



Keystone New Customer Announcement



Bayless Consolidated School District Joins the Keystone User Family St. Louis, Missouri—Spring 2007

Keystone proudly welcomes **Bayless Consolidated School District** to our continually expanding user community. In late March of 2007, Bayless concluded their search and RFP process by selecting Keystone to provide new business administration software after viewing vendor product demonstrations and comparing the competitive proposals they received. Keystone's new relationship with this 1,600 student district marks our 4th district client in the St. Louis metropolitan area (and our 12th in the state of Missouri).



Upon **Kathryn Wood**'s arrival as Bayless Controller in early 2005, it was apparent to her that if the District was to improve administrative efficiency and meet the challenges of managing its funds and resources, replacement of its aging accounting software would be required. After devoting time to develop a thorough understanding of the Bayless long-term administration processing issues and become familiar with viable alternatives in the software market, Kathryn set a course to acquire a new system (including accounting, purchasing, budget control, payroll and personnel administrative records functions) and be operational for the startup of the new fiscal year (July '07). To get on pace for a successful installation by the desired target date, on-site implementation meetings were begun within just a few days of Keystone's receipt of the District's contract.

A number of factors came to the forefront in Kathryn and the District's selection of Keystone. Under her guidance, the District developed an appreciation for the real return on investment that more effective software products can provide over the long-run. So in addition to investigating those products traditionally aimed at the smaller district,



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Bayless was also open to consideration of modular software like Keystone's that is designed to accommodate a broad range of district sizes.

The District placed high priority on the ability to automate complex accounting transactions and provide easy access to financial and personnel data for reporting, analysis and budget planning. In comparing feedback from the users of the different vendor software products under consideration, the comments provided by Keystone's customers in particular, reflected a greater confidence in the software's capability to handle all current requirements and to effectively keep pace with their evolving needs and future plans *over the long haul*. Also noted in the Keystone reference calls was evidence of the kind of close, proactive vendor working relationships that Bayless wants to establish with its new administrative software supplier.

Keystone's focus on building strong customer service relationships was further reinforced by the time and attention extended by Keystone's sales and support staff, including consultant to Keystone (and a former Deputy Superintendent, customer/user) **Dr. Lenoard Westbrook**, in identifying and demonstrating the software's ability to meet Bayless's specific goals. It was also very helpful that Kathryn and other Bayless staff members were able to visit their neighboring School District, **Affton Public Schools** (which had transitioned to Keystone the previous year) to see the software in operation and producing the desired results.

Founded in 1975, Keystone Information Systems, Inc. develops comprehensive application software solutions for local governments and public school districts, with installs in 14 states.