

# ***THE SAVINGS DYNAMIC DUO: VANCO & EQUALIS***



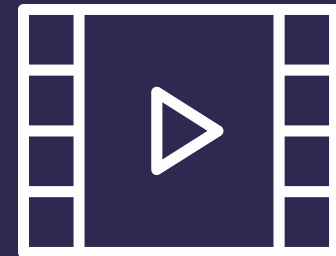
# ***Before We Begin***



**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's Presenters***



**Danielle Winkler**  
Market Manager, Vanco

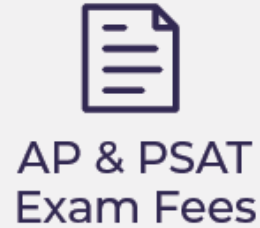


**Amy Julius**  
Revenue Enablement  
Manager, Vanco



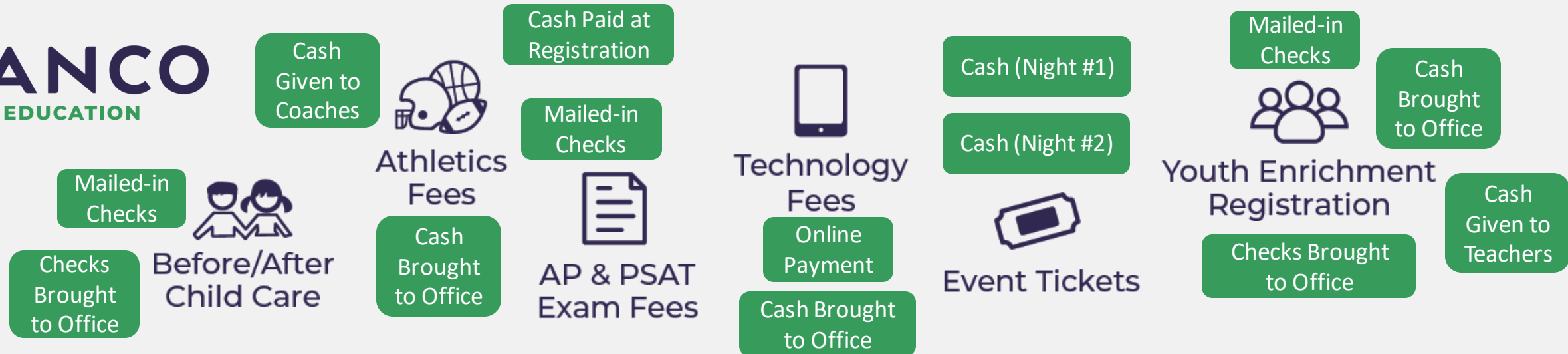
**David J. Akers**  
Executive Vice President,  
Equalis Group

***How is your  
district collecting  
payments?***



***How many different payments  
does your district collect?***





# ***How many payments does that mean you need to manage?***





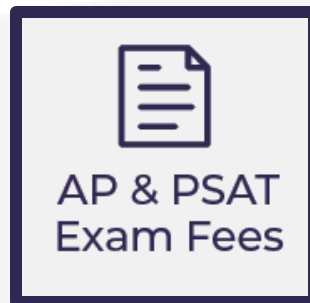




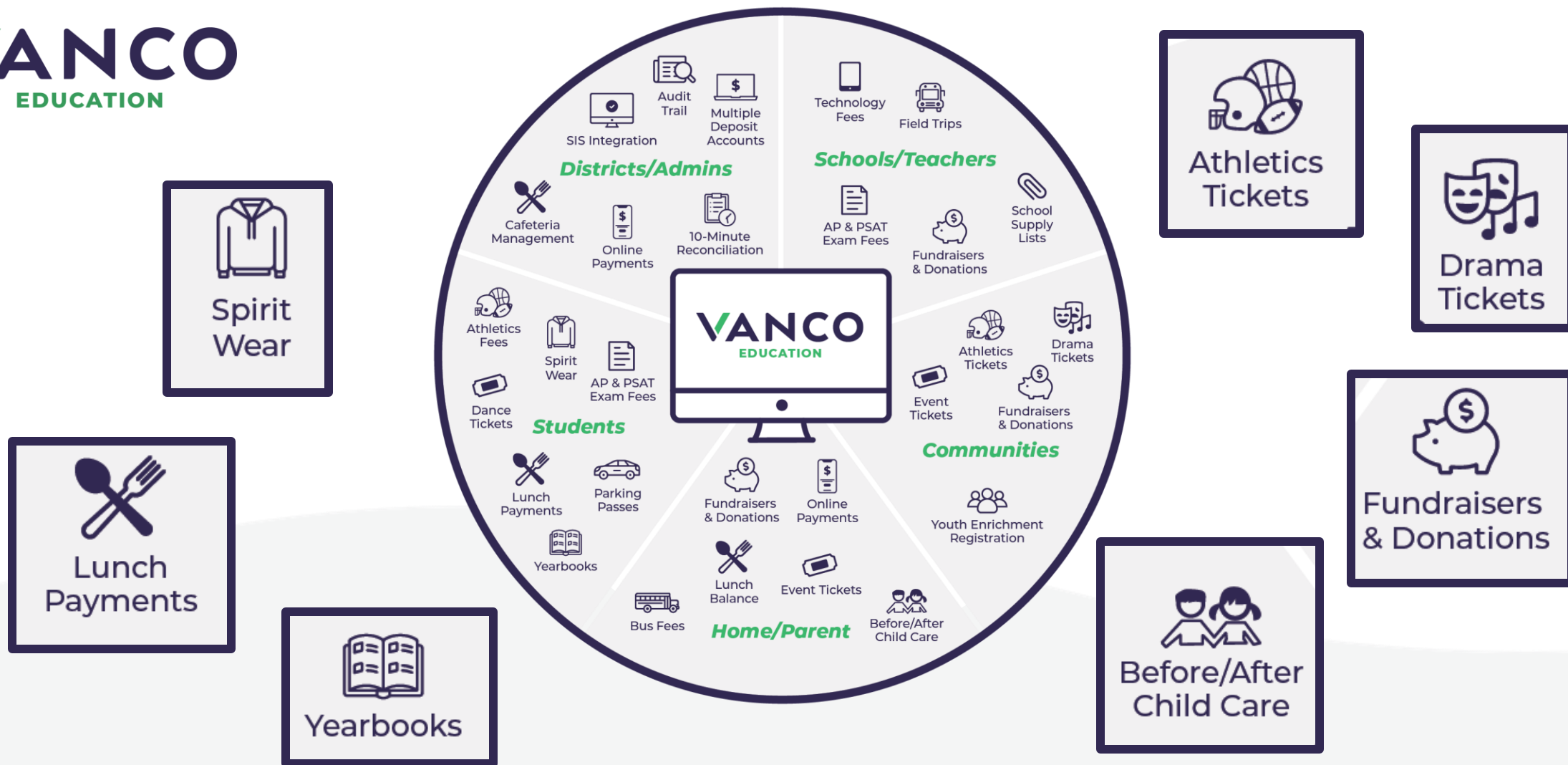
# ***Vanco's Education Vision***

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





That includes **required, assignable fees**, like...



And optional payments for **everything else**, including...



And did we mention we **integrate** with the most popular **Student Information Systems**?

# ***Vanco Education Offers Time-Saving Software for K-12 and Community Educators.***

## **Vanco Web Store**

### *RevTrak*

We move schools and districts toward becoming a cashless campus by accepting online payments from parents for food service, childcare, sports and more. Plus, we integrate with the most popular student information systems.

## **Vanco Food**

### *Food Service Solutions*

From online lunch account payments to point-of-sale tools, we make cafeteria management and meal payments easy. We provide K-12 schools and universities with simple and secure software and hardware to increase food sales while streamlining operations.

## **Vanco Events**

### *Vanco Events*

Plan school events including student plays, sports and dances with our simple-to-use powerful event solution. Add a seating chart, design and print tickets, and accept ticket payments right from our software and on-the-go with our mobile app (it scans tickets, too!)

## **Vanco Music**

### *Charms*

Our music program management tool puts music educators in control from the orchestra pit to the halftime performance and on the road. Our cloud-based solution offers event calendars, inventory management and communications functionalities.

## **Vanco Child Care**

### *Smartcare*

Streamline the process of managing your district before-and-after school, preschool and other child care programs with easy-to-use mobile-friendly software. We offer a variety of no-touch payment and check-in solutions.

# ***Today we'll be focusing on our Web Store for required fees, food and events payments.***

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***Let's see how a Web Store  
can take any kind of online  
payments in a **live demo.*****



# ***Web Store Demo***



# ***Why Switch to Vanco?***

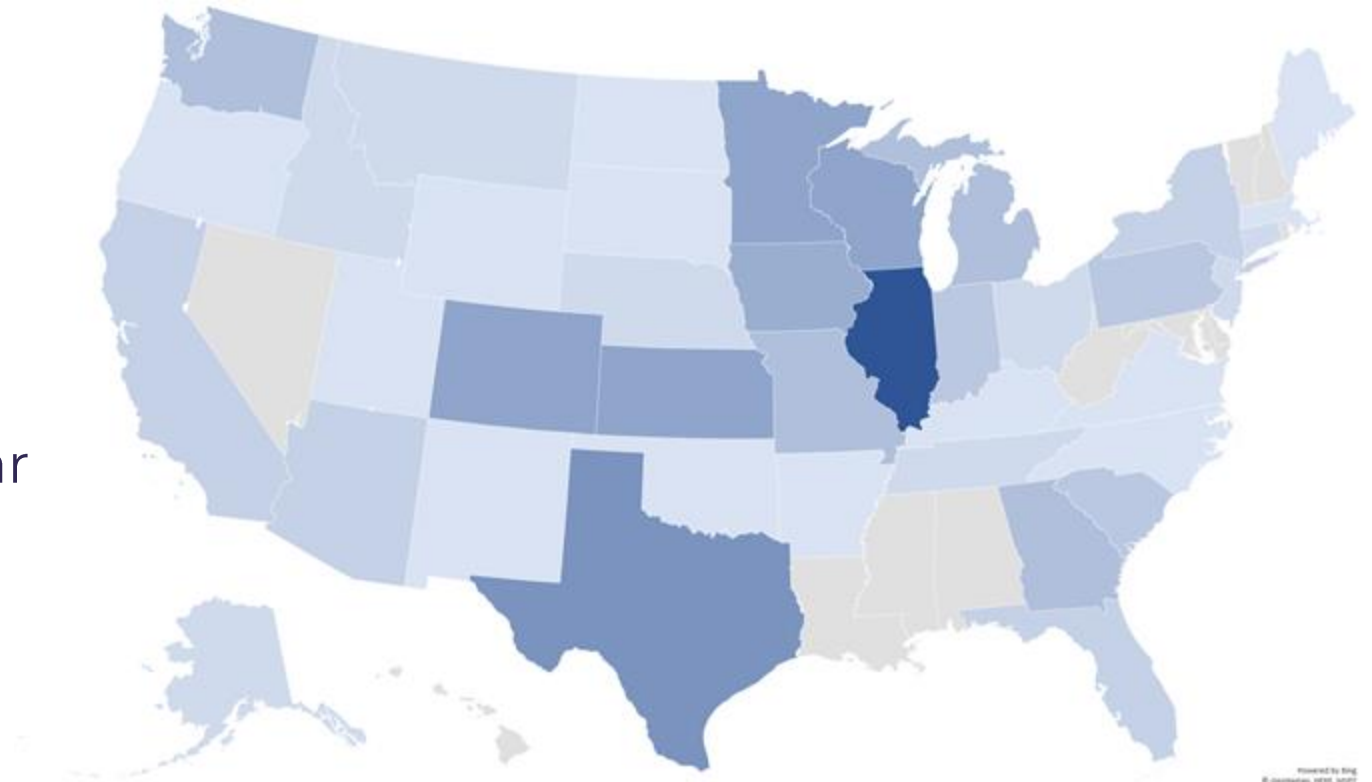


## ***Online Payments for All School Fees in One Location***

- **Easier for parents:** One central hub to make *any* payment.
- **Easier for the business office:** Simpler, automated finances and reporting.
- **Cashless campus:** Take all (or most) of your payments electronically.

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

- 1,200+ districts
- 39 states
- Used by more than 8 million parents
- 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)



POWERED BY KING  
© GARDENHAY, NERE, NGPT

# ***We integrate with many popular Student Information Systems***



... and more!



# Equalis Group

A Member-Driven, Supplier-Centric Public Sector Cooperative Purchasing Organization



# Who is Equalis Group?

- Equalis Group is a member-driven, supplier-centric public sector cooperative purchasing organization.
- We establish “piggybackable” cooperative purchasing agreements that offer improved pricing and contract terms for a diverse selection of products and services.
- K-12 school districts join Equalis Group to leverage any of these cooperative purchasing programs as a legal and compliant exemption to the bid/RFP process.

# Equalis Group's Purpose is Simple...

**To enable you to more  
effectively fulfill your  
purpose.**

**How?**

By leveraging cooperative purchasing and procurement expertise to save you time and money, unleashing financial and human capital to reinvest in providing the best possible service to your constituents, customers, and stakeholders.





# Equalis Group Difference

Save time. Save money. Stay legal.



## Compliance

- Contract solicitation model ensures legal compliance and provides peace of mind
- Legal exemption from stand-alone bids/RFPs



## Savings

- Reduced Total Cost of Ownership (**TCO**)
- Improved pricing and terms & conditions
- Equalis membership is easy & risk-free: no costs, dues, or obligations



## Flexibility

- Configurable programs & flexible pricing models to meet each member's specific needs
- High-quality suppliers provide a broad range of products & services
- No mandatory spend or committed volume requirements



## Member Support

- Dedicated guidance, support & service
- Master Agreements are easy to find, understand & utilize
- Every Equalis member is treated like family – period.

# OMB Procurement Guidelines

The Super Circular Section 200.318 General Procurement Standards paragraphs (d), (e), and (f) require that a non-Federal entity's procurement procedures avoid duplicative purchases and encourage non-Federal entities to enter into inter-entity agreements for shared goods and services, such as the agreements that Equalis Group has established with its Supplier Partners.

## ***§ 200.318 General procurement standards:***

***(e) To foster greater economy and efficiency, and in accordance with efforts to promote cost-effective use of shared services across the Federal government, the non-Federal entity is encouraged to enter into state and local intergovernmental agreements or inter-entity agreements where appropriate for procurement or use of common or shared goods and services.***

# Vanco & Equalis Group Master Agreement Highlights and Key Terms

- Master Agreement Highlights:
  - A one-stop-shop to help you become a cashless campus, including tools to support online payments, food service, event ticketing, before & after care, registrations and more.
  - Immediate access to discounted pricing, with further savings available when bundling two or more Vanco solutions.
  - Hassle-free support and a team to build your Web Store.
  - Vanco solutions and services are available to all Equalis Group K-12 members nationwide.
- Key Terms:
  - Equalis Group Contract Number: R10-1107C
  - Lead Agency: Region 10 Education Service Center
  - Initial Contract Term: 01.01.2021 – 12.31.2023
  - Renewable Through: 12.31.2027

# ***Recap: Why Vanco & Equalis?***

## **Vanco Education: Your One-Stop Shop for Online School Payments**

- Flexibility to collect *any* payment online, from required (assignable) fees to meal account balances to purchasing event tickets and more.
- Simpler for parents *and* staff
- Shorten finance reconciliation takes 10 minutes or less!
- Integration with the most popular Student Information Systems, food service software, and more

## **Equalis Group: A Differentiated, Customized Approach to Procurement**

- Selective supplier partnerships creates substantial value and a higher level of engagement for our members
- Tailored approach for your district's unique needs
- Highly experienced in K-12 procurement process

# *Next Steps*

**1**

**Request your  
personalized  
demo.**

**2**

**Join Equalis  
Group to access  
discounts and  
tailor your  
personalized  
solution.**

**3**

**Vanco will build  
your Web Store  
so you can start  
enjoying easy  
payments!**



**VANCO**  
EDUCATION

 **equalis**  
GROUP

# Questions?

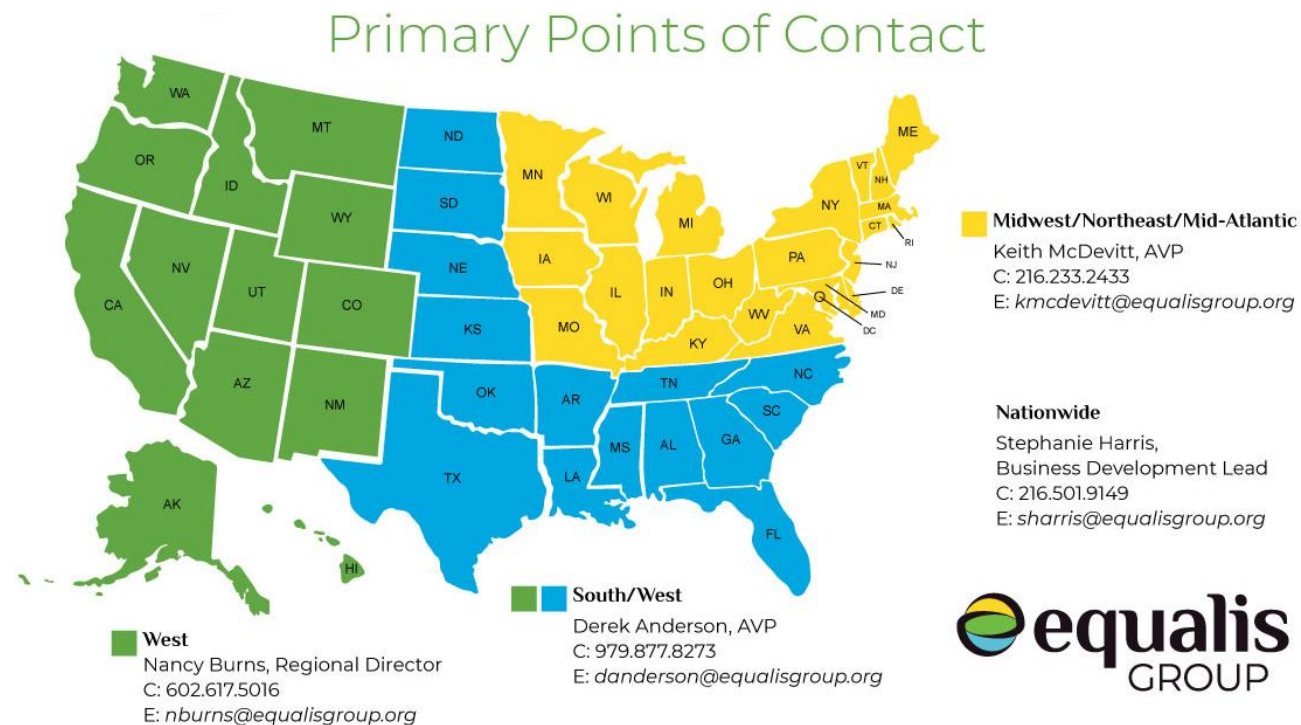
# Contact Info

## **Vanco:**

[sales@vancopayments.com](mailto:sales@vancopayments.com)  
800.323.5953

## **Equalis Group:**

*(see map for your local representative)*





***Thank You!***