script

How Script Saved One School $157,000 in One Year

Executive Summary:

Script developed software that saves schools time and money by distributing permission forms and notifications via a mobile app. In a school with 40 teachers and over 840 students, Dayspring Academy saved over $157,000 by increasing the efficiency of paperwork distribution and payment collection. Script reduced the time to authorize and conduct a field trip by 98%. Using Script also increased parents' response rate by over 50% when using this method, from 55% response rate on the first pass when using paper forms to 85% on the first pass when using Script.

Dayspring before Script:

Prior to implementing Script, Dayspring Academy was distributing more than 45,000 sheets of paper per year by sending them home with students. The handouts were a part of their field trip and school notification process. Each class at Dayspring was participating in 2-3 field trips a year, and their trip authorization and approval process were typically 10 weeks long per field trip:

- **4 weeks for approval**
- **1 week for printing and sending**
- **2-3 weeks for collection**
- **1 week for final follow up**
- **1 week out for the final number**

In addition to the 10-week process, the old methodology also required the attention of numerous school employees. Approximately 1600 teacher hours (40 hours per teacher per year), 3300 hours of administrative time (1.5 full-time positions), plus an additional 150 hours to distribute the flyers to the classes. Using the cost of labor for each of these positions, we can then approximate a portion of the cost savings for facilitating the process. The 150 hours previously mentioned as well as the cost of the paper/printing will not be included in this cost analysis.

The average teacher salary at Dayspring Academy is approximately $43,000 with 2200 hours worked annually. The hourly rate is $19.54 x 1600 hours consumed = $31,264.

The average school administrator salary at Dayspring Academy is approximately $35,000 with 2200 hours worked annually. The hourly rate is $15.90 x 3300 hours consumed = $52,500.

Dayspring was also losing money due to the old methodology of payment collection, suffering $6,000 lost due to mishandling of payments collected by teachers and administrators and

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$20,000 per year in lost processing fees that were not accounted for during collection. These two activities account for an additional $26,000 in lost revenue.

Teacher costs:	**$31,264**
Admin costs:	**$52,500**
Lost revenue:	**$26,000**
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Total costs:	**$109,764**

In total, the annual cost of paperwork distribution and payment collection for field trips was approximately $109,764. This number does not account for the printing and paper costs of these flyers, just strictly the labor and lost revenue of the old system of field trip authorization and facilitation.

Dayspring after Script

Since implementing Script, Dayspring has experienced several benefits from the app's ability to notify parents as well as collect payments for field trips in advance. The two main benefits have been processed efficiency and revenue related.

The most notable example of a more efficient process for authorization relates to how Dayspring was able to utilize Script to ensure the students could enjoy the solar eclipse. School administrators were able to find solar eclipse glasses for the students to use, but only had two days to distribute the permission slips and collect payment. Administrators sent the form out on Saturday, two days before the eclipse, and had over 80% authorization by Monday. Script enabled them to reduce what was previously a 10 week (70 days) process to a 2-day process on short notice. That is a 97% reduction in time to process and collect payment.

There is also the benefit of higher collection rates from parents for their child's participation. Previously, a portion of parents was not paying the school for the field trip which then required school administrators to repeatedly contact parents or abandon payment collection. Now that Script allows for pre-payment of the field trip funds, Dayspring has been able to collect an additional $48,000 in fees that would have otherwise been lost.

Total Realized Benefits

If we combine the cost savings of $109,764 with the additional revenue of $48,000, there is a total positive financial impact of approximately $157,764. This benefit is for a school 840 students comes out to $187.81 per student.

To learn more about Script and how it can benefit your school, visit www.scriptapp.com and request a demo for your school!