

ATTACHMENT X-B

ATTACHMENT X-B:	Online Registration
Suggested Motion:	Approve the quote from PowerSchool
Recommended Action:	Board Approval

We are recommending the Board approve the quote from PowerSchool for \$13,591.95 to move forward with online registration for the North Boone School District. The quote covers set up, training and the annual fee for the registration. Extra hours may also be needed to assist with the implementation process across all schools in the district. As requested by the Board, extra details have been added to the packet.



# Online Registration

School Board Meeting  
December 18, 2018



# Current Process

- Kindergarten Roundup happens in person at each school in February-May
- Grades K-5th participate in mail in registration at the end of the school year. (Typically spring break-end of May)
- Grades 6th-12th register in person in July and August.
- New families register in person in July and August.

# Fees

- In March 2018 there was an outstanding Student Fee balance of \$130,922.20
- As of August 31, 2018 there was an outstanding Student Fee balance of \$64,931.70
- As of November 26, 2018 there was an outstanding Student Fee balance of \$61,358.25
- As of December 11, 2018 there was an outstanding Student Fee balance of \$59,146.29

# July & August Registration

Registration currently takes places at the High School on two set dates

Total employee hours on those two days: ~625 hours

Estimated salary cost: ~\$17,500

# Registration Stations

01

Residency

•

02

Free lunch and Fee Waivers

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03

Nursing

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04

Transportation

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05

Registration Information

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06

Fees

•

07

Athletics

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# Initial Roadblocks

- Proper involvement from all impacted areas
- Broadband access in our area
- Cost to implement
- Timeline for implementation

# Traditional Roadblocks

Traditional manual registration process can lead to potential trouble spots

- Missing information
- Legibility on handwritten forms
- Lost documents
- Human error in data entry
- Time commitment from families



# Why Online

- Online Registration can provide:
- Secure collection of sensitive information such as health history
- Up to date contact information
- Data security (web filters from district and security from PowerSchool)
- Improved communication between families and district
- Save money on printing, mailing, processing and forms

# PowerSchool Online Platform

Customize forms, workflows, documents

North Boone can decide what forms and information will be collected through the registration process

Will take 6-8 weeks for PowerSchool to build online platform

# Technology needs

The online registration piece will be housed on the same server as PowerSchool. Since PowerSchool is a virtual machine the technology department has ways resources to support it virtually as well as on the server.

At this time there is no reason to believe that the district will need any other major technology purchases for online registration based off the information we currently have.

# Security

The district has firewalls in place to protect against hacking and maintain security.

PowerSchool also has items in place to assist with security for their online registration.

# Implementation Plan

~January-March: PowerSchool creating online platform (Tentative timeline)

~During this time each group will approve their online section (can use existing forms or make adjustments)

~March: Training

~April: Phase in online registration (based on feedback and information from training)

~July/August: Time open for walk-in registration in computer lab

\*Overtime and subs may be used to help with initial implementation



PowerSchool

PowerSchool Group LLC  
150 Parkshore Dr, Folsom, CA 95630  
Quote #: Q-129197-1  
Quote Expiration Date: 12/21/2018

Prepared By: Lyndsey Moore  
Customer Name: North Boone Community Unit  
School District 200  
Enrollment: 1,755  
# of Schools: 1.00  
Contract Term: 36 Months  
Start Date: 9/12/2018  
End Date: 9/11/2021

Customer Contact: Jerry Rudolph  
Title: Director of Information Technology  
Address: 17641 Poplar Grove Rd  
City: Poplar Grove  
State/Province: Illinois  
Zip Code: 61065  
Phone #: (815)765-3322

Product Description	Quantity	Unit	Unit Price	Extended Price
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**License and Subscription Fees**

PowerSchool Registration Signature Annual Fee	1,755.00	Students	USD 4.77	USD 8,371.35
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License and Subscription Totals: **USD 8,371.35**

**Professional Services and Setup Fees**

PowerSchool Registration Signature Set-Up Fee	1,755.00	Students	USD 2.12	USD 3,720.60
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Professional Services and Setup Fee Totals: **USD 3,720.60**

**Training Services**

Registration Training Remote	1.00	Day	USD 1,500.00	USD 1,500.00
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Training Services Total: **USD 1,500.00**

**Quote Total**

<b>Total Discount:</b>	<b>USD 930.15</b>
<b>Year One Total:</b>	<b>USD 13,591.95</b>

**Annual Ongoing Fees**

PowerSchool Registration Signature Annual Fee	1,755.00	Students	USD 4.77	USD 8,371.35
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Annual Ongoing Fees Total: **USD 8,371.35**

Fees for subsequent years within the term bound by the Start Date and End Date detailed on this quote will be equal to the 'Annual Ongoing Fees' amount uplifted by 3.0% in each following year.

On-Going PowerSchool Subscription/Maintenance & Support fees are invoiced at then current rates & enrollment per terms of the Licensed Product and Services Agreement, which may be subject to an annual increase after the first year for non-multi-year contracts and/or enrollment increases.

Any applicable state sales tax has not been added to this quote. Subscription Start and Expiration Dates shall be as set forth above, which may be delayed based upon the date that PowerSchool receives your purchase order.

In the event that this quote includes promotional pricing, such promotional pricing may not be valid for the entire period stated on this quote.

All invoices shall be paid within thirty (30) days of the date of invoice.

This quote is subject to and incorporates the terms and conditions for the applicable product(s) located at: <https://www.powerschool.com/product-specifications/>

**All purchase orders must contain the exact quote number stated within. Customer agrees that purchase orders are for administrative purposes only and shall not impact the terms or conditions reflected in this quote and the applicable PowerSchool Licensed Product and Services Agreement.**

This quote is subject to and incorporates the terms and conditions of the PowerSchool Licensed Product and Services Agreement found at <https://www.powerschool.com/customer-contract-terms-and-conditions-us-6-2-17/>

## Executive Summary

PowerSchool Products : SIS

Registration

Multiple unified products improve productivity with rich user experience, real time data integration and value added workflows within a single login experience.

### Empower Teachers and Drive Student Growth

Enables more time for teacher instruction  
Improves instructional efficiency and drives personalized learning  
Helps with timely identification of student gaps and personalized interventions  
Improves district staff efficiency with timely professional development

### Increase Parent & Student Engagement

Improves quality and frequency of teacher communication  
Drives real time collaboration on classroom activities  
Saves time with easy registration process  
Improves transparency and financial awareness within community

### Improve School Operations

Improves administrator productivity with timely reporting of student information  
Online materials save printing costs  
Massive reduction in registration costs  
Improves financial awareness and helps optimize investments  
Best in class security and huge hosting savings

SIS

SPED

Registration

Unified Classroom Learning

Unified Classroom Assessment

ERP/HR

Hosting

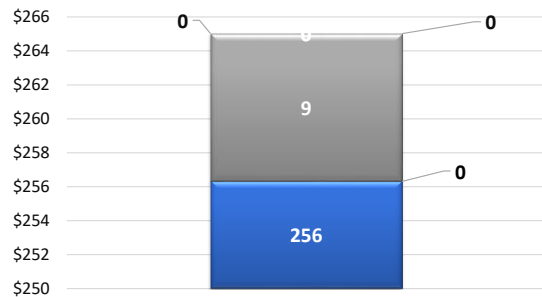
### Annual Teacher Hours Saved



### Annual Administrative Hours Saved



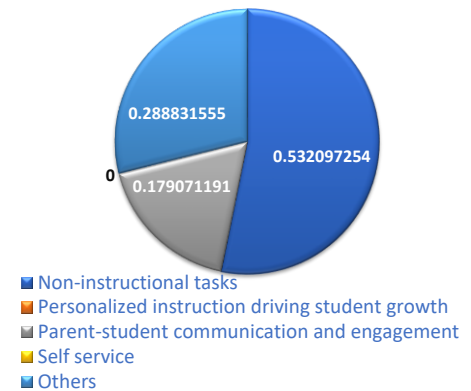
### Annual Savings & Productivity Gains (\$'000s)



### Additional Annual Funds (\$'000s)



### Savings & Productivity Breakdown



### Key Inputs

Total Number of Students	1,755
Total Number of Schools	1
Annual district budget/funding	\$0

"We couldn't manage data like this before...the value is that it is more secure and end-users can access the data they need without needing to involve anyone else."  
"PowerSchool SIS has been a godsend and resulted in significant time savings."



## The Business Case for

# PowerSchool Registration

### BIGGEST ROI BENEFITS

Increases  
administrative  
productivity

Improves  
reporting &  
compliance

Reduces  
printing &  
mailing costs

The annual process of getting students registered is overwhelming for most K-12 schools and districts and is mired with inefficiencies for both administrative staff as well as for parents. Through in-depth interviews with PowerSchool Registration customers, research found that the product is not only strategic in terms of improving efficiencies and student performance, but also delivers a quick and compelling ROI (Return on Investment).

Customer research identified three quantifiable benefits that PowerSchool Registration provides:

#### 1 Increases administrative productivity

PowerSchool Registration facilitates the registration process by making it available to families online in an easy to use format that increases adoption allowing for a high rate of registration completion on Day 1, including all related documentation. In addition, since the process is fully digitized, following up on missing documents, printing, filing, and managing all related paperwork is minimized.

Customers interviewed reported a reduction in administrative time spent on student registration of **well over 40%**.

“Now, forms are filled out online prior to students walking into the school to submit their proof of residence and birth certificate.”

- Kevin Harrison, Database Manager,  
Waynesboro Public Schools, VA

Customer Research Conducted by

HOBSON & COMPANY

## 2 Reduces printing and mailing costs

PowerSchool Registration allows for a fully digitized registration process, including the upload of necessary documentation by parents directly into the system.

Customers interviewed consistently experienced a reduction in printing and mailing costs of registration materials of **over 50%**.

“We reduced our paper and printing costs by 97%, which resulted in approximately \$95,700 in annual savings.”

- Melissa Green, Director, Management  
Information Systems  
DeSoto County School District, MS

## 3 Improves data quality to save time on compliance reporting and increase funding

PowerSchool Registration enables complete and accurate data in time for funding deadlines, all prepared without the need to collect, collate and manually prepare enrollment data. In addition, fulfilling instant data requests is possible with access to accurate and real-time data in a format that is easy for creating reports.

Customers interviewed agreed that the system reduced time spent on reporting by **over 35%** and increased funding by **0.1%**.

“Although it's hard to quantify, of course the impact on funding is huge.”

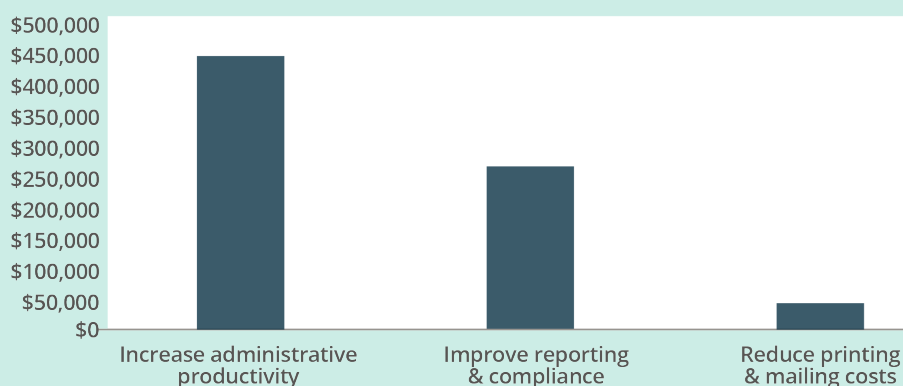
- Missy Johnson, Director, Technology Systems  
Coordinator, Horry County School Districts, SC

### KEY ROI FINDINGS

The value of PowerSchool's validated registration system is immediate and demonstrable. A sample district with 20,000 students and 1,065 teachers can experience **annual benefits in excess of \$750k with a payback period of 4.3 months and a 3-year ROI of 591%**.

FINANCIAL METRICS	
Payback	4.3 months
ROI (3-year)	591%

In summary, 3 discrete organization-wide registration system benefits were identified during the customer interviews as depicted in the graph below:



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