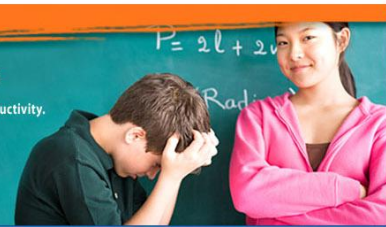




HELPING K - 12 SCHOOLS
Achieve Greater Financial Control
and Office Productivity.



WINDOWS-BASED SOFTWARE FOR MUNICIPALITIES, K-12 SCHOOLS, COUNTIES AND SPECIAL DISTRICTS

TARGET OF PEAK PERFORMANCE® | BUDGETSENSE® | REVENUESENSE® | TRAINING | SUPPORT SERVICES

With Two FundSense® to BudgetSense® Migrations to his Credit, SAU 28 and SAU 4 (NH), Brian Gallagher Speaks with Considerable Authority

SAU 28 – Pelham and Windham, NH

“I promised my staff that we were not going to change anything quickly...but that we were going to change. That declaration was just vague enough to pique their curiosity and engage them in the planning process.”

- Brian Gallagher, Business Administrator

At-a-Glance

Staff	650
Students	4,400
Budget	\$50 M
Districts	2
Buildings	8

Challenge

After using FundSense for nine years, SAU 28 administrators could see it would be a challenge to convince people of the need to change. Boards had to be sold on a vision; staff resistance to change would have to be overcome without losing valuable personnel.

Solution

SAU 28 allowed plenty of time for staff to come on board and express a personal commitment to the project. Early success gave confidence to staff members and enlisted their continued allegiance. UniFund sensitized its training and installation procedures, schedules, and training approaches to alleviate staff apprehensions.

Benefits

All but one staff member responded enthusiastically to the migration to BudgetSense. School Board members are extremely pleased with the summary financial reports that BudgetSense facilitates. Early success associated with improvements to procurement workflows, paperless processing, and automatic budget checking emboldened office staff to move forward with the project.

Gallagher calibrated the project timetable to his staff’s level of passion for the project

“Your first measure calls for an assessment of staff as to their tolerance for and willingness to change,” says Brian Gallagher. “It’s very important to get people committed to the project and to convince them that you’re going to help them succeed. When you suspect a change-leery environment, you must give people time to understand and personalize the benefits associated with change.”

Paperless procurement is fast, easy, and a real office motivator

We have heard similar sentiments from other clients, and SAU 28’s experiences fell right in line. “You get to experience so many improvements in such little time that, without noticing it, you become an advocate for more improvements,” asserts Gallagher. Those initial benefits are experienced throughout the entire procurement cycle, from teacher to business office. “The old system was so burdensome, that people got lost in the cycle,” he adds. “Now it’s fast, easy, and you know exactly where you stand.”

Insightful advice from Brian Gallagher

“Get the commitment of your staff before you do anything.”

“Be honest with them.”

“Convince them that it is time to change.”

“Assess each person individually to determine if he or she is ready to become part of the team.”

“Empower people—they’ll feel more responsible by being in charge.”

“Make UniFund’s training and implementation personnel aware of your staff’s mindset regarding change. They will help to make you a hero.”