

PowerSchool SIS and Naviance

Better Together Essentials for PS SIS Customers

Elevator Pitch

“ Naviance is a college, career, and life readiness (CCLR) tool for districts that care about equity and access and want to ensure fidelity across the district in their CCLR programming. Now that Naviance is a part of the PowerSchool portfolio, it has become a far more accessible tool due to improved integration capabilities and easier set up and deployment. ”

Key Benefits



Improving Graduation Rates and Establishing Equitable Programming

Districts and schools will have a process for better Academic Planning that supports the students, families, and staff's needs across both platforms. This transparency is a critical step to achieving better outcomes.



Fostering Deep Family Engagement

Across both the SIS and Naviance, there is a more robust view of student CCLR data that provides critical indicators for future success. Using both solutions, parents have real time insights to help students stay on track, engage in learning and meet deadlines.



Support Staff and Counselor Effectiveness through Improved Workflows

Counselors can promote and drive registration to CCLR experiences, such as experiential learning opportunities, and use Ecollect to support waivers and permission slips.

Key Differentiators



The **most accessible** tool for teachers, administrators, students and families

- Improved integration capabilities and easier set up and deployment
- 24 hours to load all student records into Naviance with PowerSchool SIS
- No other CCLR provider is part of a unified ecosystem of critical applications within a school district



Naviance is the **most widely used** CCLR tool in majority minority or majority Free and Reduced Lunch (FARL) school districts



The **most impactful** implementation

- Programmatic approach blending training and enablement on the toolset
- Supports the shift in mindset around the perception what a successful CCLR student looks like in a school or district



The **most powerful** way to engage students and families in CCLR planning

- Students and families have access to see options available to their students in real-time
- Students and families can create a full four-year course plan starting in middle school that is tailored to the student's selected or assigned future high school and/or post-secondary goals

Better Together

PowerSchool SIS

Offers true adaptability needed to meet today's unique needs, offering flexible scheduling and attendance options, a robust gradebook, and more - easily adaptable for any new data collection needs. Its interoperability with other PS solutions, as well as a large network of K-12 EdTech partners, ensures that customers get the functionality without lengthy customizations.



Naviance

A college, career, and life readiness tool for districts that care about equity and access and want to ensure fidelity across their district programming. As a part of the PS portfolio, it is far more accessible for all due to improved integration capabilities and easier deployment.

Feature/Function	PowerSchool SIS Grad Planner	Naviance Academic Planner
Graduation Plan customization that supports meeting state and local mandates or requirements.	✓	✓
Students can create 4-6 year academic plans seeing their future academic path		✓
Career, Self-discovery and post-secondary planning housed all in one area directly tied to course planning		✓
Explore different career pathways and draft multiple plans		✓
4-6 year plans available for digital signature by parent/guardian		✓
Course demand reports for future staff and course planning		✓
Available for parent/student and staff view	✓	✓
Students may have multiple versions of graduation plans	✓	✓

Why our customers need both!

*Students who are on track at the end of freshmen year are **four times more likely to graduate from high school**. This underscores the criticality of truly understanding where students are with credits and ensuring all stakeholders have access to this information.*

Better Together

PowerSchool eSchool Plus

Offers true adaptability needed to meet today's unique needs, offering flexible scheduling and attendance options, a robust gradebook, and more - easily adaptable for any new data collection needs. Its interoperability with other PS solutions, as well as a large network of K-12 EdTech partners, ensures that customers get the functionality without lengthy customizations.



Naviance

A college, career, and life readiness tool for districts that care about equity and access and want to ensure fidelity across their district programming. As a part of the PS portfolio, it is far more accessible for all due to improved integration capabilities and easier deployment.

Feature/Function	PowerSchool eSchool Plus Grad Planner	Naviance Academic Planner
Graduation Plan customization that supports meeting state and local mandates or requirements.	✓	✓
Students can create 4-6 year plan brought into Post-Secondary Report		✓
Career, Self-discovery and post-secondary planning housed all in one area directly tied to course planning		✓
Explore different career pathways and draft multiple plans		✓
4-6 year plans available for digital signature by parent/guardian		✓
Course demand reports for future staff and course planning		✓
Available for parent/student and staff view	✓	✓
Students may have multiple versions of graduation plans	✓	✓
Students can create 4-6 year academic plans seeing their future academic path	✓	✓

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Selling to Districts | Key Themes + Benefits

Personas: Student Services, CAOs, and Equity and Access Coordinators

Improving Graduation Rates and Establishing Equitable Programming

- **Simplified Scheduling** | Staff will have a user-friendly **planning interface** within Naviance to **engage with students and their families**. Along with the tailored tools in SIS, this makes scheduling easier than ever.
- **Better Visibility** | Students, teachers, administrators, and parents have visibility in the shared goal of **improving student outcomes**. Additionally, Students and families will have a **simplified interface to continually monitor progress toward graduation** and will see in **real time** if a student's course credits go off-track.
- **Improved Workflows** | Counselors and staff will have the insight they need on course demand to ensure the master schedule accommodates all course requests and staffing.

Support Staff and Counselor Effectiveness by Improving Workflows

- **Simplified Scheduling** | Counselors can **easily schedule parent/counselor conferences** by using Ecollect to solicit parent availability and schedule in-person or virtual conferences with students and parents.
- **Improved Workflows** | Counselors can promote, share, and **collect registration for any CCLR experiences using Naviance**, while leveraging Ecollect to complete any **waivers or permission slips** needed.

Did you know? *Students who visit a college before they apply are 40% more likely to be admitted than students who do not visit or show demonstrated interest.*

Fostering Deep Family Engagement

Better Visibility | Using Naviance + SIS together allows students, teachers, administrators, and parents to have visibility in the shared goal of improving student outcomes.

NOTE: The Naviance Student Readiness Report is a key tool that serves as an individual student report card for parents and families on **progress to being College and Career ready**.

- Across both the SIS and Naviance, there is a more **robust view of student CCLR data** that provides critical indicators for future success.
 - Using **both solutions, parents have real time insights to help students stay on track**, engage in learning and meet deadlines.
 - The **SIS provides real time attendance and classroom information**, while Naviance provides **real time course credit/graduation plan progression**.

Improved Workflows | Both solutions provide **email tools to drive further engagement with families** around current initiatives and deadlines, such as college and scholarship applications.

- Emails can be sent to individuals, groups of individuals, grade levels, or entire schools and **can be customized by lack of action from a student**.

Coming Fall 2022: Naviance and PowerSchool SIS will take another step in creating an inclusive family experience by providing multi-lingual support.

SIS and Naviance – Better Together

SIS/Naviance Current State

- 1 Naviance can import and export course data with PowerSchool SIS through a manual export and SFTP upload. Data can move bi-directionally with SIS and Naviance via integration
- 2 Parent accounts are created through a manual export from the SIS and uploaded into Naviance for account creation
- 3 Staff accounts are created through a manual export from the SIS and uploaded into Naviance.
- 4 Staff can use AppSwitcher for ease and efficiency while working with various PowerSchool products

	Target States for SIS	Target States for Naviance
Arizona	✓	✓
California		✓
Colorado	✓	
Florida	✓	✓
Georgia		✓
Idaho	✓	
Massachusetts	✓	
Michigan	✓	✓
Minnesota	✓	
North Carolina		✓
Ohio	✓	✓
Texas	✓	✓

SIS/Naviance Future State

- 1 Beginning Fall 2022 we will be enabling clients with both **Naviance Course Planner and PowerSchool SIS subscriptions to import course data directly from the SIS into the Course Planner solution**, thus eliminating the need to manually enter duplicate course information.
- 2 Parent **account creation will be automated!**
- 3 Staff **account creation will be automated!**
- 4 The integration of Naviance with eSchoolPlus and SIS will allow **staff data imported from the SIS to Naviance to be automated**. This change will **simplify staff management**, improve **data accuracy**, and accelerate Naviance implementation for clients new to Naviance.

Job aids and training

- [SalesLoft Cadence Copy](#)
- [Naviance Sales Essentials Guide](#)
- [Naviance Sales Kit](#)

Resources to Share

- [Naviance/SIS Integration Flyer](#)
- [Naviance+SIS Demo Video](#)

Naviance Selling Strategy

- Use Naviance as a “tuck-in” for net new SIS deals
- Position Naviance to existing SIS user base (eSchool plus included)

eSchoolPlus and Naviance – Better Together

eSchoolPlus/Naviance
Current State

Future State



- 1 Naviance can import and export course data with PowerSchool SIS through a manual export and SFTP upload. Data can move bi-directionally with SIS and Naviance via integration
- 2 Parent accounts are created through a manual export from the SIS and uploaded into Naviance for account creation
- 3 Staff accounts are created through a manual export from the SIS and uploaded into Naviance.
- 4 Staff can use AppSwitcher for ease and efficiency while working with various PowerSchool products

- 1 Beginning April 2022 eSchools Plus Student data will flow seamlessly to Naviance ensuring quick setup and accurate data, less manual entry!
- 2 Future state will include parent data and staff data.

	Target States for eSchoolPlus	Target States for Naviance
Arizona	✓	✓
California		✓
Colorado	✓	
Florida	✓	✓
Georgia		✓
Idaho	✓	
Massachusetts	✓	
Michigan	✓	✓
Minnesota	✓	
North Carolina		✓
Ohio	✓	✓
Texas	✓	✓

Job aids and training

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Resources to Share

- Naviance/eSchool Plus Integration Flyer *Coming soon!
- Naviance + eSchool video *coming soon!

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- Use Naviance as a “tuck-in” for net new SIS deals
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