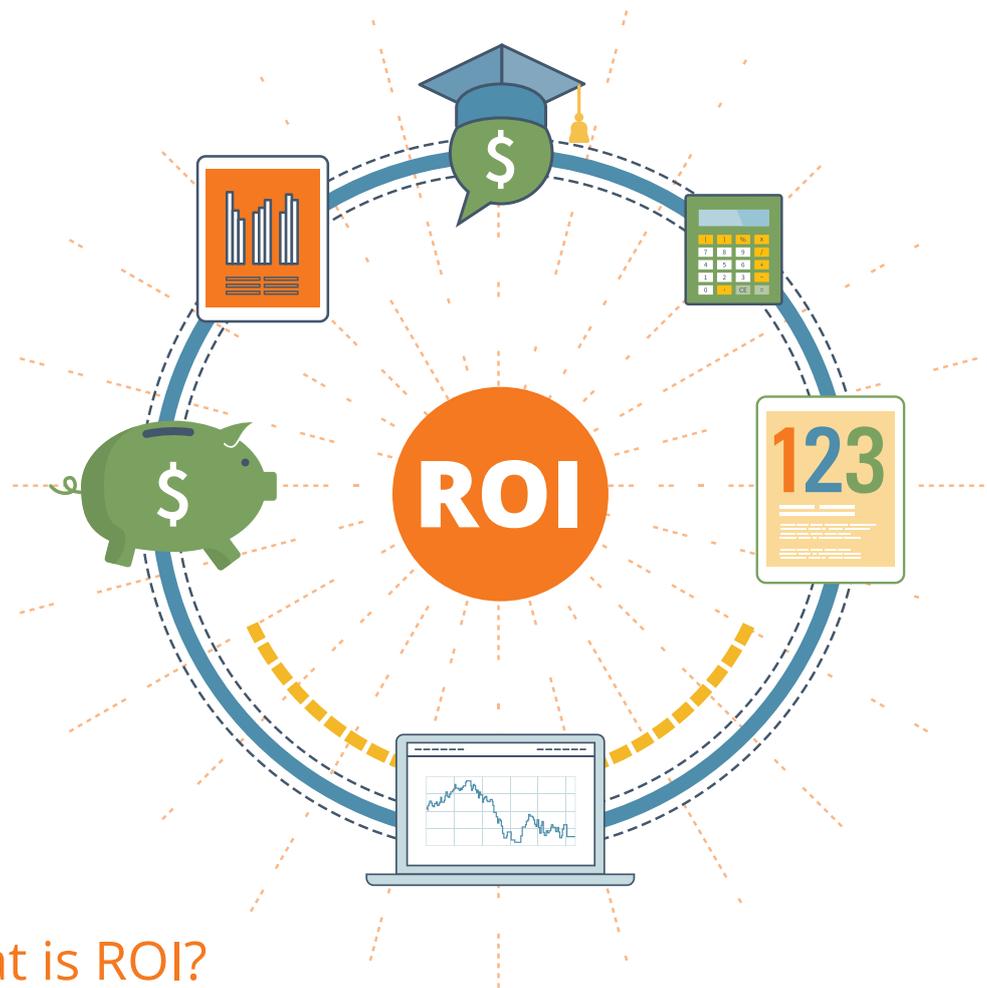# ROI Calculator

By calculating the return on investment (ROI) for a technology implementation, districts can determine if their investment will pay off. While there are some "soft" returns from a new, end-to-end LMS, such as better student engagement, there are also quantitative measures districts can use to determine a solid ROI.

What is ROI?

Defined as the major metrics by which a technology investment is judged a success or failure, ROI in education can be measured quantitatively and then tracked and directly correlated to the purchase of a particular type of technology. Other quantitative measures of success are school attendance figures, graduation rates, and student participation. For example, interactive technology has been said to improve student engagement.[1]

ROI is important because it quantifies a project's value. Perhaps the most important aspect of ROI is that it shows the dollar figures of a project's worth. ROI turns the subjective into the objective, which can often turn uncertainty among stakeholders into support.

Tying a dollar value to a project can also help with a "go/no-go" decision. "Many times, stakeholders want to see what the dollar value is to them if they are to support a particular project," says iSixSigma's Chris Schweighardt. "Without an ROI, that is very difficult to do."[2]

1. Chrissy Winske, "How to Calculate ROI on K–12 Tech Investments," K–12 Tech Decisions, July 30, 2014.

2. Chris Schweighardt, "Calculating ROI to Realize Project Value," iSixSigma.

Connecting the Dots:
ROI and Efficiency

In assessing current levels of district efficiency—and potential areas of improvement—there are nine key measures that should be considered:

Inefficient districts have:

1. Multiple, disparate learning and digital content tools

2. Multiple log-ins for content, curriculum, professional development, instruction, communication, collaboration, and assessment platforms

3. Low user adoption

4. An inability to implement new pedagogy or instructional strategies

5. Higher costs (full time equivalent spent on updating, rostering, and distributing curriculum; as well as the costs associated with purchasing and maintaining disparate systems)

6. The challenges associated with more time spent on curriculum and lesson planning and less time spent on instruction

7. Higher teacher turnover

8. No consistent way for teachers to measure mastery of standards

Efficient districts have:

1. One district-wide, end-to-end digital platform

2. One log-in for content, curriculum, professional development, instruction, communication, collaboration, and assessment

3. High user adoption

4. An ability to integrate different systems and platforms

5. Lower costs (full time equivalent spent on updating, rostering, and distributing curriculum; reduction in the number of tools and systems)

6. Teachers who are able to spend more time on instruction and less time on curriculum and lesson planning

7. Less teacher turnover (i.e., teachers are more satisfied with their careers and with their roles in the educational process)

8. Actionable data for teachers to measure mastery of standards

9. An ability to modernize pedagogical methods (e.g., Universal Design for Learning [UDL], Personal Learning, 1:1 technology implementations, and become Every Student Succeeds Act [ESSA] Ready)

Creating a more efficient district by consolidating multiple, independent tools and content means that schools can streamline instruction, spend less time managing systems and manual processes, and give teachers the opportunity to focus on instruction and student achievement. This efficiency, in turn, can reduce teacher turnover, increase student engagement, boost user adoption, and lower the total cost of ownership (TCO) for the district.

How efficient is your district? Take our quiz!

Creating an ROI Model:
5 Key Questions to Ask

Answer these questions to develop an ROI model of your own. Putting real dollar values against your inefficiencies will help you understand how much you can save by consolidating tools with an end-to-end solution.

1. How much can you save your district by eliminating disparate tools such as separate LMS systems, content management systems, curriculum management systems, collaboration tools, assessment tools, etc.?

Add up all the annual license fees for these systems and subtract the cost of an enterprise-level LMS, such as itslearning. What is the difference? This could be real savings!

2. What is the cost per user?

If only a small percentage of your students and teachers is using your software, then the cost per actual user is very high. Measure this by calculating the total cost of your current teaching and learning platforms and dividing that cost by the number of actual users. You're probably paying for a lot of users who aren't taking advantage of the tools you're paying for. Make it a goal to reduce this metric by consolidating tools and getting an end-to-end solution.

3. If you aren't able to implement modern pedagogical strategies, what is the point of your software investments?

Enough said! If you're not moving the needle in terms of actual teaching and learning, then your return on investment is zero.

4. Are you getting the most out of your full-time equivalents?

Any time that curriculum staff is spending on maintaining scope and sequence documents, rostering students into multiple content platforms, or distributing resources, is time they're not spending on developing modern curriculum. Calculate the loss of productivity by measuring the cost of these administrative tasks. How much time can you recapture by automating curriculum management?

5. How much is teacher turnover costing you?

Teachers are more likely to leave their positions when they have to spend more time creating resources and duplicating lesson-planning efforts than focusing on their students. What does it cost to lose a teacher in terms of recruiting, training, and ramp-up time? An enterprise LMS reduces the time spent on administrative tasks and can reduce teacher turnover as well.
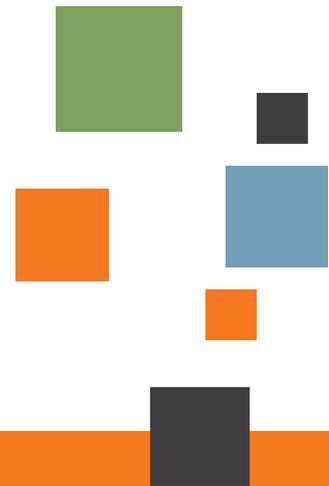
Creating Efficiencies with an End-to-End LMS

School budgetary restrictions, the need for standards-aligned curriculum and assessment, and implementing new instructional strategies are key drivers in today's districts. To maximize their resources, districts need to find new ways to create efficiencies across all of their systems and shareholders.

For many districts, the solution lies in an end-to-end LMS that serves as a virtual "hub." By streamlining the curriculum management process and creating a one-stop shop for curriculum guides, instructional frameworks, professional development, and other critical resources, a comprehensive LMS streamlines activities across the district and allows teachers to do what they do best: focus on student achievement.

ROI Calculator

About itslearning

Designed specifically for the K–12 sector, itslearning is a leading, cloud-based learning management system that helps teachers make education more inspiring and valuable for today's students anytime, anywhere, and on any device. As a student-centered learning environment, itslearning gives teachers, students, and parents access, as appropriate, to course materials, assignments, communities for collaboration, professional development tools, and student progress reports. The platform's personalized dashboards give teachers a way to quickly and easily share instructional resources, assignments, activities, and assessments with students and parents.

its learning

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