STATE COLLEGE OF FLORIDA

> *"RevenueVision® has been a great tool to SCF in regards to the time/resource savings it has provided. It has also provided better procurement opportunities for service contracts by utilizing the renewal alerts that can be tied to obscure contract deadlines."*
> **– JOSEF RILL, Director of Business Services**

SNAPSHOT

State College of Florida (SCF) is the southwest Florida region's first and largest public college. Located on three campuses in Bradenton, Lakewood Ranch and Venice, SCF has a current enrollment of approximately 27,000 college degree-seeking students and another 14,000 students in development and enrichment studies.

10
HOURS OF STAFF TIME SAVED EACH MONTH THROUGH REVENUEVISION® AUTOMATION

The Business Services division of **STATE COLLEGE OF FLORIDA (SCF)** oversees nearly **200** college-wide contracts with a variety of vendors that support critical campus and student operations and services. These contracts cover business units such as consulting, IT, maintenance and operations, transportation, leases, retail and concessions, MOUs, and student services.

In December 2014, SCF Business Services deployed RevenueVision®, a cloud-based revenue and contract management tool, as a centralized solution to manage the College's large volume of contracts, monitor renewals and other contract milestones, and validate payments from revenue-generating contracts.

CHALLENGES

- Could not accurately account for the college's contracts or their annual dollar value
- Missed contract expirations/cancellations resulting in expenditures for unnecessary services
- Use of labor intensive, manual spreadsheets to track operational data, such as sales and commission
- Very limited reporting and performance metrics capabilities
- Difficulty in ensuring compliance to terms for complex contracts such as dining and vending

RESULTS

- No missed contract expirations, cancellations, or renewal deadlines through the deployment of automated alerts
- Approximately **10** hours of staffing time saved per month, with contracts and data centralized and reportable
- Complete visibility and accountability of the college's annual contract commitments
- Validation of revenue from vendors and adherence to contract terms
- Readily accessible, flexible and accurate ad-hoc reporting and analytics on revenue and operational activity

Through the use of RevenueVision®, SCF now has a single solution that consolidates terms dates, documents and operational data for all college contracts. Storage in the cloud translates to easy and quick accessibility from anywhere, as it is not dependent upon the college's internal network. Automated email ticklers ensure that each contract renewal is managed in a timely manner. Through the RevenueVision® analytics reporting tool, metrics can be easily created and quickly analyzed to aid in management decisions.