

GEORGIA COLLEGE AND STATE UNIVERSITY

"We've used RevenueVision® for several years - and absolutely love it! It helps us stay on top of all our contract terms, and it keeps us up-to-date with payments and renewals. It's also very helpful for tracking our sales, and tying those sales to our various departments and to sub-categories within departments. Their training and support is incredible and the team is very supportive and responsive. They ensure that you know how to get the best use of all functionality, and they don't push you to use any features that you don't have need for."

- KYLE CULLARS, Assistant Vice President - Auxiliary Services & Organizational Development

SNAPSHOT



Georgia College and State University is a public liberal arts university with approximately 7,000 students. Part of the University System of Georgia, Georgia College was designated "Georgia's Public Liberal Arts University" in 1996.

50%
RETAIL NETWORK
ENGAGED AROUND
REVENUE IMPROVEMENT

\$40,000
REVENUE DECLINE
FROM JUST ONE
VENDOR IDENTIFIED
AND REMEDIATED

GEORGIA COLLEGE & STATE UNIVERSITY has been a partner of The Solution Design Group since 2013. During the partnership, the Auxiliary team at Georgia College has found that RevenueVision® is a powerful tool to consolidate all of their contracts, streamlining many things they previously did manually. More importantly, they have used the platform to manage revenue across their entire on-campus and off-campus retail network as well as for their vending agreements, as they work to reverse revenue declines due to a recent dip in enrollment.

CHALLENGES

- Needed a central way to manage all auxiliary contracts
- Needed a central repository of data and statistics to track revenue through their on-campus retail, off-campus retail, and vending agreements
- Needed to reverse auxiliary revenue declines caused by an underlying decline in student enrollment

RESULTS

- Used the RevenueVision® contract management tools to centralize management of activities, updates, terms and renewals for approximately 25 types of different auxiliary contracts with variation in terms, deliverables, deadlines and dates that were hard to track in Excel.
- Used the RevenueVision® business intelligence tools to trend sales at retail merchants and have direct conversations with 50% of retail network on opportunities to improve revenue generation and begin to reverse an 18% decline in retail sales based on declining student enrollment.
- Used the RevenueVision® business intelligence tools specifically to identify shorter operating hours as a primary cause of a \$40,000 year-over-year sales decline at one of their lead retailers and to secure \$7,000 in outstanding commissions from another vendor after using the BI tool to compare earnings to payments in an end-of-year true up.