CASE STUDY

**Destiny® Textbook Manager™**

**Park Hill School District**
Kansas City, Mo.
Grade Levels: K-12 • Schools: 16

**VISION:** Park Hill School District sought to adopt and implement a textbook management solution for several reasons. Their main goals were to provide accurate data on existing inventory levels, sharply reduce costs associated with the purchase of replacement textbooks and provide a system of accountability to minimize excess purchasing and share responsibility of textbooks with individual schools.

**SOLUTION:** Destiny Textbook Manager, which was developed specifically for K-12 schools, was implemented at Park Hill School District’s 16 schools, allowing them to confidently manage inventory, lower textbook replacement costs significantly and improve accountability.

**RESULT:** In less than two years, the district – with 10,000 students – reduced its textbook replacement expenditures by $100,000 and now has a fully functioning, accurate accountability system in place.

“Our ability to better track teacher resources and student textbooks using Destiny has resulted in significant savings,” reducing textbook replacement costs by $100,000.

– Jim Dunn, Director of Professional Development

**Challenge**

With little ability to accurately track its textbook inventory, over-ordering and high textbook replacement costs, Park Hill School District officials said they felt like parents who were continually handing out more and more money. “As in most districts, textbooks are often handled differently from building to building,” said Barb Colling, media and educational technology coordinator for Park Hill School District. “Occasionally we would find a box of textbooks that had never been opened or used. It was so hard to track what we had... just a nightmare.”

At the time, Park Hill had been working with a competitor’s library management system that Colling described as “not very forgiving” and “very complicated” to use. The district attempted, with little success, to keep track of its textbook inventory through the same system. Park Hill soon realized they needed to find a system that would cut costs and redundancy while also increasing efficiency and accountability.

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Solution
In the wake of its successful adoption of Destiny® Library Manager™ in 2007, the district moved forward with a trial of Destiny Textbook Manager™. Colling was an early proponent, especially since she had seen the confusion surrounding the management of textbooks in the district. “I knew it was what we had to do,” she said. Colling had the unequivocal support of her boss, Jim Dunn, director of professional development at the district, who agreed that they needed to get textbook expenditures under control.

In 2008, Park Hill School District adopted Destiny Textbook Manager. Fast-forward to today and Colling has some advice for districts like hers struggling to account for their textbook inventory and awash in concerns about over-ordering costs: “Don’t be penny-wise and pound-foolish,” she said. “To think Destiny wouldn’t pay for itself is just plain silly.”

Results
In less than two years, Park Hill School District has reduced its textbook replacement costs by $100,000 and now has a fully functioning, highly accurate accountability system in place. Prior to Destiny, annual replacement costs at just the district’s two high schools exceeded $115,000. In the past two years, Dunn said these costs were reduced to $35,000 in 2009 and then again down to $17,000 in 2010 – a nearly 85 percent decrease in expenditures.

According to Dunn, “Our ability to better track teacher resources and student textbooks using Destiny has resulted in significant savings. Destiny has improved our knowledge about what we have in our district – and that knowledge translates into savings many times over the course of a school year.”

A recent recipient of the Missouri Quality award, Park Hill – the only public school district in the state to earn this honor that recognizes Missouri organizations for performance excellence – is adept at operating the school district like a fine-tuned business.

In a meeting, Dunn was able to dramatically impress a group of teachers; he set a box of 10 textbooks next to a computer and said, “for every 10 books that don’t come back, our district just lost a computer.” As another cost-savings strategy, Colling said Park Hill is barcoding only those textbooks as they ship to respective schools as opposed to barcoding each new textbook upon receipt at the district. The district will receive almost full price for unused textbooks, a sharp contrast to the diminished value it would receive for its barcoded textbooks.

“Destiny has improved our knowledge about what we have in the district – and that translates into savings many times over.”

– Jim Dunn

About Follett
Follett is the partner that over half of America’s school districts trust to help them manage everything from library resources, textbooks and school assets to student data and information for data-driven decision making. Follett helps districts of all sizes track and use information and resources more efficiently so their dollars are best leveraged to help each and every student.

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