

Vendor Perspectives

The Road To Unity



Presenters



Jen Sauro

Product Manager
Infinite Campus



**Turab Saleh
Fatakdawala**

Senior Manager
PowerSchool



Mike Lencioni

VP of Product
Common-Goal Systems

Starter Questions

Remember we have an hour and a half!

Modernizing Without Disruption

How are you moving from legacy integrations to Unity's REST approach while supporting existing customers?

Data Model Alignment

Where has mapping to the Unity model been most straightforward, and where has it been the hardest?

Security & Authentication Reality

What patterns are working for authentication/authorization, and what do you wish were more consistent across implementations?

Versioning & Rollout

How are you thinking about version support (old + new), rollout (pilots, sandboxes, JSON), and communicating change to customers?

Interoperability Value

Where does Unity measurably reduce integration cost/time (for you or customers), even early in adoption?

Collaboration

What has been most effective when partnering with states/districts/A4L during pilots (testing environments, feedback loops, requirements alignment)?

One Ecosystem “Ask”

What is one thing the community (states, districts, A4L) could do that would materially reduce adoption risk/cost?

Key Discussion Points

Modernizing Legacy Systems

How vendors are transitioning from older integration methods to Unity's modern, REST-based approach without abandoning current customers (leveraging the 20-year SIF knowledgebase and solutions already in use).

Development Hurdles

Common challenges vendors face (e.g. mapping existing data formats to the Unity model, handling authentication/security, achieving certification) and how they are addressing these.

Interoperability as a Selling Point

The business case for Unity – how having a standard interface is improving vendor interoperability with other products and making their systems more attractive to districts and states.

Collaboration with Education Agencies

How vendors are working with states, districts, and the A4L Community during implementation (such as participating in Unity testing, aligning with state data requirements, or responding to customer Unity RFP language).

Timeline and Next Steps

Panelists outline where they are in the Unity adoption process (pilot, general availability, etc.) and what's coming next, giving the audience a sense of when widespread Unity support might be available.

Conformance & Certification

What's been helpful about the Unity conformance/certification path, and where do you see ambiguity or friction?