



New Customer ‘Welcomed Aboard’



Affton School District Joins The Keystone User Family St. Louis, Missouri—Summer 2006

Keystone was very pleased to welcome another new member to our Missouri customer family – **Affton School District**. Located in the southern suburbs of St. Louis this 2,500 student district literally did “come aboard” by attending our annual Missouri users group conference (in which Keystone annually hosts a dinner cruise on Lake Ozark). During the conference, **John Brazeal**, the District’s Director of Business Affairs, presented Keystone with the contract cementing our working relationship.

When Mr. Brazeal joined the District in late 2005, he encountered a previously installed system which could not support his aspirations for efficient, automated administrative processing, financial control and planning. He had several years of experience working in the government environment with a long established, higher echelon software package designed to meet the needs of larger town and city municipalities. So he quickly set out to search for a system in line with his expectations. Following the review of competitive proposals received, a thorough demonstration of Keystone’s software (by our **Glen Schuehler & Renai Hall**) to Affton’s administrative staff and their subsequent interviews of a number of our other customers, the decision to move forward with Keystone was approved by the Board in April 2006. John was pleased that Keystone’s software offered the level of larger enterprise sophistication and flexibility he had come to expect, but at a price tag that was acceptable to his District’s budget.



Since Mr. Brazeal is by nature someone who likes to “roll up the sleeves” and get things done, he felt it was important for the District to be off and running with new and better tools for the opening of the new (July 1, 2006) fiscal year. This entailed, project planning, process review, data conversion, user training, implementation testing, etc. for major functions including: general ledger, budget control, purchasing, disbursements, employee records and payroll, all to be accomplished in roughly a 60 day time span. While this may not be the kind of pace recommended for most installations, given the level of commitment and joint effort applied by John and both Affton and Keystone’s capable staffs, in this instance it has proven extremely effective. All of the initial timeline objectives (including the District’s first-time institution of an electronic requisition entry and approval system) were achieved and John and his associates are now delving deeper into the capabilities and benefits the system will provide.