

## Totton College

How business partnerships lead to success and why Totton College became an 'early adopter' of Capita Further and Higher Education (FHE), UNIT-e Student Records and Tracking Solution (SRTS).

### Background

Totton is an award winning 6th form college with around 950 full time students and a further 5000 part time students and 950 full time students across 20 sites.

It is in the top 2% of colleges in England for quality of teaching and achieves excellent examination results recently achieving a 95.6% pass rate at GCE A Level and was graded 'excellent' in a national study of value added examination results.

Totton is renowned for its sports courses and has just opened a Sports Academy. It also operates a specialist unit providing commercial training and services to business. The college takes innovative approaches to meet learner needs and, as well as strong provision for 16-18 year olds, runs a significant range of widening participation projects. The college has an excellent relationship with the local LSC; and thanks to reliable data, is able to work on a basis of openness and trust.

### The challenge

Since incorporation ten years ago Totton, like all other colleges, has faced an increasing demand for accurate information that people have confidence in. There is a need to build trust with external funding agencies and with students and consistently reliable information helps this happen. As that trust grows so confidence in the organisation grows and this can lead to greater autonomy and can attract additional funding. Inspections and audits, for example, have been greatly aided by the quality of information the college has been able to provide.



### The solution

Capita FHE became involved in 1998 when Totton was looking to replace its current MIS solution. After implementation the system really started to come into its own, according to College Registrar, Alex Richards: "The software was flexible and had great functionality" Such was the college's faith in Capita FHE they became an 'early adopter' of the new total management solution UNIT-e, in November 2002 and now have up to 160 staff using the system on a daily basis.

The college believes that its long-term business partnership with Capita FHE has brought benefits to both sides. "We have an excellent relationship which is honest and open," says Alex Richards. "It means that we can work together, overcoming problems, to develop the best system for the college's changing needs and this is why we were prepared to move to the new solution, UNIT-e." Principal, Mark Bramwell has a policy of building up long-term relationships with business partners and believes this has helped the college to achieve success.

### The benefits

#### Flexibility

- No constraints,
- Solution can be moulded to reflect business purposes

#### Consistency of software

- Strong in all areas, allowing users to build up transferable skills
- Uniform quality of software with no 'legacy' modules

#### Integration

- Information is held on a single core database
- Easy facilities for import and export

#### Functionality

- Flexible tools built into the system to enable it to be configured for any needs

#### Relationship with Capita FHE

“ An efficient MIS is a vital part of any college. It is there to improve directly or indirectly the experience the student gets whether it is as simple as being in the right classroom with the right teacher with the right register. At a deeper level the system can help to improve the quality of the way we deliver teaching and learning and student support. ”

*Mark Bramwell, Principal  
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