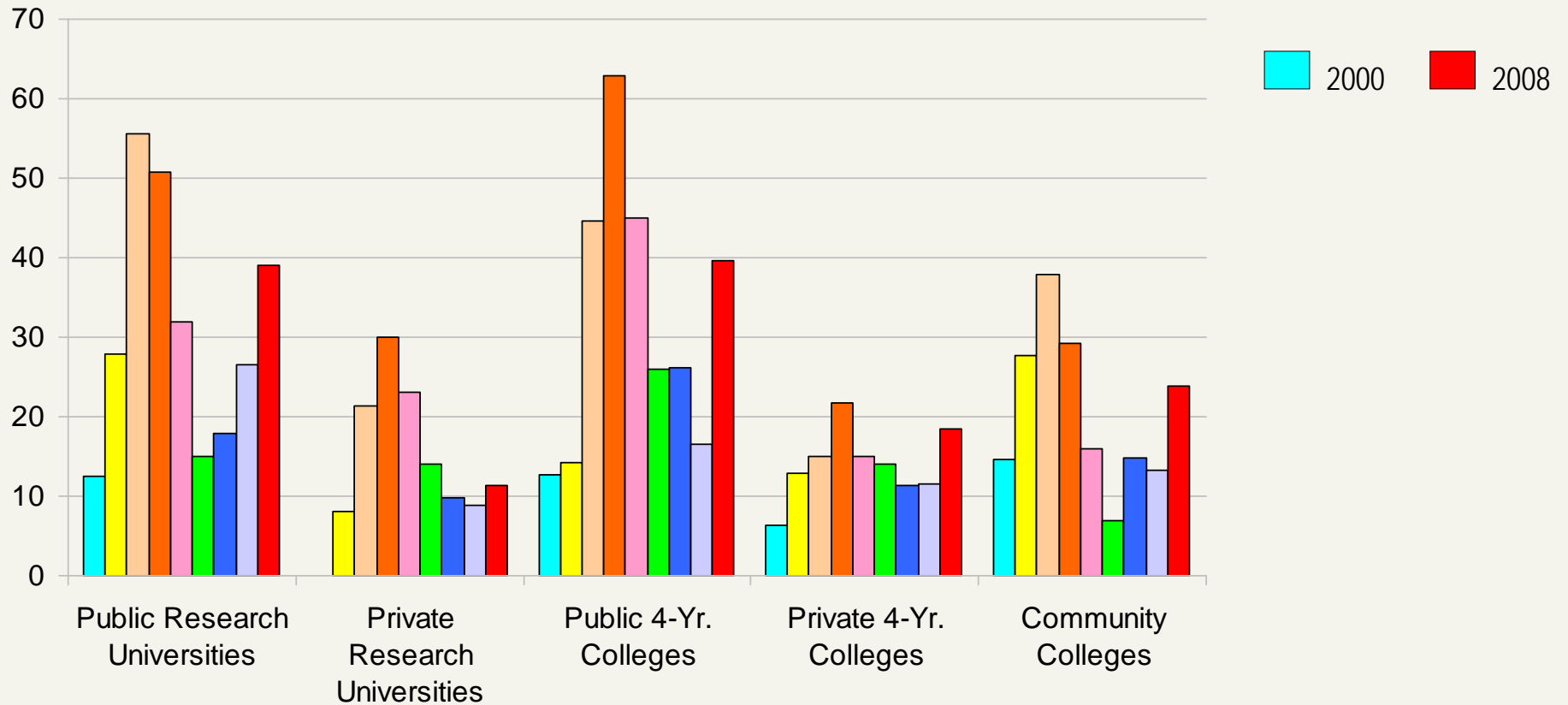
Blackboard now owns WebCT and ANGEL. 2008 higher education CMS usage table adapted from the [March 2009 ITC Distance Education Survey](#)

- ▶ The Bb / Angel Acquisition:
 - ▶ \$95 mil. (\$80m cash / \$15m BBBB)
 - ▶ Angel had ~400 clients, expected \$7m in revenue for 2009*
 - ▶ Bb paid ~\$238K per Angel client
 - ▶ Avg. rev per client \$17.5K
 - ▶ Avg. Bb rev per client: \$63K
 - ▶ Deal multiples clearly suggest a defensive move to limit choice in market

*<http://finance.yahoo.com/news/Blackboard-Inc-Reports-First-prnews-15155092.html?.v=1>

Budget Cuts, 2008

percentage of institutions reporting budget reductions for academic computing over prior year funding, 2000 - 2008

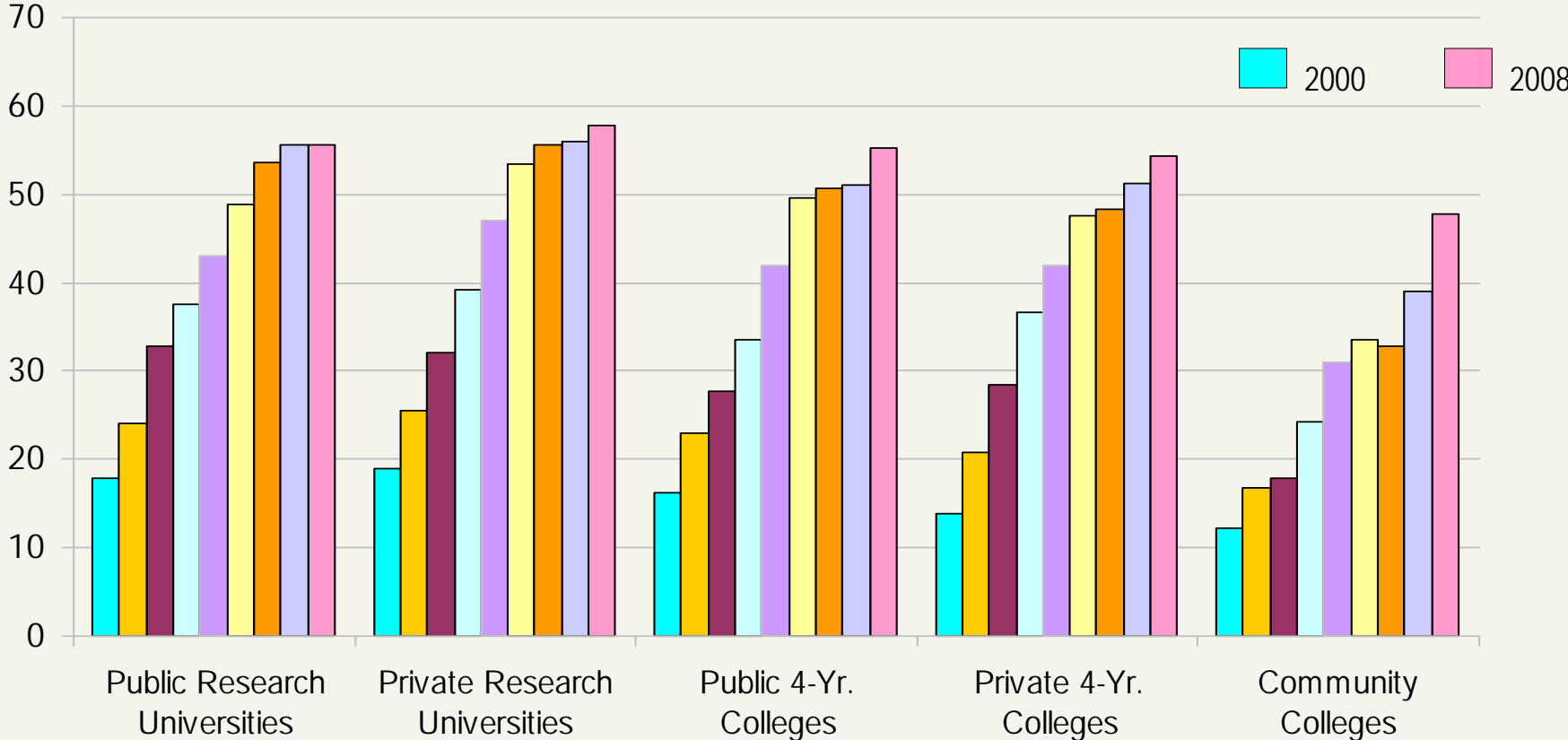


Source: The Campus Computing Project

Rising Use of IT in Instruction

Learning Management Tools (CMS/LMS)

percentage of courses using CMS/LMS by sector, 2000-2008

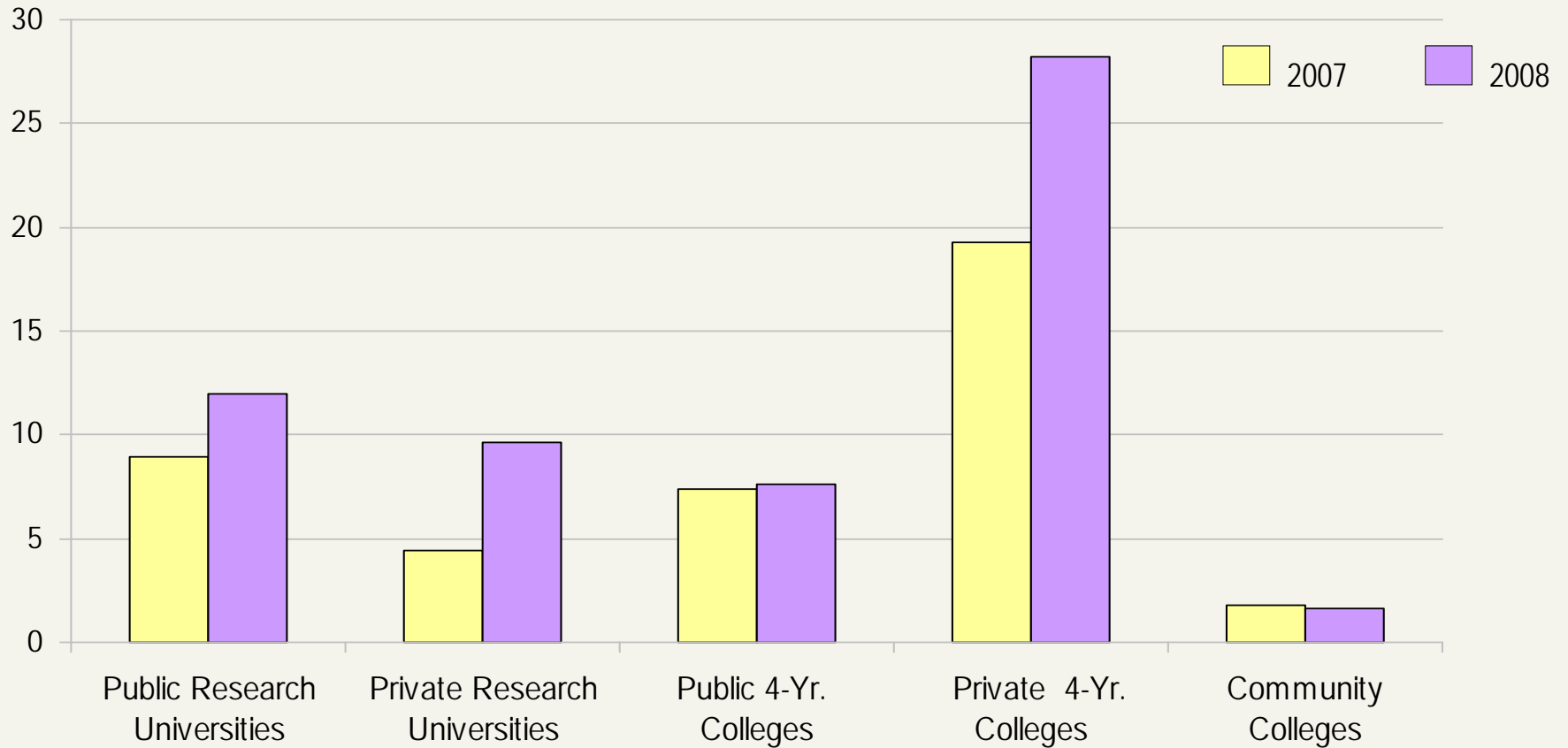


Source: The Campus Computing Project



Open Source LMS Deployment, 2007-2008

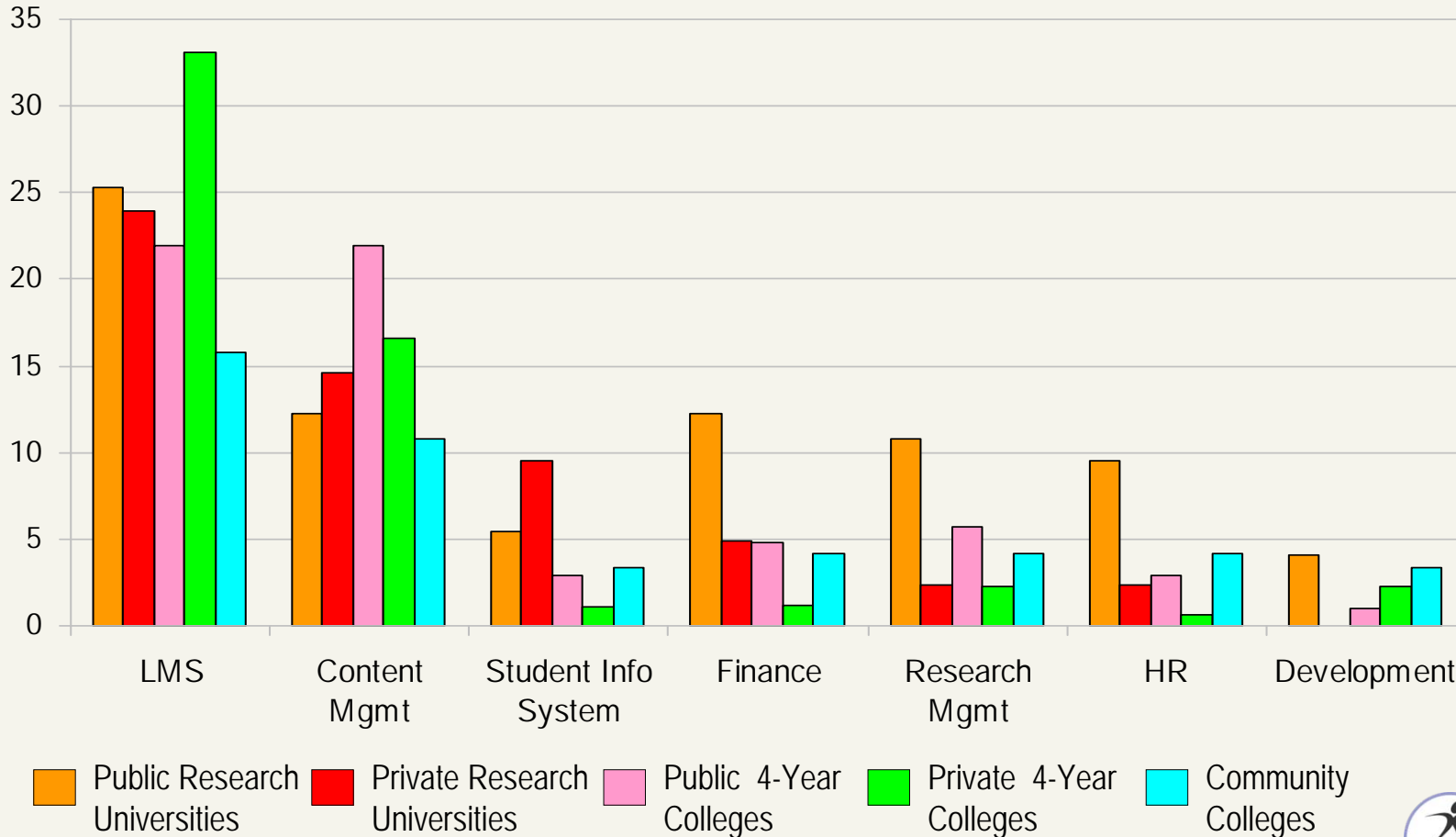
percentages by sector, 2007 vs. 2008



Source: The Campus Computing Project

Migrating to Open Source ERP Apps by 2013?

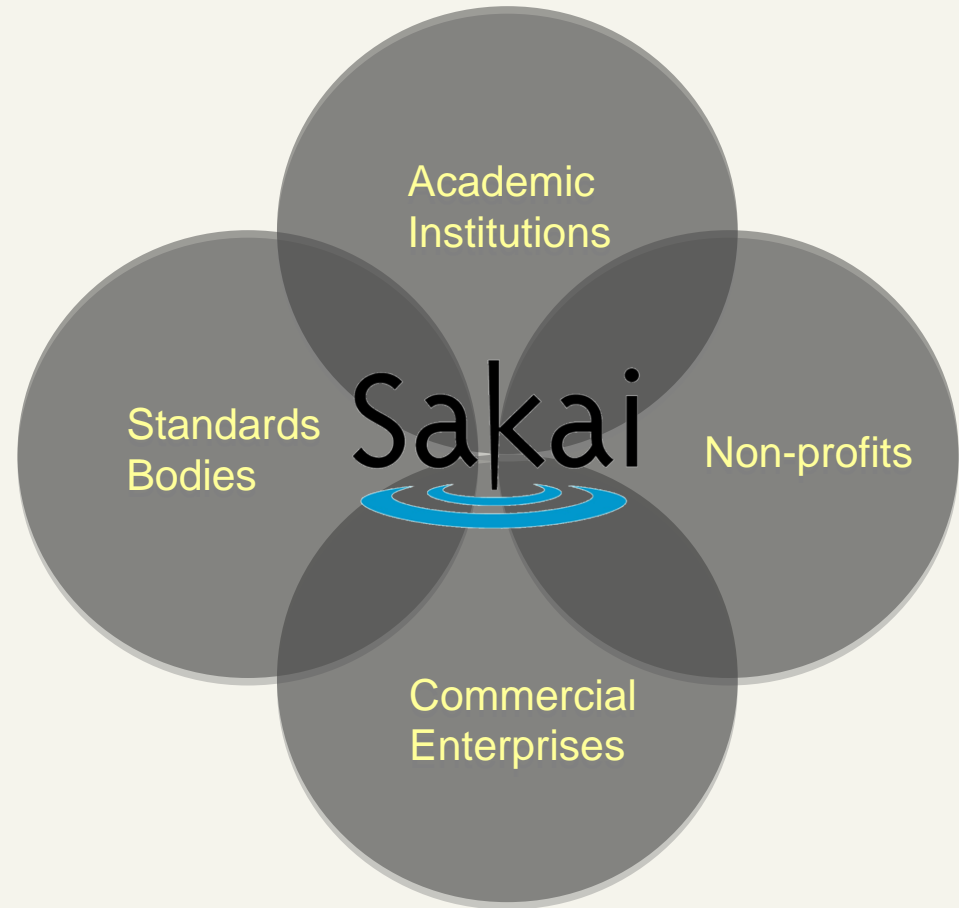
percentage reporting very likely to migrate by sector, 2008
(scale score: 1=not likely; 7=highly likely; data for scores of 6 or 7)



Source: The Campus Computing Project

Sakai: The Community

- Collaborative educational software initiative between Michigan, Indiana, MIT and Stanford, funded by Mellon Foundation
- Membership ~ 120 academic institutions and 15 commercial affiliates around the world
- Project activities coordinated by the Sakai Foundation, a non-profit 501 (C3), charged with ensuring viability of community and software
- 9 product releases since 2004



Open Source Model: Licensing

- * **OPEN LICENSING** — Sakai's software is made available under the terms of the ECL, a variant of the Apache license.
- * **NO FEES OR ROYALTIES** — Sakai is free to acquire, use, copy, modify, merge, publish, redistribute & sublicense for any purpose provided our copyright notice & disclaimer are included.
- * **CANNOT BE SOLD!** — Because of its licensing and Sakai Foundation's ownership of copyrights and trademarks, Sakai cannot be sold to other entities!



Sakai: The Community

200+ Production and Pilot Instances on 7 continents

Sample Implementations Worldwide with Approximate Size

Institutions	Users
Indiana, UNISA	130,000+
Michigan	60,000+
UC Berkeley, Cape Town, Etudes Consortium, New England (AU), Valencia, Virginia Tech, Yale, Cerritos College, University of Hawaii, RINET	11,000 - 50,000
Cambridge University, Radford, Charles Sturt, Fernando Pessoa, Lleida, Mount Holyoke, Northwestern, Rice, Roskilde, Saginaw Valley, UC Merced, Whitman, Arteveldehogeschool, eTech Ohio, Columbia Earth Institute, Limerick, Marist College, University of Baltimore, Chadron State College, Seton Hall University	1,000 - 10,000
Corporations: Performance Learning Systems, Holmes Corporation	

Sakai: The Safe Haven

- ▶ Foundation owns the IP and Trademarks
 - ▶ Can't be acquired
- ▶ The unbundling of software code from software support
 - ▶ Provides many support alternatives – self support, commercial support, hybrids
 - ▶ Allows continuity in the event of a support disruption
 - ▶ Forces commercial support providers to focus on providing great support

rSmart: A Sakai Commercial Affiliate



About rSmart

Supporting Open Source Innovations in Education

We are the leading open source application software company serving the education market. It's our passion and only focus.

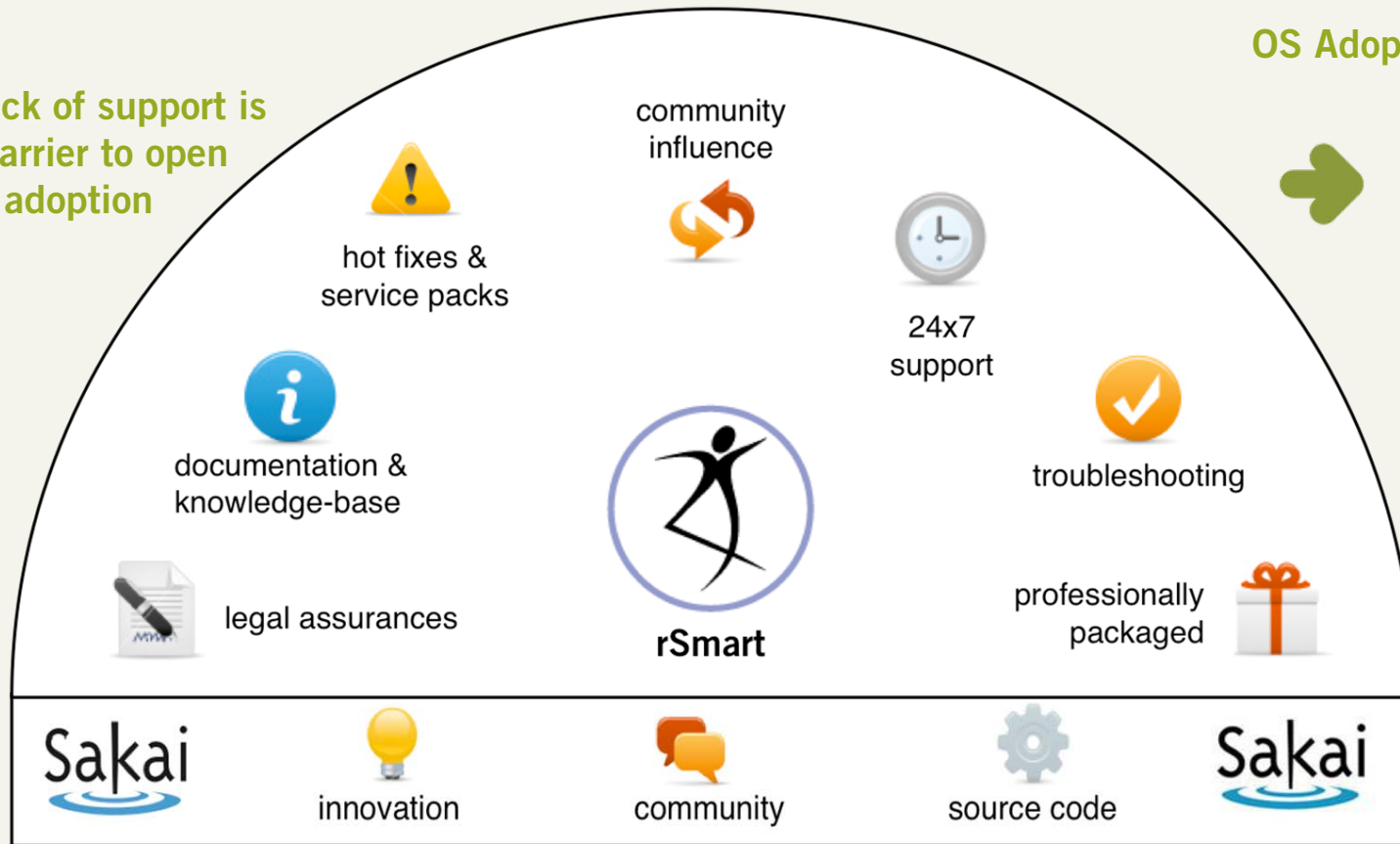
We **package, certify, service, and support** a suite of enterprise financial, collaboration and learning applications that power the Education Enterprise.

We have been instrumental in establishing and sustaining some of the most visible open source projects in education.



About rSmart's Business and Offerings

Perceived lack of support is a primary barrier to open source (OS) adoption



OS Adoption Services

- Installation
- Configuration
- Customization
- Integration
- Training
- Consulting
- Hosting

rSmart enables institutions to consume Sakai as they would any software product

rSmart “Supported” Open Source Customers

- ▶ AMDG, Inc.
- ▶ Antioch University
- ▶ Bentley College
- ▶ Boston University
- ▶ Carnegie Mellon University
- ▶ Cerritos College
- ▶ Charles Sturt University
- ▶ Colorado State University
- ▶ Cornell University
- ▶ eTech Ohio Commission
- ▶ Embanet
- ▶ Georgetown
- ▶ Hebrew Union College
- ▶ IBM
- ▶ IHEP
- ▶ Iowa State University
- ▶ ITT Educational Services
- ▶ Jupiter Innovations
- ▶ Kapiolani’ CC
- ▶ La Salle University
- ▶ Marist College
- ▶ MCC BII
- ▶ Mesa Community College
- ▶ National Healthcare Group Singapore
- ▶ Naval Postgraduate School
- ▶ Oregon Health & Science University
- ▶ Portland State University
- ▶ Radford University
- ▶ RI.NET
- ▶ Rider University
- ▶ Ross Institute
- ▶ Rutgers University
- ▶ San Joaquin Delta
- ▶ Seton Hall University
- ▶ Strathmore University
- ▶ TAFE
- ▶ University of Arizona
- ▶ UC Irvine
- ▶ UC Merced
- ▶ University of Baltimore
- ▶ University of Connecticut
- ▶ University of Hawaii
- ▶ University of Houston Clear Lake
- ▶ University of Limerick
- ▶ UNC Chapel Hill
- ▶ USC
- ▶ U Penn
- ▶ University of Windsor
- ▶ University of Wyoming
- ▶ Virginia Tech
- ▶ WSU Vancouver

rSmart / Sakai Value Proposition

- ▶ Outstanding product
- ▶ Community innovation
- ▶ Open source freedom (and safety)
- ▶ Commercial support
- ▶ Superior value

SAKAI SAVES MONEY IN HARD ECONOMIC TIMES

ARE YOU EXPERIENCING YOUR OWN ECONOMIC CRISIS ON CAMPUS?

IF YOU ARE, rSMART CAN HELP.
Switching from your expensive proprietary LMS to our fully supported open source Sakai can save you a lot of money.



CAN THE rSMART SAKAI CLE REALLY SAVE US MONEY?

Don't worry—we're not going to tell you that open source software like Sakai is free. That was last year's misconception, and it was a pretty common one. Even though there are no license fees for Sakai, there are ongoing costs for support and maintenance. These costs can be all over the map, so a debate has arisen about whether using open source really saves any money at all. We're here to show you that it can.

Perhaps you've heard that using open source software like Sakai requires legions of IT staff to support. Well, it doesn't have to.

Since we're often asked, "Can rSmart Sakai CLE really save us money?" we want to share an analysis that demonstrates that yes, the rSmart Sakai CLE can save most colleges and universities money. Not that saving money has been the primary motivation for most of institutions that choose Sakai (more control and better, more rapid innovations are usually cited as the main reasons).

Even so, in today's climate of economic malaise it's increasingly prudent to save dollars where possible. And many colleges and universities are discovering that switching to Sakai from expensive legacy systems like Blackboard and WebCT can save thousands of dollars each year while providing better support than they get from their current provider!

This misconception stems from the spreadsheets of institutions that choose to invest heavily in the direct development of the software and then support it themselves. Anxious competitors sometimes generalize from this data and spread fear, uncertainty and doubt about all open source implementations. For institutions that simply want to use the software, there is a lower cost alternative available—purchasing support and maintenance services for Sakai from rSmart. Dozens of colleges and universities are already doing this and are recognizing considerable savings over what they've paid for expensive, proprietary software from the "blackboards" of the world.

Examples of Saving License Fees

East coast, private research university

Carnegie Class: RU/VH

FTE: 19, 500

Legacy System Annual <i>license</i> , support and maintenance cost	\$180, 000
rSmart Sakai CLE Annual support and maintenance subscription	\$84, 000
Annual Savings	\$96, 000 (53%)
5 YEAR SAVINGS	\$480, 000

Midwestern, state university

Carnegie Class: RU/H

FTE: 23, 500

Legacy System Annual <i>license</i> , support and maintenance cost	\$147, 000
rSmart Sakai CLE Annual support and maintenance subscription	\$85, 300
Annual Savings	\$62, 200 (42%)
5 YEAR SAVINGS	\$311, 000

Southwestern, state university

Carnegie Class: Master's M

FTE: 6, 200

Legacy System Annual <i>license</i> , support and maintenance cost	\$80, 000
rSmart Sakai CLE Annual support and maintenance subscription	\$45, 800
Annual Savings	\$34, 200 (43%)
5 YEAR SAVINGS	\$171, 000

<http://www.rsmart.com/sakai-cle-pricing>

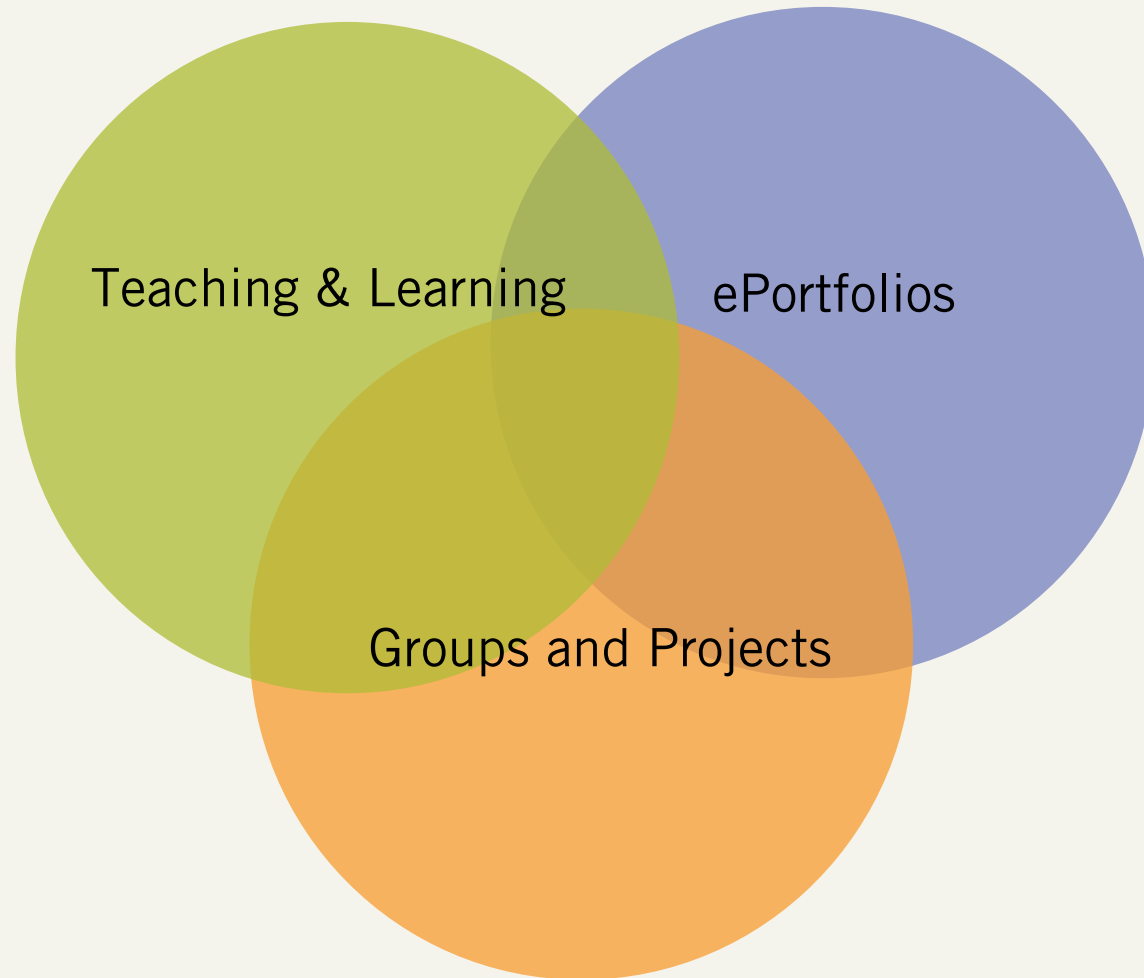


Sakai: The Software

- ▶ Next generation collaboration and learning environment
 - ▶ Teaching, Learning, Scholarly Collaboration, Research, (LMS, CMS, CLE, VLE, VRE)
- ▶ Built by the world's leading educational institutions
 - ▶ By and for Education - Enlightened self-interest
- ▶ Unmatched innovation in OS software development
 - ▶ 4 years, 9 releases, over 60 tools (wiki, blog, podcasting, portfolio, polls, web services, gallery, statistics, grad tools, evaluations, online live meeting, forums, assessment, reporting)
- ▶ Enterprise ready (performs w/ 130,000 users, enterprise integrations, contemporary code / architecture)
- ▶ Freely available under an OS license



Sakai: The Software



rSmart Sakai CLE Demo

The screenshot displays the rSmart Sakai CLE interface. At the top, a green header contains the site name 'rSmart Sakai CLE' and a user greeting 'Hello Joe Student (Sign Out)'. Below the header is a navigation bar with quicklinks: 'Another Project S...', 'Dec 28, 08, 00 F...', 'Discussion 1 SMP...', 'SAKAI 231 CS W...', and 'Edit'. A 'My Worksite' button is highlighted in blue, and a 'My Sites' dropdown menu is visible. A tooltip 'SAKAI 231 CS WORKSITE' is shown over the 'SAKAI 231 CS W...' link.

MY WORKSITE TOOLS

- Home
- Calendar
- Announcements
- News
- Web Content
- Search
- Help

SYSTEM SETTINGS

- Profile
- Preferences
- Membership
- Site Setup
- Account

My Worksite

My Worksite / Home

Message of the Day

Options

Welcome to the Sakai Sandbox - the rSmart Sakai CLE playground.

The rSmart Sakai CLE is organized into different types of sites that enable users to take classes, work together on research, course or other collaborative projects, and build their own electronic portfolios to share with anyone online. Choose from over 30 different tools that have been specially designed to facilitate course, project, or portfolio work and create a site that suits your own individual needs.

Get started by exploring the environment and experimenting with the tools we've made available in the Sandbox. Online help is available if you need it.

Remember, this is your Sandbox - have fun!

Quick Links

Options

MY COURSES

- [MAT212](#)
Welcome to the Sakai Sandbox - the rSmart Sakai CLE...
- [ACC240](#)
Welcome to the Sakai Sandbox - the rSmart Sakai CLE...
- [ECN318](#)
Welcome to the Sakai Sandbox - the rSmart Sakai CLE...

MY PROJECTS

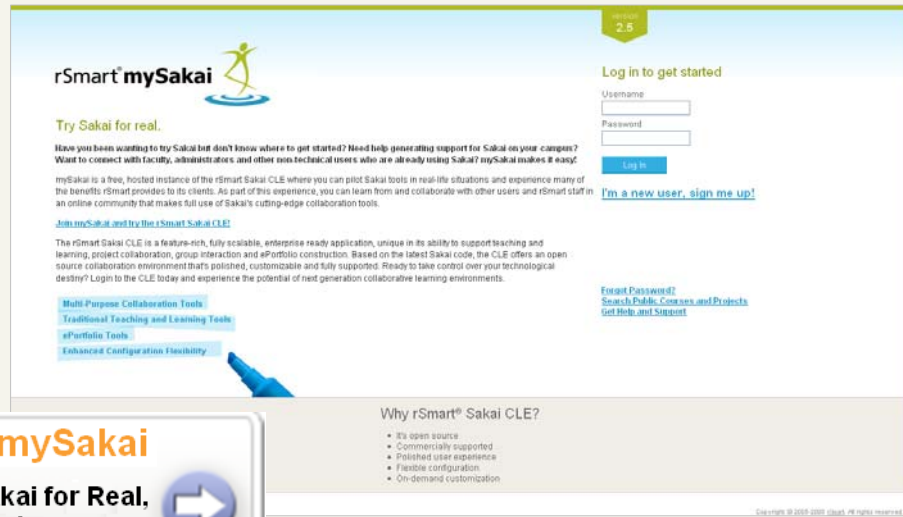
- [Accounting Group Presentation](#)
This project site is for the ACC240 presentation we hav...

MY PORTFOLIO

My Portfolio is empty. [Create a Portfolio](#)

Try Sakai for Yourself

On *our* server



mySakai
Try Sakai for Real,
for Free! 

mysakai.rsmart.com

On *your* server



www.rsmart.com

Getting Started with Sakai

THE rSMART SAKAI CLE ADOPTION PACKAGE

EVERYTHING YOU NEED TO GET STARTED



With the rSmart Sakai CLE Adoption Package, you can start using Sakai on your campus in just four to six weeks with a complete enterprise Sakai deployment, custom configured, initialized, hosted and fully supported at one low price. You get:

- Full implementation services*
- Hosting on our servers
- 6 months of support
- Start with up to 500 users
- Ability to expand as needed

*See back for details

After successfully implementing the Sakai CLE around the world—in North America, Europe, India, Singapore and Australia—we have developed the Adoption Package in order to provide you with the most efficient and effective path to a successful Sakai deployment.

Learn more at www.rsmart.com.

rSmart Sakai CLE Adoption Package

▸ Includes:

Software Support

- Hosting*
- Six months standard support
- Up to 500 users
- Ability to expand as needed

*Can be deployed onsite if preferred

▸ Services and Training

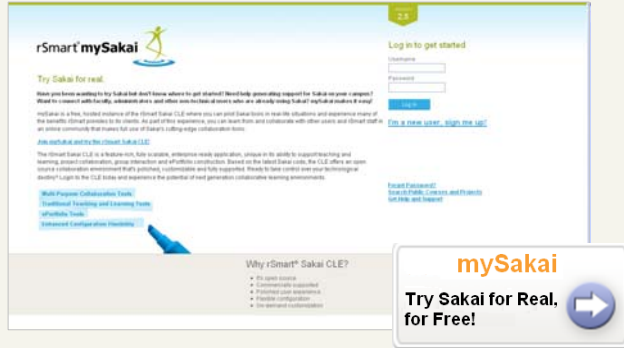
- Configuration requirements session (onsite)
- Functional and admin training (onsite)
- Branding and skinning
- LDAP integration
- SIS integration
- Installation

Cost: \$25K Timeline: 4 to 6 weeks

Questions and Contact

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on our server



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on your server



www.rsmart.com

Don't miss:

Campus Technology Webinar

Featuring Marist College

May 20, 2009

10th Sakai Conference

Boston, MA

July 7 - 10, 2009

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Participatory eLearning Interaction
Commercial service Trust ERP Kualiti
Global support community software
Distributed Peer open Partner
Customer Sakai education
transparent open source
Community Source