

# ***VANCO & SKYWARD YOUR CONTACTLESS PAYMENT SOLUTION***



# *Before We Begin*



Attendees are in  
“listen only” mode



Ask questions  
throughout using the  
*Questions* panel in  
GoToWebinar



We will send you a  
copy of the slides and  
the recording

## *Today We'll Cover...*

- Introductions & Experience
- Vanco & Skyward Partnership
- The Cashless Campus Concept
- RevTrak Demonstration
- Skyward & RevTrak Seamless Integration
- Next Steps & Q&A



# ***POLL QUESTION***

# Today's Presenters



**Nick Sellwood**

*Vanco*  
*Partner Manager*

Nick coordinates with the top companies serving K-12 schools to ensure seamless integration with Vanco products and online payment processing.



**John Shook**

*Skyward*  
*Product Engagement Manager*

John is responsible for managing the overall direction and strategy of Skyward's product specialist teams, including assisting and participating in product demonstrations.



**500+ Mutual  
Clients**

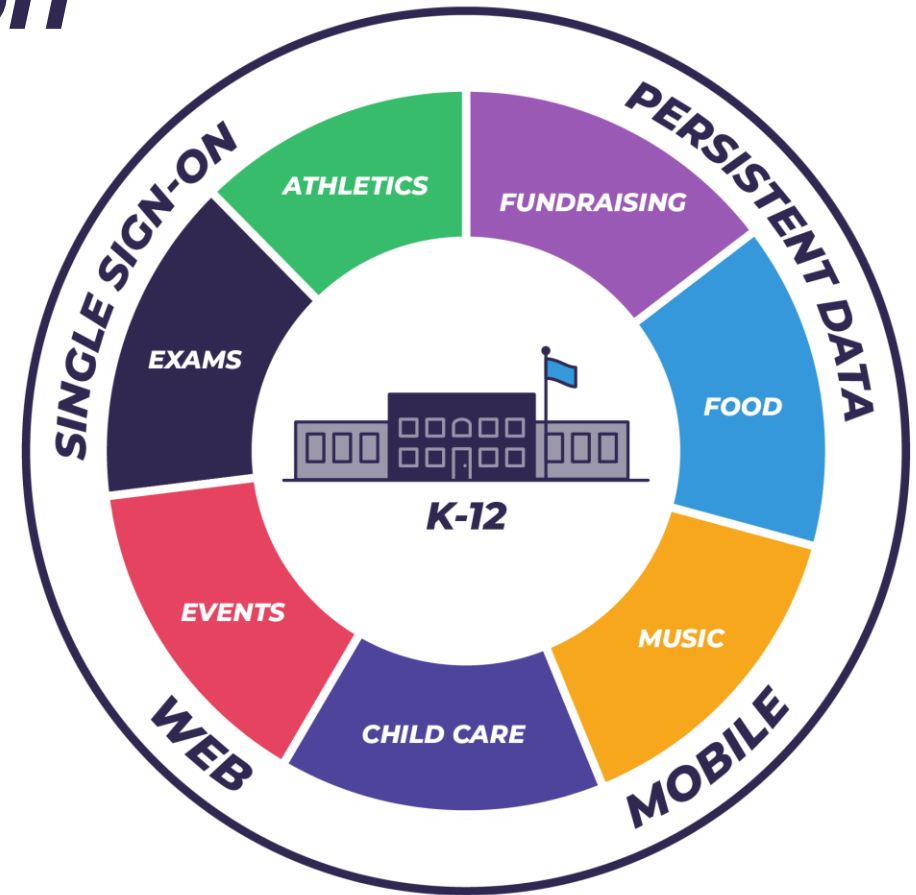


**14 Years of  
Partnership**

**VANCO**  
**EDUCATION**

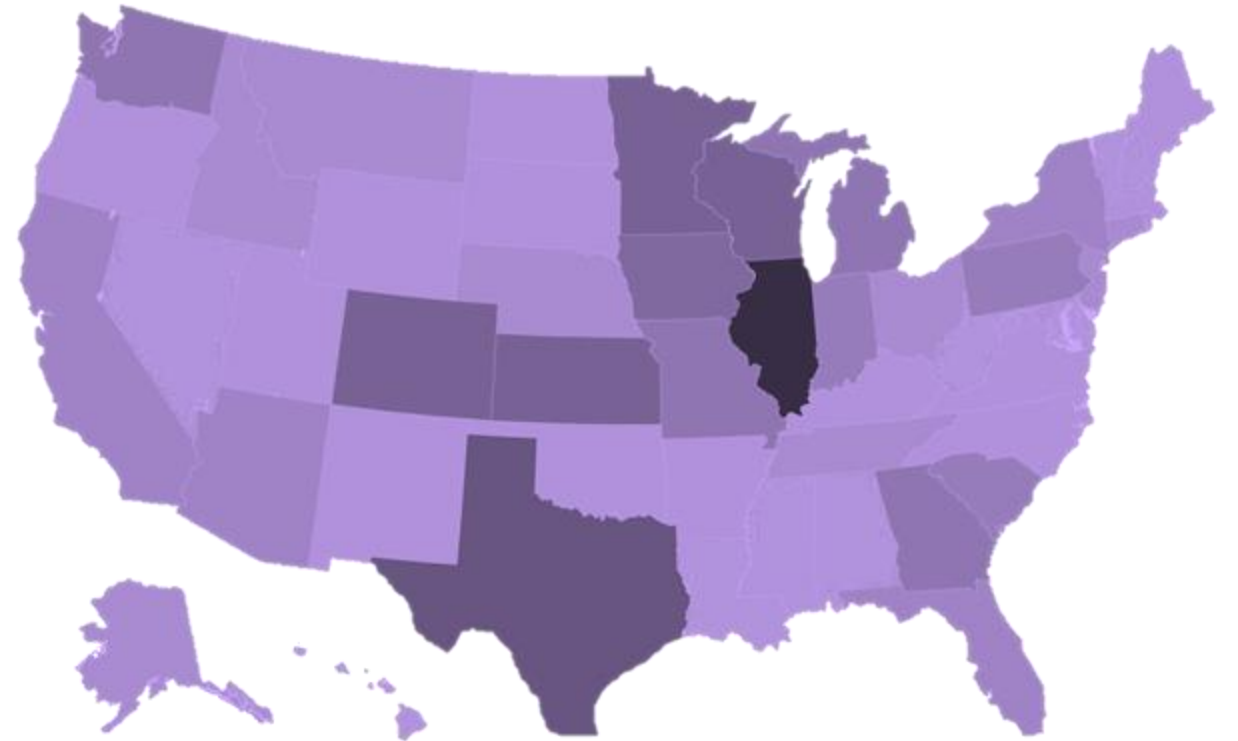
## ***Vanco's Education Vision***

We provide K-12 educational institutions and families a **convenient** online payment experience for **all** school-related activities.



# ***A Trusted Solution for Districts Nationwide***

- More than 1,200 districts.
- 39 states.
- More than \$15 billion in transactions processed per year.
- 30 years serving educators.
- PCI Level 1 Compliant (the highest standard of security in the industry).





# *Vanco Education offers time-saving software for K-12 and community educators.*



## **PAYMENT PROCESSING**

RevTrak

See how RevTrak saves you time at  
[www.revtrak.com](http://www.revtrak.com)



## **EVENT ORGANIZING & TICKETING**

Vanco Events

See how Vanco Events works for schools at  
[www.vancoevents.com](http://www.vancoevents.com)



## **CLASS MANAGEMENT**

ASAP

Learn more about how ASAP simplifies online  
registrations and student management at  
[www.asapconnected.com](http://www.asapconnected.com)



## **MUSIC PROGRAM MANAGEMENT**

Charms

See all the tools Charms offers at  
[www.charmsoffice.com](http://www.charmsoffice.com)

# *Today we'll be focusing on our online payment solution.*



## **PAYMENT PROCESSING**

RevTrak

See how RevTrak saves you time at  
[www.revtrak.com](http://www.revtrak.com)



## **EVENT ORGANIZING & TICKETING**

Vanco Events

See how Vanco Events works for schools at  
[www.vancoevents.com](http://www.vancoevents.com)



## **CLASS MANAGEMENT**

ASAP

Learn more about how ASAP simplifies online  
registrations and student management at  
[www.asapconnected.com](http://www.asapconnected.com)



## **MUSIC PROGRAM MANAGEMENT**

Charms

See all the tools Charms offers at  
[www.charmsoffice.com](http://www.charmsoffice.com)

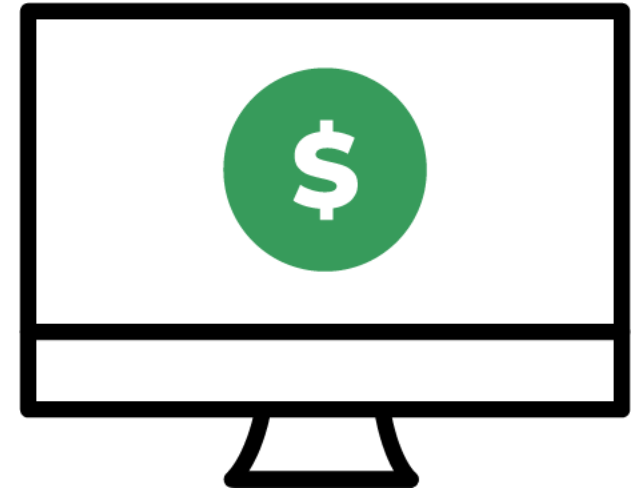
# ***What is the Cashless Campus Concept?***



- Taking all (or most) of your payments electronically.
- Streamlining accounting work.
- Reducing paper forms.

## ***Why Go Cashless?***

- Reduce work and eliminate errors.
- Boost sales of discretionary items.
- Offer payment options families expect.
- Reduce NSF checks.
- Increase security.



# Create a Cashless Campus

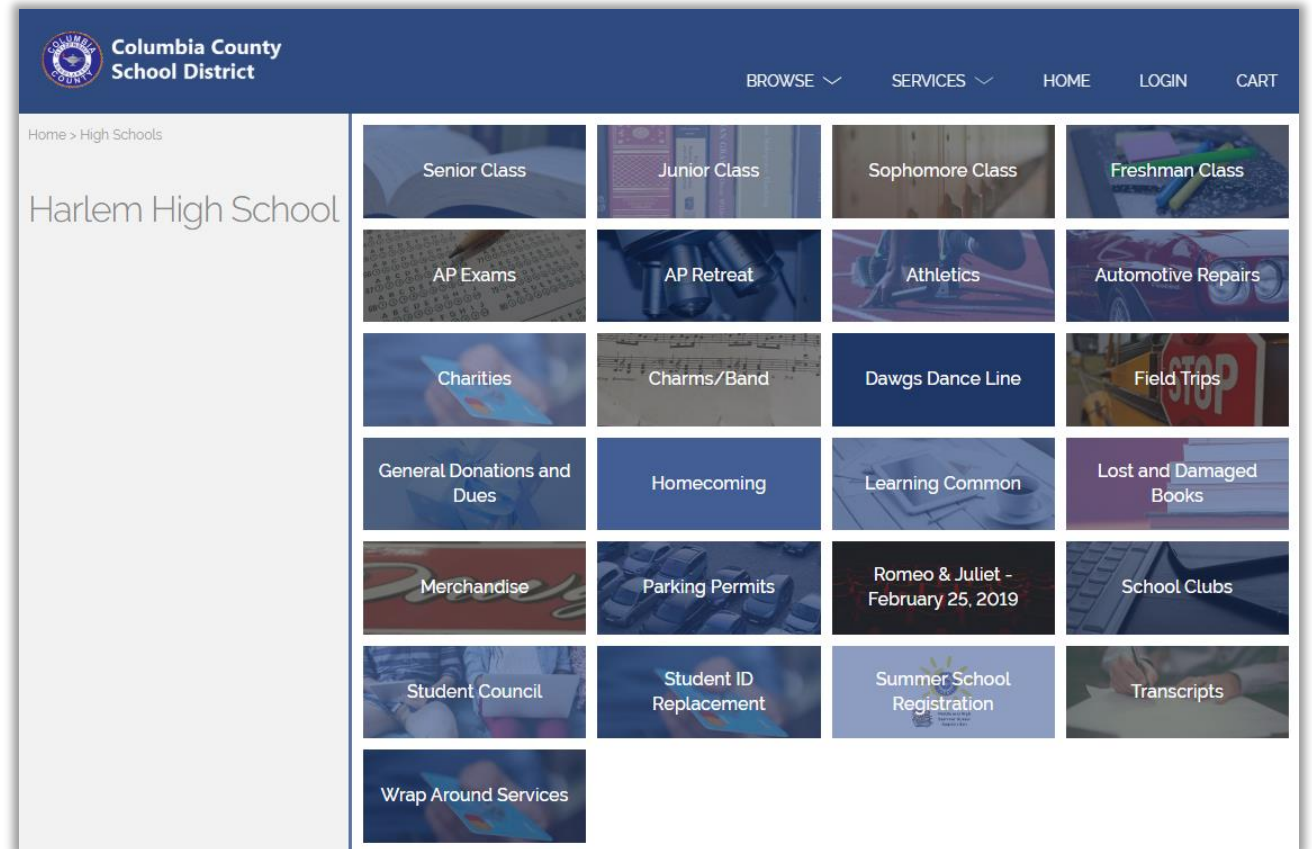
We provide a **convenient**  
online payment experience for  
**all** school-related activities.





# *Web Store: Your Online Payments Hub*

Thousands of school districts across the U.S. use RevTrak Web Stores to collect online payments for every type of school fee, from homecoming dances to AP exams and cafeteria balances.





BROWSE v

SERVICES v

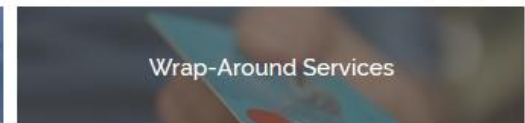
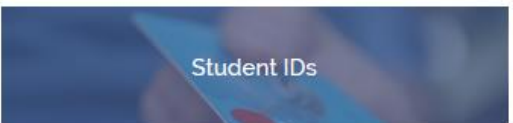
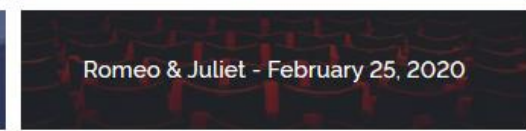
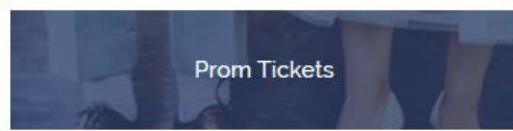
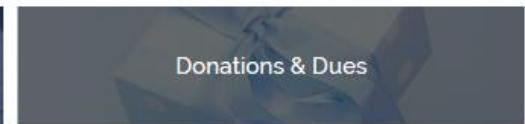
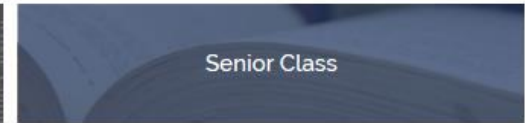
HOME

LOGIN

CART

Home > High Schools

# Harlem High School



Home > High Schools

# Harlem High School

Freshman Class	Sophomore Class	Junior Class	Senior Class
AP Exams	AP Retreat	Athletics	Automotive Repairs
Band (Charms)	Charities	Clubs	Donations & Dues
Field Trips	Learning Common	Lost & Damaged Books	Merchandise
Parking Permits	Prom Tickets	Romeo & Juliet - February 25, 2020	Student Council
Student IDs	Summer School Registration	Transcripts	Wrap-Around Services

BROWSE ▾

SERVICES ▾

HOME

LOGIN

CART

Home > High Schools > Harlem High School

# HHS Athletics

Athletic Donations

Baseball

Basketball

Cheerleading

Football

Golf

Soccer

Softball

Tennis

Track

Varsity Football Tickets

Volleyball

Wrestling



BROWSE ▾

SERVICES ▾

HOME

LOGIN

CART

Home > High Schools > Harlem High School

HHS Athletics

Athletic Donations

Baseball

Basketball

Cheerleading

Softball

Volleyball

BROWSE ▾

SERVICES ▾

HOME

LOGIN

CART

Home > High Schools > Harlem High School >  
HHS Athletics

## HHS Basketball



BOYS BASKETBALL  
DONATION



BOYS BASKETBALL FEES  
AND DUES



BOYS BASKETBALL  
MERCHANDISE



GIRLS BASKETBALL  
DONATION



GIRLS BASKETBALL FEES  
AND DUES



GIRLS BASKETBALL  
MERCHANDISE

## BOYS BASKETBALL FEES AND DUES

[sku:HHS\_Boys\_BBall\_Fees]

Amount: \$ 80.00

Last Name, First Name, and Grade: ▾

ADD TO CART

Fees and Dues



BROWSE ▾

SERVICES ▾

HOME

LOGIN

CART

Home > High Schools > Harlem High School

HHS Athletics

Athletic Donations

Baseball

Basketball

Cheerleading

BROWSE ▾

SERVICES ▾

HOME

LOGIN

CART

Home > High Schools > Harlem High School >  
HHS Athletics

HHS Basketball



BOYS BASKETBALL  
DONATION



BOYS BASKETBALL FEES  
AND DUES



BOYS BASKETBALL  
MERCHANDISE



GIRLS BASKETBALL  
DONATION



GIRLS BASKETBALL FEES  
AND DUES



GIRLS BASKETBALL  
MERCHANDISE

BOYS BASKETBALL DONATION

[sku:HHS\_Boys\_BBall\_Donat]

Amount: \$ 20.00

Last Name, First Name: ▾

ADD TO CART

Donation

BROWSE ▾

SERVICES ▾

HOME

LOGIN

CART

Home > High Schools > Harlem High School

HHS Athletics

Athletic Donations

Baseball

Basketball

Cheerleading

BROWSE ▾

SERVICES ▾

HOME

LOGIN

CART

Home > High Schools > Harlem High School >  
HHS Athletics

## HHS Basketball



BOYS BASKETBALL  
DONATION



BOYS BASKETBALL FEES  
AND DUES



BOYS BASKETBALL  
MERCHANDISE



GIRLS BASKETBALL  
DONATION



GIRLS BASKETBALL FEES  
AND DUES



GIRLS BASKETBALL  
MERCHANDISE

### Boys Basketball Merchandise

#### Boys Basketball Merchandise

\* Amount

\$20.00

\* Student Name

Michael

Jordan

\* Email Address

\* Item(s) Purchasing:

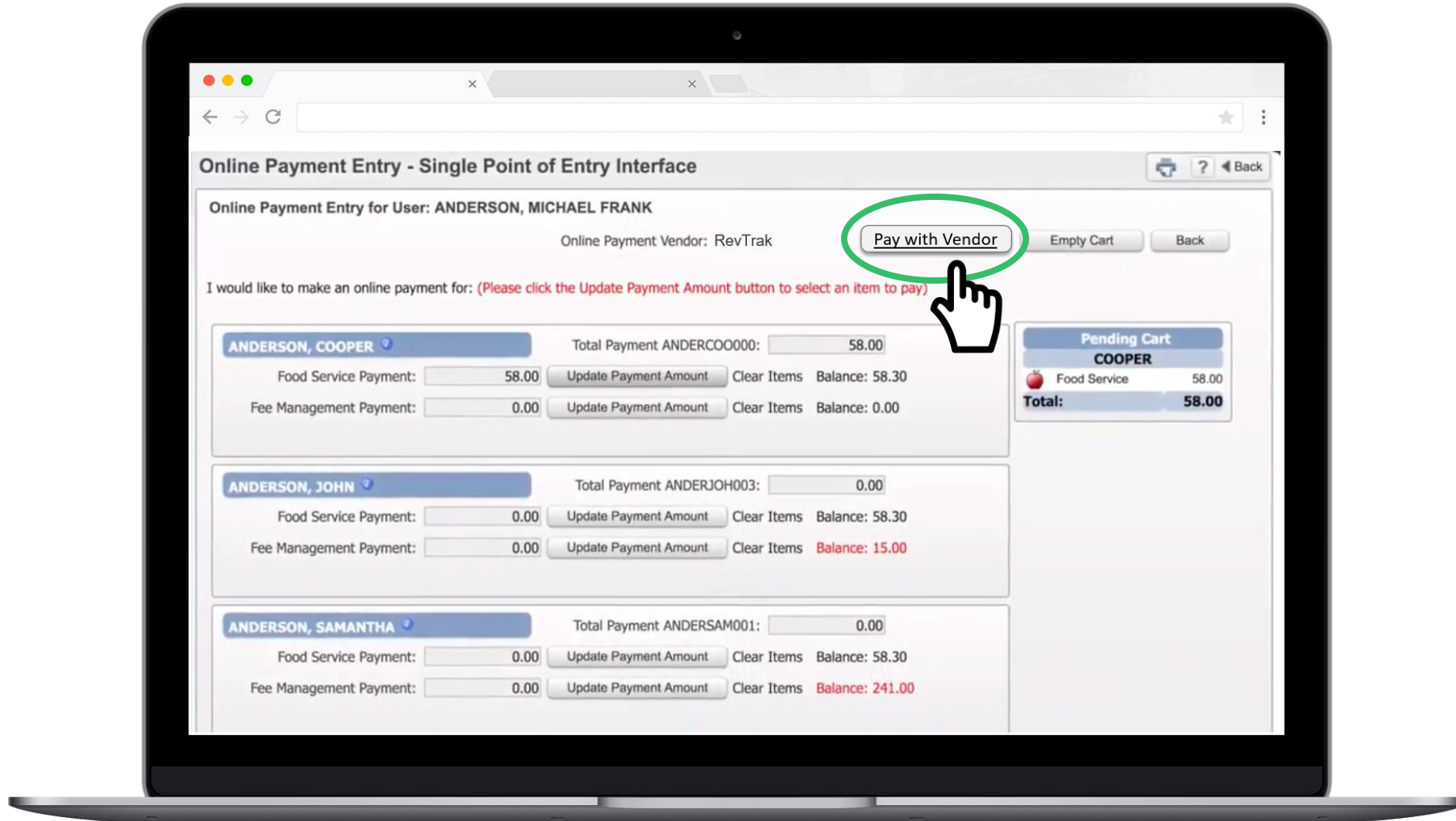
Team jersey

Add To Cart

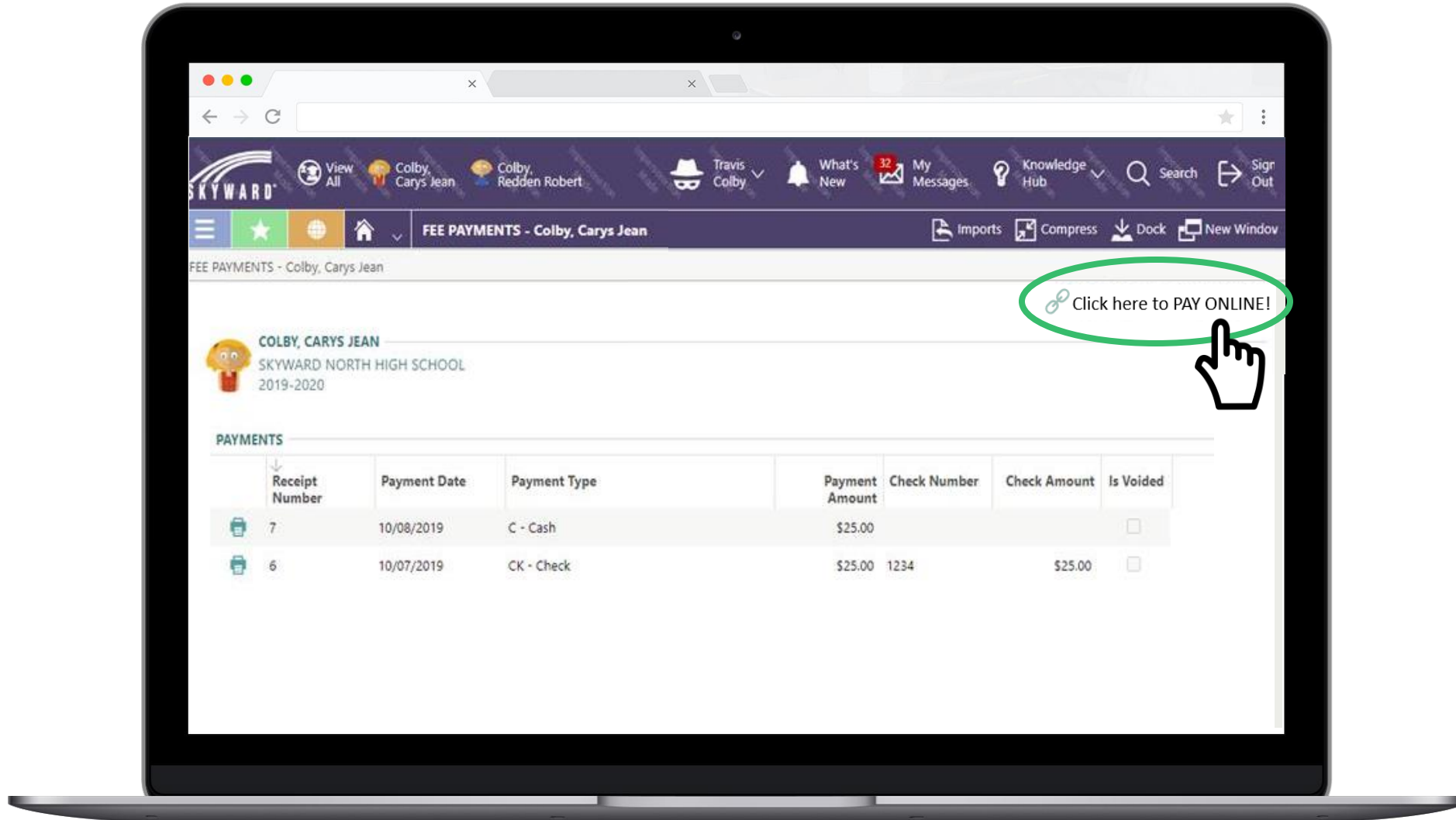
# ***Skyward Quick Connect Integration***

- **Real-time integration** for both **Skyward Qmlativ** and **Skyward Family Access**.
- Parents can add funds to Skyward food service accounts and pay fees all from within the Web Store.
  - **Easily View All Student Fees** – Fees can be separated into required, optional and food account categories to help families check out in a snap.
  - **No-Worries Reconciliation** – Catch missed payments to ensure everything posts correctly to student accounts.
  - **Responsive Design** – Allows families to pay any fee in just a few clicks from any mobile device.
  - **Seamless Integration** – Streamline your process for families and staff.

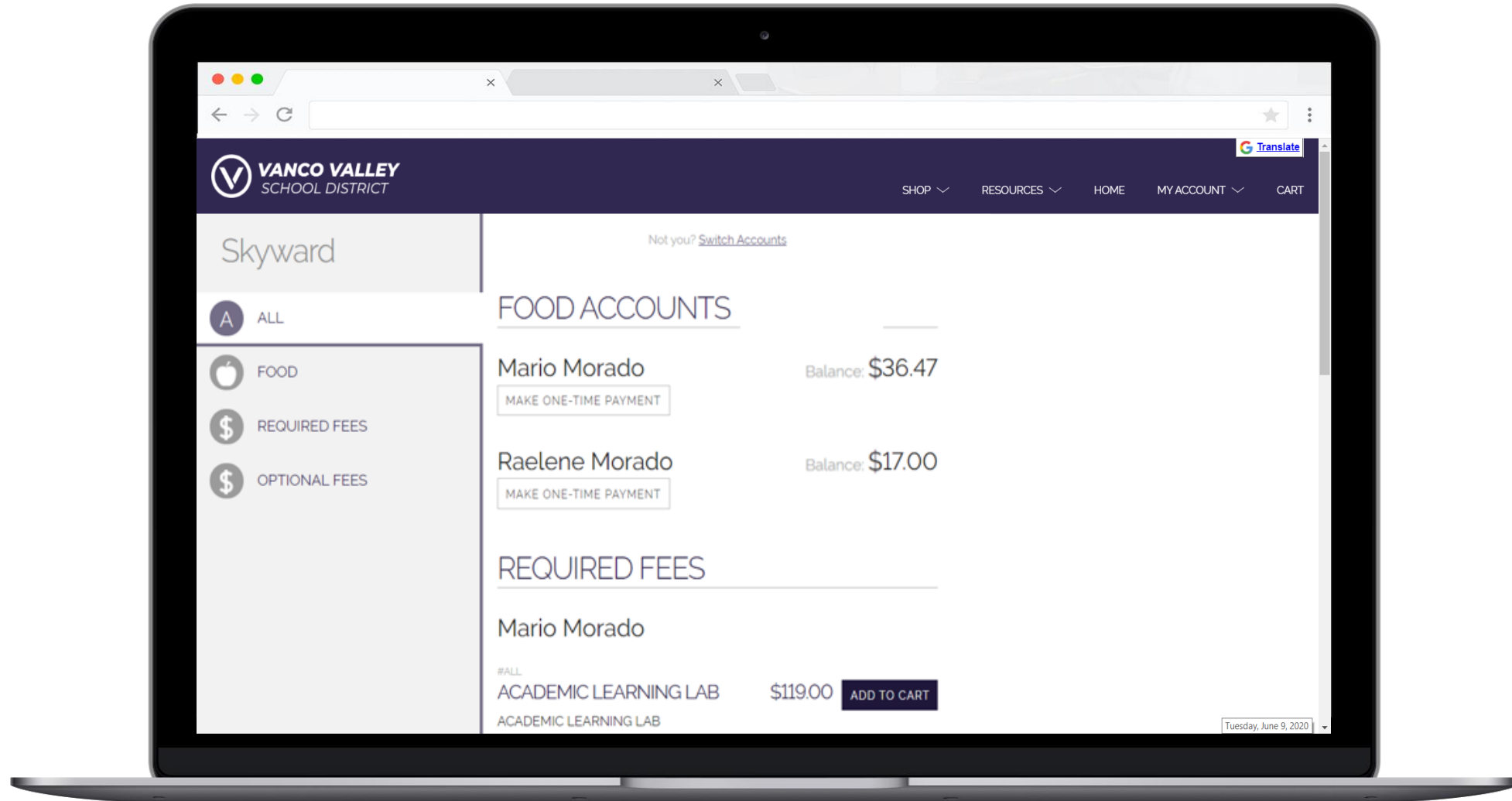




# Skyward Qmlativ Integration





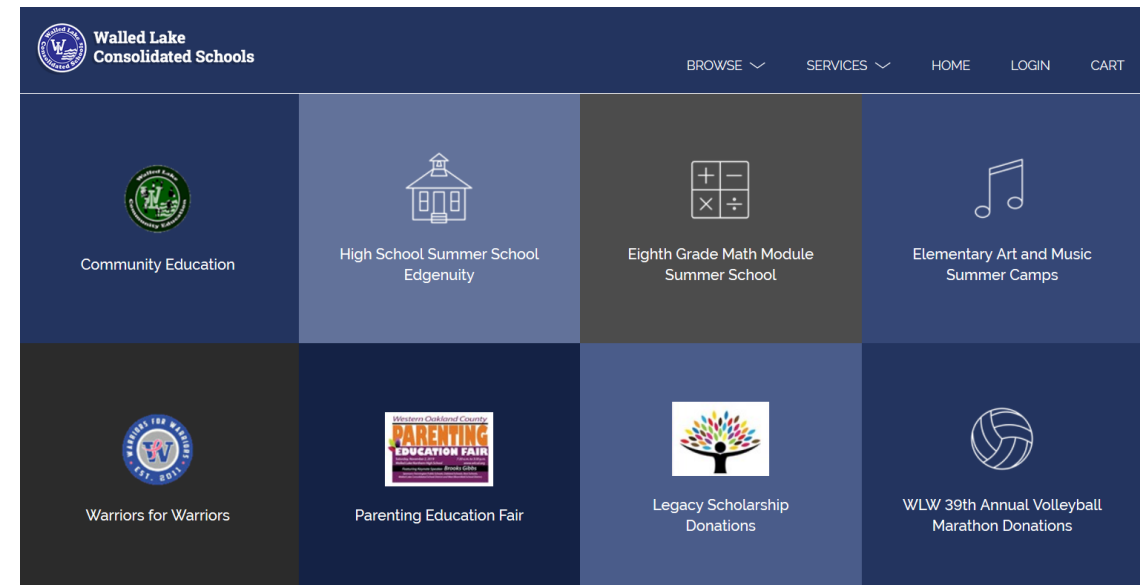


**We've partnered with Skyward to offer special pricing for Skyward clients.**

**Use the Vanco Web Store with no upfront costs, long-term contracts or monthly fees through the end of June 2021 for new users.**

## *To Recap, Vanco Helps Schools:*

- Integrate online payments with Skyward fee management.
- Offer families a **convenient** online payment option for **all** school-related activities.
- Create an easy-to-use, mobile-responsive online Web Store.
- Collect forms and digital paperwork online for student registrations and more.
- Automatically direct payments to the appropriate bank account.
- Reconcile in 10 minutes or less!



# ***POLL QUESTION***

# *Questions?*

**Contact Vanco:**

**[sales@revtrak.com](mailto:sales@revtrak.com)**

**800.323.5953**

**Contact Skyward:**

**[www.skyward.com/get-started](http://www.skyward.com/get-started)**

**800.236.7274**



***Thank you!***