

# Building Partnerships Workforce Investment Boards & Colleges

Ideas for implementing

**ed2go** | [Learn More](#)

ACCE Conference  
February 26, 2010



# Partnerships/Working Together

## Benefits

- Mutual Benefit
- Shared Resources
- New Ideas/Synergy
- New contact
- Future Collaboration

## Challenges

- Work/Effort
- Time
- Hassle
- Change/Unknowns
- The Unexpected
- Added work
- Control (Limited Control/no control/shared control)



# About Us-Apples to Apples

- Unit: Business, Industry & Community Services
- Responsible for:
  - Contract Education
  - Community Education
  - Partnerships, Business & Industry Relationships
- Staffing:
  - Director
  - .50 FTE, Support Staff (Senior Secretary)
- Focus/Direction: Contract Ed



# Benefits vs Challenges

## ROI of WIB Partnership

- August, 2009: Negotiations with WIB began
  - COS ed2go enrollment: 5 students/month
- October, 2009: Created [www.ed2go.com/coswib-pro](http://www.ed2go.com/coswib-pro)
  - Trained personnel; piloted process
- November, 2009: WIB Enrollments began

November 2009 – February 2010 Enrollments  
4 months = ~140 Enrollments



# Complete Story

(or how big of a hassle was this)

- Approach the WIB (luck and serendipity);
- Approach: Skill Enhancement Classes (under \$500 is a key for WIB – no ETPL list)
- Set up Specialized ed2go site ([www.ed2go.com/coswib-pro](http://www.ed2go.com/coswib-pro))
- 3 planning meetings with the WIB
  - Used evaluation passcodes, walked staff through the site; allowed 2-3 staff sign-up and take a class
  - Obstacles: Billing, Accountability (tracking students), internal processes, keeper of the passcodes (billing)
- 4 Training Sessions with WIB/OSO staff






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Welcome, *College of the Sequoias (coswib-pro)*

## [Tracking](#) : [Student Progress](#) : Student Progress Report

Progress Report  
Feb 17 2010

**Accounting Fundamentals**  
Your Section Number: EH00102  
Date: Feb 17 2010

First Name	Last Name	Company/Affiliate	Quiz	Score	Date
Sherry	Champagne		1	080	02/17/2010
Sherry	Champagne		1	080	02/17/2010

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Navigation icons: Share, Sidewiki, Check, Translate

Navigation icons: Favorites, Facebook, Sherry Linn Rode..., Suggested Sites, Free Hotmail, Banner Desktop - INB, Banner Web - Self Service, COS Intranet, Web Slice Gallery

Navigation icons: Online Administration Center, Home, Page, Safety, Tools

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Welcome, *College of the Sequoias (coswib-pro)*

**[Tracking](#) : [Student Completion](#) : Student Completion Report**

Completion Report  
Dec 09 2009

**Accounting Fundamentals**  
**Your Section Number:**  
**Date:** Dec 09 2009

First Name	Last Name	Company/Affiliate	Score	Date
julie	frederick	Enter Company Name	061	01/23/2010 08:41 AM

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**Accounting Fundamentals II**  
**Your Section Number:**  
**Date:** Dec 09 2009



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Calibri 11 A A

General

Conditional Formatting Format as Table Cell Styles

Insert Delete Format

Sort & Filter Find & Select

A2 Last Name

Tulare County Workforce Investment Board: COS/Ed2Go Online Courses with Start Date 1-20-10				
Last Name	First Name	Course Name	Pass Code	Status
Adamson	Malinda	Quickbooks 2009		Active
Aguilera	Guadalupe	Speed Spanish		Active
Alanis	Maria	Speed Spanish	FJGRYCJZCYKB6XIY	Active
Avery	Eric	Introduction to C++ Programming	EDT1NZV3UU77WDSD	Active
Ballew	Tracy	Medical Terminology: A Word Association Approach	WXHDZFS1UDGKFUA	Active
Barrera	Julian	Introduction to Microsoft Excel 2003	segunrelqdn3as5q	Active
Beaty	Heather	Speed Spanish		Active
Benningfield	Kathy	Speed Spanish	lhvzdx7avz4v6muw	Active
Bowers	Tiffany	Introduction to Microsoft Excel 2007		Active
Bradney	Redney	Introduction to Microsoft Word 2003	27QPSV2G1D6YYRIN	Dropped
Brown	Arletha	Speed Spanish	EBNPN5YGGH1UTXQ3	Active
Carter	James	Mastery of Business Fundamentals	maml4mpuwdj1in5b	Active
Cotta	Rhonda	Speed Spanish		Active
Coyne	Johanna	Intermediate Photoshop CS3	XD5KTPISIPM8NCQI	Active
Cummings	Barbara	Keyboarding	NQR524Q2GNDA1XZH	Active
Eidson	Jennifer	Medical Coding	fxnuz7aac2yffve4	Dropped
Eidson	Jennifer	Terminology: A Word Association Approach		Active
fishbough	gary	Medical Transcription		Active

# What we've learned

- Takes effort, time and processes must be created
- Return on Investment?
  - Accountability issues....problematic and must be dealt with
  - Is the net you make worth the trouble?
    - In context of relationship building....excellent
    - Investment of has created other relationships related to customized training, group training, industry partnerships.
- Is someone on your college on the board?



Questions?  
Other Comments?

