



Follett Virtual Campus

Many Illinois public schools require students to buy their own textbooks, but the cost of operating a bookstore within a public school can be a challenge to students and schools.

Hinsdale Township High School District 86 has two public high schools with significant financial diversity. Follett was called in to alleviate the challenges faced by administrators and families on both campuses.

THE CHALLENGES

For the Schools

Given budget constraints, District 86 needed to improve operational efficiencies and improve resource allocation, but running an efficient, profitable bookstore was a challenge. Neither school had an inventory management system. Distribution and collection of textbooks was consuming valuable time for the bookstore staff and school officials. Space was limited as well and both schools were stuck with excess and obsolete inventory.

For Students and Families

Hinsdale parents were looking for more affordable textbook options and an easy, convenient way to purchase which would save them time, money and frustration. Often the inventory of used books and the pick-up times were limited, reducing the availability of lower cost options to all parents and students.

THE SOLUTION

Follett Virtual Campus began by evaluating the on-hand inventory at Hinsdale. Follett then developed a purchase program that instantly created cash infusion and released valuable and much needed space.

Both campuses were able to lower operating costs and reallocate staff time to more crucial tasks. The time devoted to the procurement, inventory, distribution and collection of textbooks decreased significantly.

Follett's used textbook and rental programs gave parents the convenience of ordering on-line—and perhaps more importantly, access to higher quality, more affordable textbooks.

THE RESULTS

Follett Virtual Campus lowered the cost of the average student book bag, reduced process frustration and eliminated hours of textbook distribution and collection. Families had more choices and options, which allowed the program to serve the diversity of the student body.

Parents rented more than 6,600 books, saving over \$290,000 and purchased more than 10,000 used books, saving another \$180,000. In addition, access to used and rental textbook options lowered the amount of financial aid to the students usually dependent on these programs.

The bottom line? Follett Virtual Campus delivered cost savings and convenience to the students and their families, while reducing staff involvement and increasing profitability.



"The process was efficient and the customer service representatives were courteous. Moreover, the ease and speed of ordering books this summer was great: Follett's new system made this process fast and simple."

– Mrs. Maria Pierce
Hinsdale Central parent



"Follett has the resources to offer new options like book rental, saving South families' money when budgets are tight all around."

– Mr. Eric Martzof
Assistant Principal
Hinsdale South High