MALA TECHNOLOGY ADVISORS

Independent Technology Guidance. Market Intelligence. Better Decisions.

EDUCATION · INDUSTRY DATA SHEET

Technology Strategy That Respects Public Budgets and Student Data.

K-12 districts and higher education institutions operate under public procurement rules, taxpayer-funded budgets, FERPA and state student data privacy laws, plus the ed-tech license sprawl that accumulates on top of it all. MALA builds recommendations a board can approve with confidence. Start with a no-fee initial assessment.

FERPA & Privacy + Ed-Tech Audit + Procurement-Compliant RFPs + Cybersecurity + No-Fee Initial Assessment

THE CHALLENGE

Public scrutiny most vendors never account for.

Student data privacy

Vendors claim compliance; verifying it before signing is different.

Ed-tech sprawl

Department-level point solutions fragment budgets.

Procurement rules

Public purchasing requirements shape every decision.

Public accountability

Boards and trustees require transparent spend.

OUR APPROACH

Start with the budget cycle, not the product.

01 Align
Map your budget cycle and procurement rules.

02 Verify
Review vendor data practices against FERPA and state law.

03 Audit
Inventory the full ed-tech footprint.

04 Recommend
Build assessments, RFPs or roadmaps that fit.

05 Report
Deliver board- and trustee-ready reporting.

Led by advisors with public-sector and education procurement experience.

HOW MALA HELPS

Recommendations a board can approve.

Reality Assessment
Aligned with FERPA and state privacy requirements.

Ed-tech license audit
Redundant and underused tools identified.

RFP support
Compliant with public procurement rules.

Cybersecurity maturity
Assessed against K-12 and higher-ed threats.

Modernization roadmap
Built for constrained budgets.

Board reporting
Spend and outcomes for boards and trustees.

Student data privacy is reviewed as part of every technology and procurement recommendation, before contracts are signed.

BY THE NUMBERS

Why this matters now.

37%
average tool overlap found across engagements
MALA ENGAGEMENT DATA

6
engagement components, from privacy to board reporting
MALA ENGAGEMENT SCOPE

FERPA
and state student privacy laws built into every review
COMPLIANCE SCOPE

$0
for your initial assessment. No obligation to move forward
NO-FEE INITIAL ASSESSMENT

WHO IT'S FOR

Built for the people who own the decision.

Superintendents	District technology decisions that stand up to scrutiny.
Higher-Ed CIOs	A clear view of spend, risk and modernization.
Procurement	RFPs that comply with public purchasing rules.
Boards & Trustees	Transparent reporting on spend and outcomes.
Privacy Officers	Vendor data practices verified before signing.

THE MALA MODEL

Unbiased. Vendor-sponsored.

Our services are sponsored through strategic referral agreements with 330+ technology solutions providers, never billed to you. MALA is paid by the vendor only if you move forward with a vendor we recommend.

- **Unbiased recommendations**
  Providers within each category have similar compensation models, so your requirements drive the answer.
- **Paid only if you move forward**
  The selected vendor compensates MALA, and only when you choose a recommended vendor.
- **No obligation**
  You are never required to move forward with any recommended vendor.

COMMON QUESTIONS

What clients ask first.

Q How is student data privacy addressed?
Vendor data practices are reviewed in every recommendation, before the contract is signed.

Q How do you account for public budgets?
Recommendations follow your budget cycle, procurement rules and student data obligations.

Q What is ed-tech sprawl?
Overlapping point solutions adopted by departments. We audit the full footprint and consolidate.

Q What does the initial assessment cost?
Nothing. It's no-fee, and MALA is paid by the vendor only if you move forward with a recommended vendor. No obligation.

ENGAGEMENT AT A GLANCE

Institutions	K-12 districts and higher education
Compliance	FERPA, state privacy law and public procurement
Deliverable	Board-ready assessment, audit or roadmap
Cost to you	No-fee initial assessment. Vendor-sponsored, no obligation

SERVICES Spend Optimization · Vendor Selection · Cybersecurity

NO-FEE INITIAL ASSESSMENT

Request your no-fee Education Technology Assessment. No obligation.

We review ed-tech spend, student data privacy and upcoming procurement against your budget cycle.

Vendor-sponsored: MALA is paid by the vendor only if you move forward with a recommended vendor. No obligation to do so.

Let's simplify your next technology decision. Talk to an advisor.

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