

## Questions on Notice – Response

1. **The Hon. ANTHONY D'ADAM:** You do make an overarching analysis as part of your benchmarking process of how this cycle of data and analysis and then implementation is shifting the overall behaviour of universities?

**LEA PATTERSON:** We can see trends over time in the benchmarks, yes.

**The Hon. ANTHONY D'ADAM:** What kind of shifts are you observing? For example, in terms of the staffing complement in relation to courses, are universities trying to deliver more courses with less experienced staff? Presumably, a first year lecturer is lower on the incremental scale and marginally cheaper, so it's better to

engage more of those than more experienced staff. Is that an observable trend that you've been able to detect in your analysis over time?

**LEA PATTERSON:** I couldn't report on that.

**The Hon. ANTHONY D'ADAM:** You could take it on notice.

### RESPONSE:

The benchmarking does not go down to different levels of staff so we cannot report on shifts in experience levels of staff.

2. **The Hon. RACHEL MERTON:** Thank you very much to the three of you. Mr Patterson, this might be more for you. At the opening, you spoke of the work that you do for the universities. I think there were six universities in total you spoke of. I'm just wondering whether you've got any direct contracts in place with those universities for this work you provide.

**LEA PATTERSON:** Yes, we do. At the moment, of those six, we're currently updating all their models.

**The Hon. RACHEL MERTON:** I'm happy for you to take this on notice, but would you be able to provide details in terms of what the value of those contracts are to each university and possibly what the history might have been over the last, I don't know, five years or since your offering was made available?

**RESPONSE:**

**Current NSW Clients and Revenue for LAST FY 1 July 2024 – 30 June 2025 - INCLUDES SOFTWARE AND SERVICES**

Charles Sturt University - \$89,607

Macquarie University - \$92,235

University of New England - \$87,450

University of Technology Sydney - \$102,135

Western Sydney University- \$145,038

University of Wollongong - \$43,385

**Total - \$559,850**

**Five Year Total – 1 July 2020 – 30 June 2025 - INCLUDES SOFTWARE AND SERVICES**

Charles Sturt - \$503,877

Macquarie University - \$463,474 (2022-2025)

UNE - \$416,350 (2022 – 2025)

UTS - \$225,775 (2024 – 2025)

WSU - \$568,612

Wollongong - \$186,896

**Total - \$2,364,984**