

## Customer Success Story

### Palos Verdes Peninsula Summer School

#### OVERVIEW:

Palos Verdes Peninsula Summer School used EduTrak's ePayTrak to launch PVSSPAY.COM, an online class registration and payment system serving more than 2000 students.

#### KEY BENEFITS:

- Turnkey system launched within 30 days of initiation
- Full integration with backend school reporting systems
- Enabled management of program generating greater than \$200,000 annually
- Real-time course inventory eliminated over scheduling to ease registration
- Reduced merchant fees offset solution investment
- Student credential verification allowed staged registration, giving upperclassmen priority access to required courses



*“Three factors separated EduTrak. They were affordable, easy to implement and incredibly will be responsive to our needs.*

David Wagman, PEF President

## Challenge and Solution:

With a district budget already critically stretched by the California funding crisis, the Palos Verdes Peninsula Unified School District couldn't afford to absorb a proposed fee hike from the university partner actively running their high school summer school program. Yet continuation of the summer school program was an essential service for district students. And the district was prohibited from running a fee-based program directly, so it needed a third party to support the service.

For help, the district turned to its fundraising group, The Peninsula Education Foundation (PEF), which was already operating an elementary school summer program. PEF took the new high school challenge head-on, quickly launching a fully operational high school summer program with upgraded benefits including:

- Improved operational efficiency
- Enhanced curriculum flexibility
- New source of funding – more than \$200,000/year in previously foregone student fees directly into the school budget.

## PROJECT CHAMPION

A lifelong technologist, PEF President and Trustee David Wagman personally took the lead in selecting IT partners and building the infrastructure to support summer school operations. First among that selection process was finding a solution for managing class registration and school payments.

David's team evaluated five class registration and school payment solutions ranging from the tool historically used by the previous university partner, a \$25,000 university management system that was out of budget and overly complex, to low-end payment tools not built for school requirements. The team ultimately selected EduTrak, and considers it a key to their success.

## WHY EDUTRAK

"Three factors separated EduTrak. They were affordable, easy to implement and incredibly responsive to our needs. I was particularly delighted by EduTrak's willingness to be flexible in meeting our implementation needs. They responded immediately to requests. Did so at reasonable fees and with high quality."

"I've implemented hundreds of software applications throughout my career, and my work with EduTrak stands apart as one of the smoothest I've managed"

## KEY FUNCTIONALITY AND FLEXIBILITY

A few EduTrak features and services in particular provided unique value to the PVPSS class registration and course payment process:

- *Support for existing student numbers as the primary ParticipantID simplified integration with student reporting systems, replacing a manual process of associating registrations and grades with a streamlined data update offering improved efficiency and audit ability.*
- *Student verification criteria enabled a staged registration process, providing upperclassmen with priority access to courses required for graduation.*
- *Real-time views into course inventory verified class availability to ease sign-up and eliminate over registration.*
- *Pre-built HTML templates and course display options simplified site set-up and improved presentation quality for class listings.*
- *Payment processing expertise reduced overall merchant fees, significantly improving overall system return on investment.*

**"EduTrak's solution provided a terrific fit for our scale of business. We've collaborated with the EduTrak team on refinements, like catalog upload that will make year two even better."**

*"I've implemented hundreds of software applications throughout my career, and my work with EduTrak stands apart as one of the smoothest I've managed"*

David Wagman, PEF President