



Sneak Peak: Economics Agent

PES Economics Feature

June 17, 2025

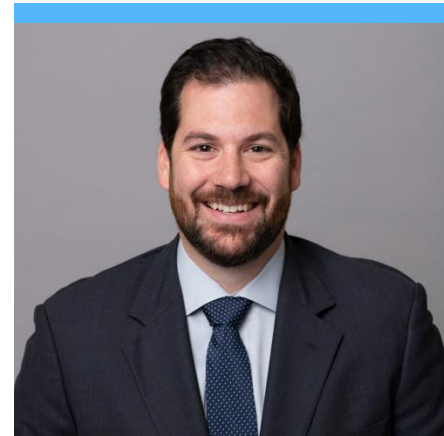


Today's Speakers



Elizabeth Atkins

Vice President, Product



Pete Starrett

EVP and CFO



Margins are only one component of a complete Program Evaluation System.





Why are margins important?

Cross-subsidies fund what markets won't: *investing in your mission.*

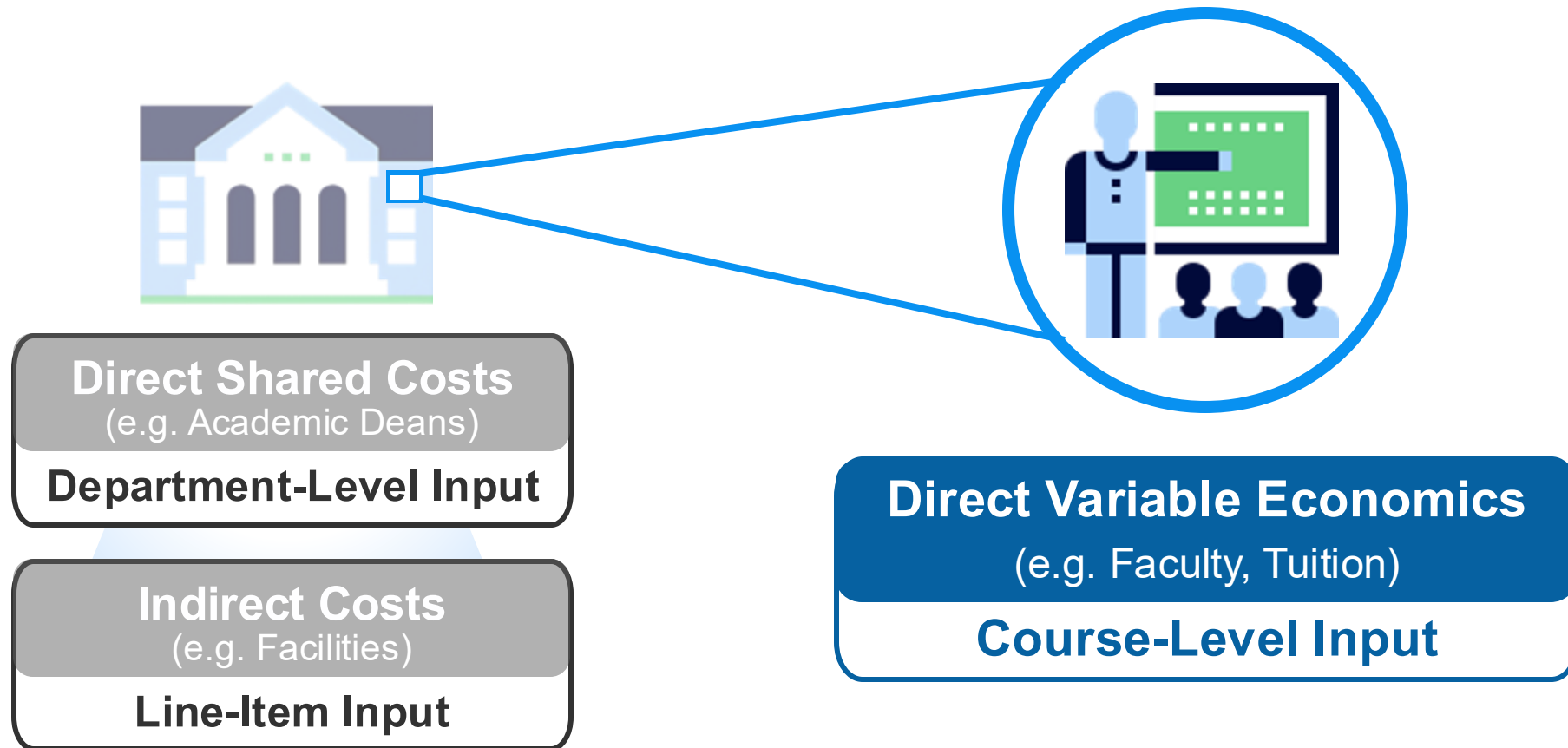
- Institutions use the funds to subsidize other mission-critical programs and activities.





Program Economics Methodology

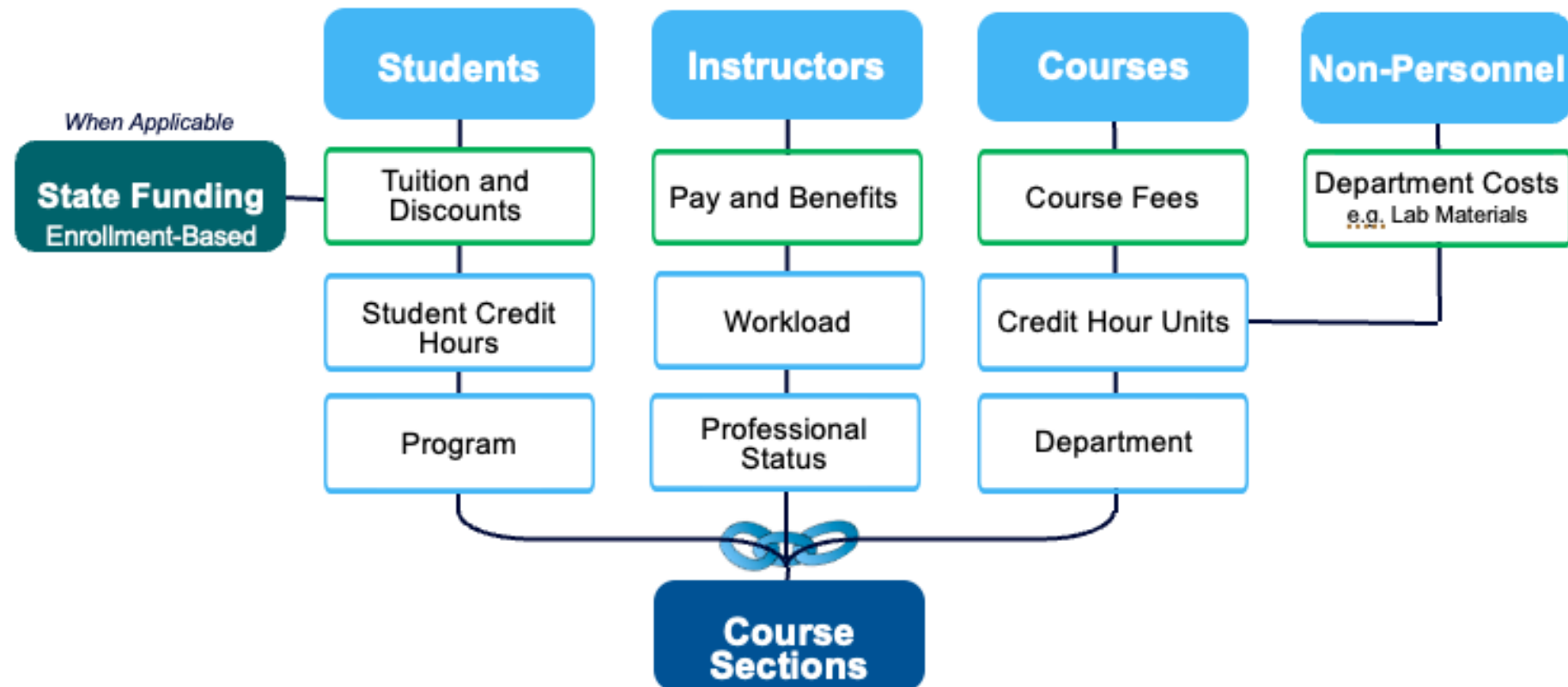
Gray DI calculates revenue, cost, and margin for teaching; we usually exclude overhead.





Data Gathering

The data model is centered on course sections, students enrolled, and instructors teaching.

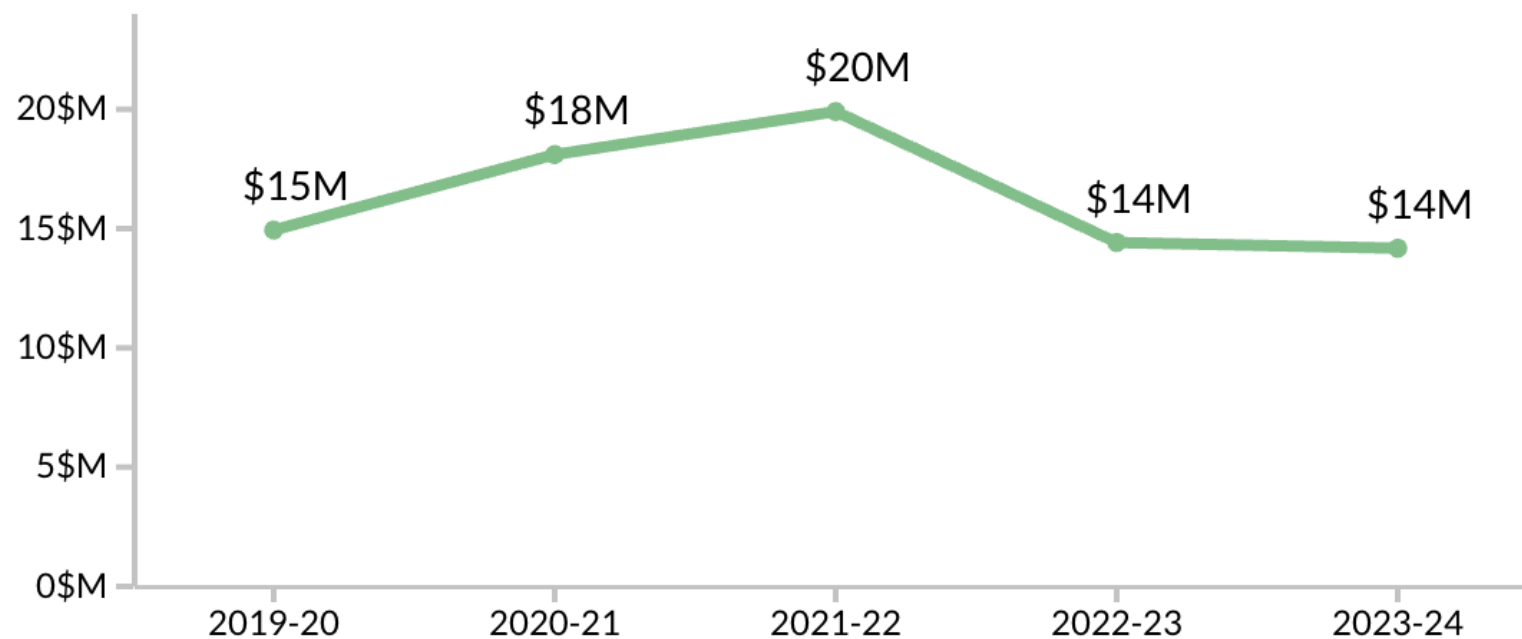




In PES Economics & Outcomes:

Visualize trends over time.

Contribution

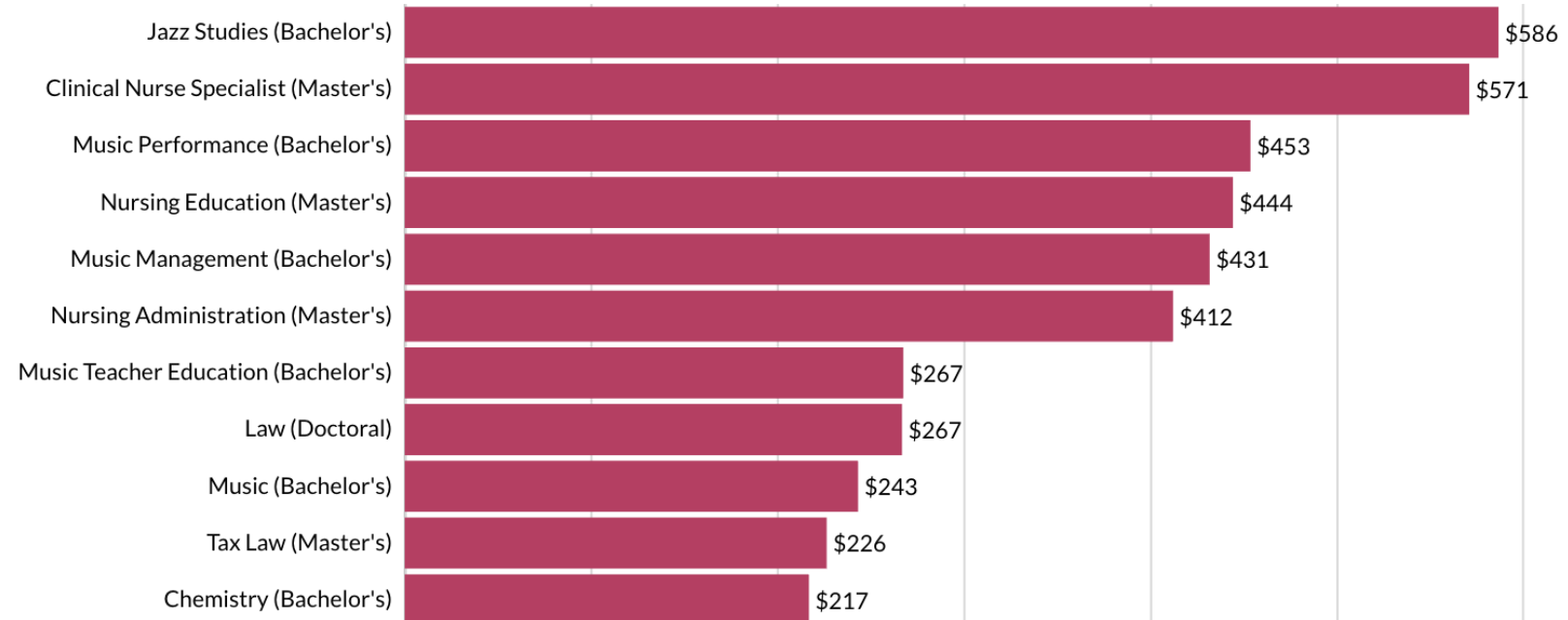


In PES Economics & Outcomes:

Rank-order programs by cost per SCH.

Measure: Totals **Per SCH**
 Metric: Net Revenue **Instr. Cost** Contribution

Instructional Cost by Program



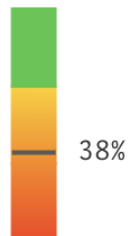


In PES Economics & Outcomes:

Compare program efficiencies.

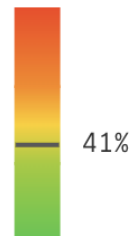
Percentiles

Gross Revenue



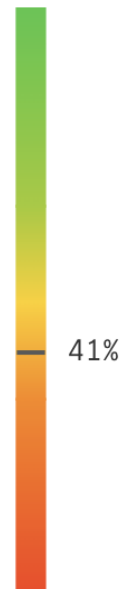
38%

Discounts



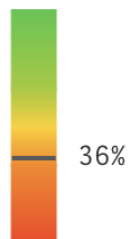
41%

Contribution



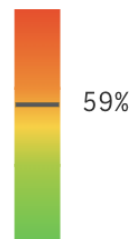
41%

Net Revenue



36%

Instruct. Cost



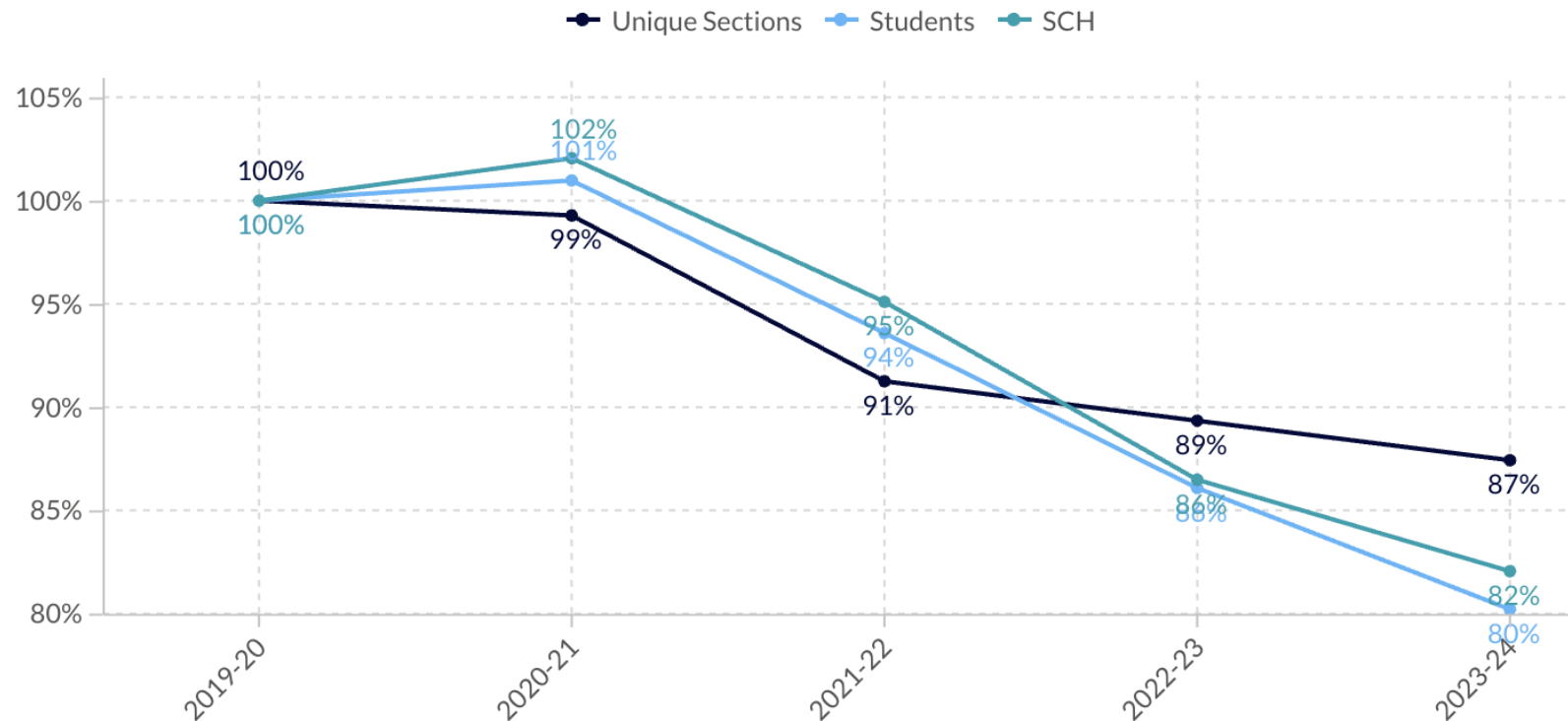
59%



In PES Economics & Outcomes:

Understand if instructional loads are trending with enrollment.

Instructional Trends (2019-20=100%)



The Economics Agent is a conversational AI tool with a multi-agent architecture.

User



Economics Agent



123

Numerical Agent



Document Agent



ABC



How We Built the Economics Agent

Designed to answer numerical and contextual questions through training on:

- Gray DI's data model
- Gray DI's methodology
- Term glossary
- Sample queries



A Simple Interface for Complex Data

Trust the Economics Agent to extract the data needed to answer your question.

Generate a conceptual response to help new users understand the definition of contribution.

Remind yourself if summer courses are treated as part of workload expectations in your system.



Ask me about your economics data...





What does contrib



GRAY™
Decision Intelligence

- Favorite Applications
- All Applications
- Market Intelligence
 - Markets
 - Predict Program Size
 - Student Demand
 - Employment and Workforce
 - Geotargeting
 - Athletics
- Economics & Outcomes
- Academic Program Management
- Reports
- Other



Economics AI Agent



Hello, what questions do you have about your data?

I am your Economics AI Agent here to help you explore and analyze your institution's instructional economics. I will provide numerical and contextual answers. Soon, I will be able to help you with market research in PES Markets.

How many student credit hour were taken in English last semester?

What share of English course enrollment are Math majors?

What share of sections were taught by full-time faculty?

What does contribution mean?

List the top 5 programs in descending order based on contribution per SCH.


FAQ

What other questions do you have?





What is the trend i



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What is the trend in SCH in Engl



¿Cuál es el programa



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FAQ

¿Cuál es el programa más





What departments have the highest average total pay, and how many instructors do they have?



Favorite Applications
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RESTRICTED
DATA



Feature: Create



GRAY
Decision Intelligence

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What other questions do you have?


 FAQ



Watch: Agent vs. Elizabeth


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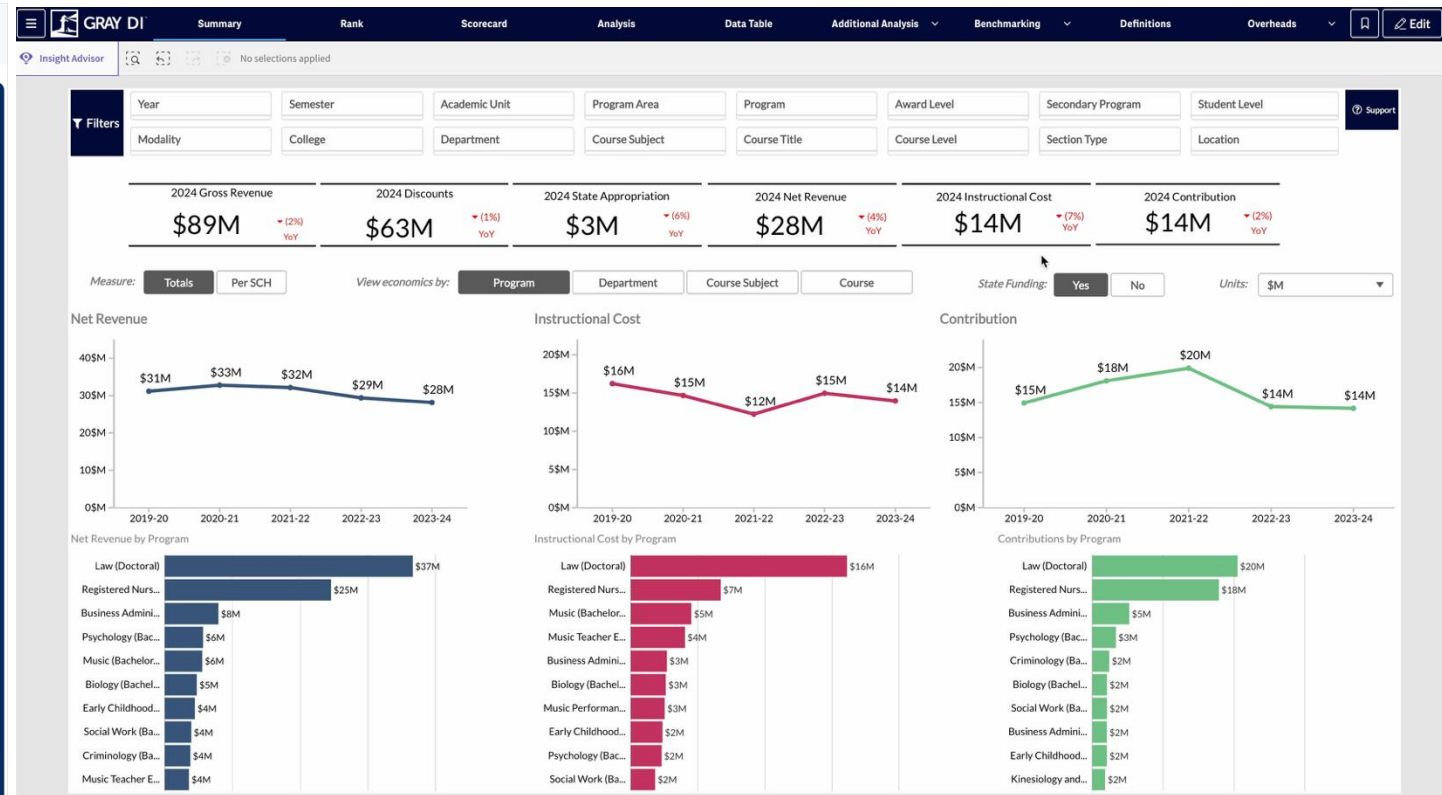
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What was the share of sections taught by full-time faculty

FAQ





What does this mean for you?

- Save time.
- Ask *questions*. Get answers. No digging!
- Expand usage.
- Make *faster* data-informed decisions.



Ready for magic?

