



# Keystone New Customer Announcement



## Waynesville School District Joins The Keystone Family Waynesville, Missouri—January 2006

Keystone is very pleased to announce a contract with the Waynesville School District R-VI. This central Missouri 5,100 student district will be implementing modules from Keystone's *SKools* Financial and KEMS (Payroll & HR) product lines beginning production use for their upcoming fiscal year.

In addition to the Waynesville area community, the District provides education for children of our military service members at Fort Leonard Wood.

Notable in this installation will be the use of Keystone's *KeyNet* Web-based series products including an upcoming version of *KeyNet* Requisitions expanded to include Site-based Approvals and Budget Inquiry, as well as an expanded *KeyNet* module for Leave and Substitute Usage Tracking. This use of the web browser based products will accommodate the Apple MacIntosh users in the school buildings.



In bringing about this promising new working relationship, there was substantial teamwork evidenced between Keystone staff members and our Missouri customers. Together we provided **Judene Blackburn**, Waynesville's Assistant Superintendent for Business (recently named as upcoming District Superintendent), and her staff with the information and confidence they needed to make an informed decision. In particular, neighboring **Rolla Schools** (who was first to alert us some time ago about Waynesville's potential interest in software) and **Independence Schools** were instrumental through their positive references and hosting of site visits. On the Keystone team, **Lenoard Westbrook** proved to be a quickly effective point person in his new role working with Keystone sales (**Chuck Hensley** and **Judd Van Dervort, Jr.**) to direct Waynesville's attention to the advantages of our software and association with our user community. In the end, we believe the visits to our enthusiastic sites (as compared to similar research of the major competition) were the telling factor in their appreciation of how *SKools* will fit their needs. As always, Keystone appreciates the mutually supportive relationship with our Missouri users.

Leading their side of the implementation will be Technology Director **Aaron Harrison**, whom along with other Waynesville staff, we know you all will welcome and look forward to meeting this Spring at this year's (growing) "MoNASU" user group meeting.