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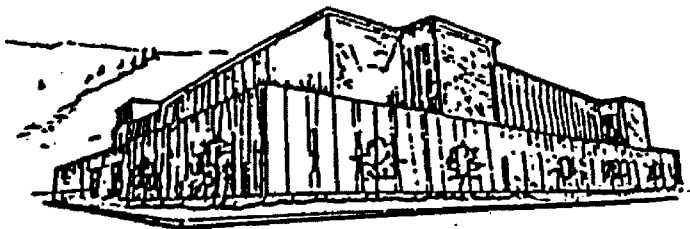
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TEXTBOOK MANAGEMENT SYSTEM SURVEY

By
Neil A. Rixe
B.S. Montana State University, 1988

Presented in partial fulfillment of the requirements

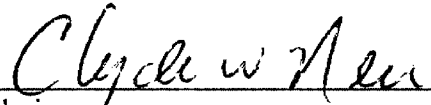
for the degree of

Masters of Business Administration

The University of Montana

1995

Approved By:


Chairperson


Dean of Graduate School

August 1, 1995
Date

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RIXE, NEIL A.B.S., JULY 1995

Results of a survey conducted to determine the interest in a Gateway Software Corporation's Textbook Management System. (107 pages)

Director: Dr. Clyde Neu 

Gateway Software Corporation of Fromberg, MT wished to find out whether there was interest in an enhanced version of its Textbook Management System. The company designs and supports computer systems for K-12 schools. Its systems are designed for IBM AS/400 computer systems. The Textbook Management System allows schools to automate the process of managing textbooks. Gateway has a marketing arrangement with National Computer Systems (NCS) of Minneapolis, MN. NCS supplied the mailing list for the survey.

The survey was divided into three sections. The first section provided background data on each district. Data was provided for the average number of schools per district, teachers per district, enrollment and annual cost of losses associated with lost or damaged textbooks. Section I of the survey also generated information on who the respondents were and where they were from.

Section II of the survey captured data from respondents using automated textbook systems. Questions in this section dealt with what types of systems respondents were currently running, and the features included with those systems. Respondents also were asked whether a system with the same primary features as Gateway's was appealing, and whether their district was considering buying a new system. Districts responded to questions regarding funds availability, too. Responses to these questions helped build a prospecting list for the company.

Section III captured data from districts with manual systems. Respondents ranked the importance of the primary features included in the Textbook Management System. They answered questions regarding the appeal of a system with features like Gateway's. Respondents were also asked what types of student management systems they were running, and they were asked to rank the importance of having an interface between their student management system and their textbook management system. Finally, respondents confirmed whether they were considering buying a new system, and when they might consider buying a new system. Data from this section also helped build prospect lists for Gateway.

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INTRODUCTION

Thesis Statement

"A market exists for an enhanced version of Gateway Software Corporation's textbook automation software. "

The purpose of this project is to conduct primary research to determine the level of interest in an enhanced version of Gateway's new Textbook Management System. This project assesses the interest and need for an efficient automation system for the circulation, control and tracking of textbooks at K-12 schools.

The Company

Gateway Software Corporation designs, maintains, and supports software for K-12 schools/districts. Its customer base spans across the United States. The smallest district served by Gateways has only 970 students, and the largest has 178,000 students.

Gateway's product line has two distinctive groups -- **Distribution Management Systems & Information Retrieval Systems**. The information below summarizes products offered in each group:

Distribution Management Systems

Warehouse Management System

Vehicle Maintenance System

Work Order System

Information Retrieval Systems

Textbook Management System

Library Management System

Media Management System

Each of these systems satisfies a similar market need for a product that can interface with other administrative software sold in the industry.¹ They also represent product line extensions of software systems sold by National Computer Systems (NCS) of Minneapolis, Minnesota. NCS markets Gateway's products under a special marketing arrangement.

Gateway is also an IBM Business Partner. It writes all its products for the IBM AS/400 computer. The AS/400 is a midrange computer with great flexibility. This flexibility allows districts to modify the system to satisfy their needs.

Besides development and programming of software, Gateway also markets its products and provides customer support. The company provides toll-free telephone access to this support, and furnishes on-site training and installation services.²

Textbook Management System

The corporation recently introduced a Textbook Management System. It is designed to provide K-12 schools/districts with a highly efficient way of managing textbooks. The system provides users with instant access regarding the status of textbooks.

Textbooks usually are distributed using one of three systems:

- 1) From **--Central Warehouse--to--School--to--Teacher--to--Student**
- 2) From **--School--to--Teacher--to--Student**
- 3) From **--Central Warehouse--to--School--to--Student**

¹*Gateway Software Corporation -- Business Plan*, November 15, 1994, Gateway Software Corporation, P.O. Box 367, Fromberg, MT 59029-0367. Copyright 1994.

²*Textbook Management System, Capabilities Overview*, Gateway Software Corporation, P.O. Box 367, Fromberg, MT 59029-0367. Copyright 1993.

Gateway's system is flexible enough to accommodate all three methods. If a school has a unique system, modification can be made.

Bar code scanning eases check-in and check-out of textbooks. Districts can scan at a central location, or in the classroom using hand held scanning equipment. The system also tracks the book's condition. If damage is discovered during check in, a fine can be posted to the student's account.

The system includes features that allow users to track textbooks, and provides information on availability. For example, if a teacher is contemplating introducing a unit on Earth Science, he or she can check for availability of Earth Science textbooks on-line. If the books are available, an order can be placed with the distribution center. If the book is not in the warehouse, orders may be placed with Gateway's **Work Order System**. Users can search for books using specific titles, authors or by subject. The system also stores bibliographies and abstracts.

Gateway's software also can interface with computerized student management systems. The program can track key information regarding the borrower including but not limited to -- name, ID number, address, phone number, guardian information, amount of fines due and textbooks assigned to each student. The administration side of the system also helps improve management of accounts receivable. Users can enter fines, process payments, enter refunds, delete charges, and perform inquiries while on-line.³

³Ibid.

The Textbook Management System also has built-in reports. Five key reports are automatically generated by the system:

- ✓ A Holding Report
- ✓ Overdue Report
- ✓ Circulation and Borrowers Report
- ✓ Maintenance Report
- ✓ Daily Processing Activity Reports

Method of Study

To measure customer interest in the new system, a mail survey was sent to 931 schools/district that use the *IBM AS/400*, *IBM System 36* or *IBM Enhanced System 36* computers. NCS's customer base served as the foundation for the mailing lists. Appendix 1 contains a copy of the survey and the attached cover letter. A self addressed postage paid return envelope accompanied each survey.

There were three sections in the survey. The first section gathered background information and data useful in building prospect lists. The second section collected information specific to those currently using an automated textbook management system. Section three was designed for districts currently using non-automated systems.

SECTION I RESULTS -- BACKGROUND DATA

Response Rate

One hundred ninety-five surveys were returned for a response rate of 21 percent. Survey's came from 41 states. Table 1 shows where the responses originated.

State	AR	AZ	CA	FL	GA	IL	IN	KS	KY	MI	MN	MS	NM	OH	OK	SC	TN	TX	VA	VT	WV	NR	Total
Count	1	14	4	2	1	12	6	1	1	6	3	1	6	10	5	2	1	14	6	2	3	3	104
Publish List	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	22
State	AK	CO	CT	IA	ID	IL	KS	MA	MO	NE	NH	NJ	NV	NY	OR	PA	RI	WI	WY	NR	Total		
Count	11	4	4	2	1	2	2	3	8	4	3	5	3	6	1	3	1	11	7	10		91	
Publish List	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No		20	
NR = nonresponse																							

Table 1 Distribution of responses across states

Table 1 also lists which states publish approved textbook lists. A total of 104 respondents -- representing 53 percent -- indicated their states publish approved lists. These responses came from 22 states. This represents 52 percent of the states in the survey.

Enrollment

The average district enrollment is 8,057. However, there is an extremely wide variance within these data. The largest district -- located in Los Angeles -- has over 312,000 students, while the smallest -- located in Alaska -- has only 109 students. Similarly, the standard deviation for enrollment is 23,801.

The enrollment data provides an excellent measure of the strength of the data gathered in the sample. For example, we can test data from the sample against data from the U.S. National Center for Education Statistics' to test whether the sample is representative of the total population of schools. Table 2 provides a comparison of the distribution of responses of these two sets of data.

District Size	Number of Districts in Sample	% of Sample	US National Center for Education Data	% of USNCE Data
Below 2,000	50	26%	12,248	73%
2,000-3,999	51	26%	2,305	14%
4,000-4,999	21	11%	515	3%
5,000-9,999	35	18%	945	6%
10,000-14,999	14	7%	301	2%
15,000-19,999	6	3%	122	1%
20,000-24,9999	4	2%	71	0%
25,000-49,999	6	3%	125	1%
50,000-99,999	2	1%	45	0%
100,000 and up	1	1%	22	0%
Non Response	5			
	195	100%	16,699	100%

Table 2 Sample Enrollment vs. US Center for Education statistics

Utilizing the percentages from the USNCE data we can perform a Chi-Square test to determine if the sample data is representative of *all* schools. The following formula was used to calculate the Chi-Squared (X^2) test statistic:⁴

Hypothesis: H_0 the distribution of the sample drawn from NCS is consistent with the distribution of the National Education Center data.

Formula: $X^2 = \sum (O - E)^2 / E$

Where: O = Observed Sample
E = Expected Sample

Result: Reject H_0 if $X^2 > X^2_{.05df}$ or $256.88 > 21.6$ (Table value using 95% CI)

From this data we conclude there is little consistency between the two sets of data. This is the expected result, because larger districts tend to use automation more than smaller

⁴ Introduction To Business Statistics, A Computer Integrated Approach, Alan H. Kvanli, C. Stephen Guynes, Robert J. Pavur, North Texas State University, West Publishing Company, 1986, pages 300-302.

districts.⁵ Since all of NCS's customers have some level of automation, we would expect that our sample would contain more schools with over 2,000 students. The percentages in Table 2 verify that this is an accurate assumption.

Number of Schools

<i>Distribution of Schools</i>	High Schools	Junior/Middle	Elementary	Total Schools
Average	1.88	2.14	7.43	11.46
Median	1.00	1.00	5.00	7.00
Max	24.00	24.00	67.00	101.00
Min	-	-	-	1.00
Standard Deviation	2.50	3.12	9.84	14.24
Confidence Level (95%)	0.35	0.44	1.38	2.00

Table 3 Number of Schools

Table 3 provides a summary of the data regarding the number of schools in each district. The average district has 11.4 schools. On average there are 1.8 high schools, 2.1 Junior/Middle schools and 7.4 elementary schools. The median for total schools is 7.0. The confidence level given at the bottom of Table 3, provides an understanding of the range of error for these statistics. For instance, we can be 95% confident that the average of *total schools* within our population is between 13.5 and 9.5.

⁵ See results for automated group.

Teacher Count

The variance for teachers also is quite large. The standard deviation of total teacher count is 1,355. The largest district reports having over 15,000 teachers, while the smallest reports only 9. The median for teacher count is 230. On average there are 15.6 students for each teacher.

Cost of Textbook Losses

Respondents also were asked to estimate the total amount of annual cost associated with lost or damaged textbooks. Table 4 and Table 5 provide summations of these results. Only 127 respondents answered this question. The average loss per district is \$5,435. The largest loss for a district is \$100,000, and the smallest loss other than no response is \$50. The average loss per student is \$1.75. Total losses per district is dependent of the districts size. Appendix 2 contains the results of simple regressions run between district size and estimated losses, enrollment size and estimated losses, and teacher count and estimated losses. In each case a positive relationship exists between the two variables. Therefore, we can conclude larger districts have larger losses.

	Losses Per Student	Total Losses School	Total Losses Per All Schools Aggregated
Average	\$ 1.70	\$ 919	\$ 7,907
Median	\$ 0.80	\$ 469	\$ 3,000
Max	\$ 25.00	\$ 14,167	\$ 100,000
Min	\$ 0.03	\$ 13	\$ 50
Standard Deviation	\$ 2.82	\$ 1,740	\$ 13,734
Confidence Level	\$ 0.48	\$ 298	\$ 2,343

Table 4 Total of textbook losses/damage per student

Enrollment Group	Count	Average Cost for Enrollment Group
Below 2,000	44	\$ 931
2,000-3,999	47	\$ 3,009
4,000-4,999	18	\$ 4,539
5,000-9,999	31	\$ 6,489
10,000-14,999	9	\$ 16,444
15,000-19,999	6	\$ 7,142
20,000-24,9999	3	\$ 3,833
25,000-49,999	2	\$ 10,000
50,000-99,999	0	\$ -
100,000 and up	0	\$ -
Nonresponse	5	\$ 7,400
Average		\$ 5,435

Table 5 Average loss based on enrollment group

Distribution Systems

Districts use one of two textbook distribution methods 94 percent of the time. The most popular method is: *School -- to -- Teacher -- to -- Student*. Sixty percent of the districts use this approach. The second most popular system is: *Central Warehouse -- to -- School -- to -- Teacher -- to -- Student*. This approach is used by 34 percent of the districts. Table 6 provides a break down of the other systems in use.

Distribution System	Number	% of Total
School, Teacher, Student	117	60%
Central Warehouse, School, Teacher, Student	67	34%
Central Warehouse, School, Student	3	2%
Central Warehouse, Teacher, Student	1	1%
Materials Center, Student	1	1%
Library, Student	1	1%
School, Department Head, Teacher, Student	1	1%
Non Response	4	2%
Total	195	100%

Table 6 Types of Distribution Systems Utilized

Enrollment Grouping - Total count by category	Total	School, Teacher, Student	Warehouse, School, Teacher, Student	Warehouse, School, Student	Warehouse, Teacher, Student	Other Systems
Below 2,000	50	36	10	1	0	3
2,000-3,999	51	36	11	1	1	2
4,000-4,999	21	15	6	0	0	0
5,000-9,999	35	19	13	0	0	3
10,000-14,999	14	1	13	0	0	0
15,000-19,999	6	4	2	0	0	0
20,000-24,999	4	1	3	0	0	0
25,000-49,999	6	1	4	1	0	0
50,000-99,999	2	0	2	0	0	0
100,000 and up	1	1	0	0	0	0
Nonresponse	5	2	3	0	0	0
Total	195	116	67	3	1	8

Enrollment Grouping As % of Row Total	Total	School, Teacher, Student	Warehouse, School, Teacher, Student	Warehouse, School, Student	Warehouse, Teacher, Student	Other Systems
Below 2,000	100%	72%	20%	2%	0%	6%
2,000-3,999	100%	71%	22%	2%	2%	4%
4,000-4,999	100%	71%	29%	0%	0%	0%
5,000-9,999	100%	54%	37%	0%	0%	9%
10,000-14,999	100%	7%	93%	0%	0%	0%
15,000-19,999	100%	67%	33%	0%	0%	0%
20,000-24,999	100%	25%	75%	0%	0%	0%
25,000-49,999	100%	17%	67%	17%	0%	0%
50,000-99,999	100%	0%	100%	0%	0%	0%
100,000 and up	100%	100%	0%	0%	0%	0%
Nonresponse	100%	40%	60%	0%	0%	0%
Total	100%	59%	34%	2%	1%	4%

Enrollment Grouping As % of Col. Total	Total	School, Teacher, Student	Warehouse, School, Teacher, Student	Warehouse, School, Student	Warehouse, Teacher, Student	Other Systems
Below 2,000	26%	31%	15%	33%	0%	38%
2,000-3,999	26%	31%	16%	33%	100%	25%
4,000-4,999	11%	13%	9%	0%	0%	0%
5,000-9,999	18%	16%	19%	0%	0%	38%
10,000-14,999	7%	1%	19%	0%	0%	0%
15,000-19,999	3%	3%	3%	0%	0%	0%
20,000-24,999	2%	1%	4%	0%	0%	0%
25,000-49,999	3%	1%	6%	33%	0%	0%
50,000-99,999	1%	0%	3%	0%	0%	0%
100,000 and up	1%	1%	0%	0%	0%	0%
Nonresponse	3%	2%	4%	0%	0%	0%
Total	100%	100%	100%	100%	100%	100%

Table 7 Types of systems in use by enrollment size

Table 7 details the impact of district size on the types of systems in use. Larger districts tend to use : *Central Warehouse -- to -- School -- to -- Teacher -- to -- Student* more than smaller districts. The smaller districts favor using the *School -- to -- Teacher -- to -- Student* method.

The survey asked for a contact name at the school/district for purposes of building a prospecting list. Respondents also provided their title. Ninety-three percent of those listing themselves as the contact completed the survey. A total of 105 titles were given. These were grouped into 11 classifications. Table 8 shows the different groupings and the percentages for each. Table 9 provides a breakdown of the title classifications based on the enrollment size of the district. Smaller districts' surveys were completed more by principals and superintendents.

Title Classification	Count	% of Total
Superintendents/Asst. Superintendents	39	20%
Curriculum/Instructional Coordinators	37	19%
Business/Finance Personnel	30	15%
Computer/Technology Managers	23	12%
Textbook Coordinators	17	9%
Administration Personnel	14	7%
Unclassified	12	6%
Media/Library Personnel	11	6%
Principals	8	4%
Elementary Education Coordinators	3	2%
Curriculum/Instruction Coordinators	1	1%

Table 8 Jobs classifications for those completing the survey

Title Classification	Total	School Size Based on Enrollment										Nonres ponse
		Below 2,000	2,000- 3,999	4,000- 4,999	5,000- 9,999	10,000 - 14,999	15,000 - 19,999	20,000 - 24,999	25,000 - 49,999	50,000 - 99,999	100,00 0 and up	
Administration Personnel	14	6	1	2	2	1			2			
Business/Finance Personnel	30	15	7	2	3	1			1			1
Computer/Technology Managers	23	1	10	2	7		2	1				
Curriculum/Instruction Coordinators	1				1							
Curriculum/Instructional Coordinators	37	8	9	5	6	3	3	1				2
Elementary Education Coordinators	3		1		1	1						
Media/Library Personnel	11	1	5		1	3	1					
Principals	8	4	1	2								1
Superintendents/Asst. Superintendents	39	10	12	6	8	3						
Textbook Coordinators	17	3	1		3	2		1	3	2		2
Unclassified	12	2	4	2	3			1				
Total	195	50	51	21	35	14	6	4	6	2	1	5

Table 9 Titles of those completing survey broken down by enrollment size

Automated Versus Manual

Manual textbook management systems are in place at 84 percent of the districts in the sample. Only 30 -- approximately 16 percent -- of the districts are using automated systems. From this information we can conclude with 95 percent confidence that between 86.6 and 81.3 percent of NCS's customers have no automated system for textbook management. Hence, between 806 and 757 customers of NCS do not have automated systems.

Districts using automated systems tend to be larger. For instance, the average number of schools per district in the automated group is 20 compared to only 10 for those using manual systems. The median number of schools per district in the automated group is 11 compared to for 7 those using manual systems. Enrollment at automated districts averages 25,014 and the median is 8,869. Average teacher count is 1,417, and the median is 438. Districts with manual systems average 5,004 students, and 339 teachers. The median enrollment at district with manual systems is 3,200, and the median teacher count is 218. The average number of teachers per student is 19.3 at districts in the automated group versus 14.3 for those in the manual group. The average loss per district for those using automated systems is \$10,638, versus \$4,364 at schools with manual systems.

SECTION II RESULTS -- AUTOMATED GROUP

At this point the focus will turn to a summary of the responses for those in the automated group. Respondents in this group completed Section I and Section II of the

survey. It is necessary to deal with this data separately due to variances in the questions. As previously stated, only 16 percent of the respondents -- 30 districts -- use automated textbook management systems.

Limitations With Current System

Sixty percent of the districts in the automated group noted limitations with their current systems. The range of limitations was varied. The most frequently mentioned limitation was lack of an interface with their student management systems. However, this was only mentioned three times. Other limitations referred to included: cost, lack of flexibility, no fee tracking, no tracking books to teacher level, and poor reporting capability. Appendix 3 contains a complete listing of the comments regarding limitations.

Hardware/Software in Use

Text Software	Text Hardware	Bar Coding	Inventory	Teacher Track	Student Track	Inter Loan	Interface with Student	On-line	Check District	Total Features
CIMS III	IBM AS/400	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	7
Dbase 4 Developers Edition	IBM PC OR Compatible	No	Yes	No	No	No	No	No	Yes	2
Financial Management System/NCR	IBM AS/400	No	No	No	No	No	No	No	No	0
Follet Textbook Plus 6.3	IBM PC OR Compatible	Yes	Yes	Yes	Yes	No	Yes	No	No	5
Hayes Textbook Inventory	IBM PC OR Compatible	Yes	Yes	No	No	No	Yes	No	Yes	4
Hayes Textbook Inventory	IBM PC OR Compatible	Yes	Yes	No	No	Yes	No	No	Yes	4
Hayes Textbook Inventory	IBM PC OR Compatible	No	Yes	Yes	Yes	No	Yes	Yes	Yes	6
Hayes Textbook Inventory	Macintosh	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	7
HS Circulation Plus	IBM PC OR Compatible	Yes	Yes	No	Yes	No	No	No	No	3
In House Software	200/500 Unysis	No	Yes	No	No	Yes	Yes	Yes	Yes	5
In House Software	IBM AS/400	No	Yes	No	No	No	No	No	No	1
In House Software	IBM AS/400	No	Yes	Yes	No	Yes	No	Yes	Yes	5
In House Software	IBM RISC 6000	No	Yes	No	No	No	No	No	No	1
In House Software	In-house System	No	Yes	No	Yes	Yes	No	No	Yes	4
MacSchool	Macintosh	Yes	Yes	No	No	No	No	No	Yes	3
Microsoft Office	IBM PC OR Compatible	No	Yes	No	No	No	No	No	No	1
Quattro Pro	IBM PC OR Compatible	No	Yes	No	No	No	No	No	No	1
S&S	IBM PC OR Compatible	No	No	No	No	No	No	No	No	0
System Developed In-House	IBM 9221	No	Yes	No	No	No	No	Yes	Yes	3
Tennessee Instr. Res. Center System	IBM PC OR Compatible	No	Yes	Yes	Yes	No	Yes	No	No	4
Text Trak (K-8) And Excel	IBM PC OR Compatible	No	Yes	No	No	No	No	No	Yes	2
Textbook Inventory - Hayes Associates	IBM PC OR Compatible	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	7
Trims	IBM PC OR Compatible	No	Yes	Yes	Yes	Yes	Yes	Yes	No	6
Unknown	IBM PC OR Compatible	Yes	Yes	No	No	No	Yes	Yes	Yes	5
Unknown	IBM PC OR Compatible	No	Yes	Yes	No	No	No	Yes	Yes	4
Unknown	IBM PC OR Compatible	No	No	No	No	No	No	No	No	0
Unknown	IBM PC OR Compatible	No	No	No	No	No	No	Yes	Yes	2
Wordperfect	IBM PC OR Compatible	No	Yes	No	No	No	No	No	No	1
Works Database	Macintosh	No	No	No	No	No	No	No	Yes	1
Total Including Feature		9	24	9	9	5	10	11	17	
% of Total that have this feature		30%	80%	30%	30%	17%	33%	37%	57%	

Table 10 Feature of systems currently in use

There is little consistency in the choice of hardware and software currently in use for managing textbooks. Table 10 provides a complete breakdown of systems currently in use. The 30 respondents identified 24 separate systems. IBM compatible personal computers operate 19 of these systems. Five districts use software developed in-house, and four use Hayes Textbook Inventory. None of the software systems currently in use have all the features included in Gateway's system. Eighty-three percent of the programs include tracking of inventory. Ability to check the district inventory level before ordering books is included with 57 percent, and 33 percent of the programs include tracking

textbooks to individual teachers. On-line textbook requisitioning is included with 40% of the programs. The Hayes' Textbook Inventory program has the most features in comparison to Gateway's. This system has seven of eight key features included in Gateway's, and it includes a purchasing database. Several respondents also indicated their system contained features not listed in the answers. These other features include:

- Purchase Orders for Textbooks
- Purchasing Database
- Automated State Reports & Requisitions
- Fines for Schools
- Ordering/Receiving
- Membership Reports

Respondents also use a wide variety of student management software. Fifteen different student management systems are in use. The SIMS program is in place at 20 percent of the districts, and 17 percent are using CIMS III. Ten percent use the package offered by Columbia MacMillan McGraw Hill. Only 33 percent of the textbook management systems interface to the districts' student management systems.

Rank of Features

Question 9 in Section II asked respondents to rank the importance of possible enhancements to their systems. Table 11 provides a summary of the responses. The highest ranking enhancement was the ability to track textbooks to individual teachers. Fifty percent of respondents included this feature in their rankings. Tracking to the student level, inputting using bar coding and having an interface with the student management system were each mentioned 40 percent of the time.

	Ranking Position										Total Times Ranked	% of Times Category Was Ranked	Average Ranking
	1st	2nd	3rd	4th	5th	6th	7th	8th	9th	10th			
Teacher Track	4	4	1	5	0	0	1	0	0	0	15	50.0%	2.62
Student Track	4	1	3	2	1	0	0	1	0	0	12	40.0%	2.91
Bar Coding	4	3	2	1	0	1	1	0	0	0	12	40.0%	2.64
Interface with Student	6	2	1	0	2	1	0	0	0	0	12	40.0%	2.09
Online	3	2	1	2	2	1	0	0	0	0	11	36.7%	3.10
Inventory	6	0	2	0	0	1	0	0	0	0	9	30.0%	1.50
Fees/Fines	3	1	2	0	1	0	0	0	1	0	8	26.7%	3.14
Inter-building Loan	2	0	3	2	1	0	0	0	0	0	8	26.7%	3.00
Charge	1	1	1	1	2	0	0	0	0	0	6	20.0%	3.33
Check District	0	0	1	4	1	0	0	0	0	0	6	20.0%	4.00
Other1	3	0	1	0	0	0	0	0	0	0	4	13.3%	1.00
Flexible Report Writer	2	0	0	0	0	0	0	0	0	0	2	6.7%	1.00
Tracking Boxes with Bar Codes	1	0	0	0	0	0	0	0	0	0	1	3.3%	1.00
Flexible Field Inputs	1	0	0	0	0	0	0	0	0	0	0	0.0%	1.00
Total	40	14	18	17	10	4	2	1	1	0	106		

Note: Respondents were asked to rank features from 1-7, and were given room to fill in other features.

Some respondents ranked items equally important by using 1 as their rank for all items.

Table 11 Ranking of importance of possible system enhancements

Availability of Funds

Considering Change?	Funds Available			Funds Forthcoming			Funds Could Be Made Available		
	Yes	No	Total	Yes	No	Total	Yes	No	Total
Total Count									
Yes	2	4	6	3	3	6	2	4	6
No	2	22	24	2	22	24	7	17	24
Total	4	26	30	5	25	30	9	21	30

Considering Change?	Funds Available			Funds Forthcoming			Funds Could Be Made Available		
	Yes	No	Total	Yes	No	Total	Yes	No	Total
Row Percentages									
Yes	33%	67%	100%	50%	50%	100%	33%	67%	100%
No	8%	92%	100%	8%	92%	100%	29%	71%	100%
Total	13%	87%	100%	17%	83%	100%	30%	70%	100%

Considering Change?	Funds Available			Funds Forthcoming			Funds Could Be Made Available		
	Yes	No	Total	Yes	No	Total	Yes	No	Total
Col. Percentages									
Yes	50%	15%	20%	60%	12%	20%	22%	19%	20%
No	50%	85%	80%	40%	88%	80%	78%	81%	80%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%

Table 12 Considering changing textbook system cross tabulated with funds availability

Only 20 percent -- 6 respondents -- of the districts with automated systems are considering changing their current system. Table 12 summarizes fund availability for those considering changing their systems. Only two districts considering a change have funds available. However, 3 others indicate funds are forthcoming, and 1 indicates funds are available if the system is cost justified. Of those not considering a change, only 8 percent indicate funds are available or forthcoming.

The Appeal of the System

Table 13 provides information for responses to the question regarding the appeal of a system with components similar to Gateway’s. Favorable responses -- fairly appealing or better -- came from 70 percent of the respondents. Ten percent of the respondents were neutral, and 13 percent indicated a system such as Gateway’s had little appeal.

Overall Appeal	Total	% of Total
Very Appealing	16	53%
Fairly Appealing	5	17%
Neutral Appealing	3	10%
Not so Appealing	1	3%
Not At All Appealing	3	10%
Non Response	2	7%
Total	30	100%

Table 13 Summary of how appealing system is

Tables 27 through 32 in Appendix 3 provide information regarding the following cross tabulations:

	Cross Tabulated With Questions About.....
How Appealing (Question 10 Section II)	Enrollment (Question 7, Section I)
How Appealing (Question 10 Section II)	Number of Schools in District (Question 6, Section I)
How Appealing (Question 10 Section II)	Considering Change (Question 11, Section II)
How Appealing (Question 10 Section II)	Are Funds Available (Question 12, Section II)
How Appealing (Question 10 Section II)	Are Funds Forthcoming (Question 13, Section II)
How Appealing (Question 10 Section II)	Can Funds be Made Available (Question 14, Section II)

A summary of conclusions drawn from these cross tabulations is below.

- Larger schools tend to favor a system like Gateway’s.
- Districts with less than ten *schools* found the system very appealing over 80 percent of the time. Districts with over 10 schools were more likely to find the system less appealing, yet over 50% of these district still ranked the system as fairly or very appealing.

- Eighty-three percent of the schools *considering a change* find the system very appealing. Only 46 percent of those *not considering a change* find the system very appealing, and 21 percent find it *fairly appealing*.
- Of those considering a change who *have funds available*, 100 percent rate the system as *fairly appealing* or higher. Likewise, of those who say funds are forthcoming, 100 percent rate the system as *fairly appealing* or better.

However, the reader should be cautioned that conclusions drawn from this data can not be made with a high level of confidence due to the small sample size.

Enrollment Group	Count	Average Cost for Enrollment Group	Average Loss per district					
			Very Appealing	Fairly Appealing	Neutral	Not So Appealing	Not At All Appealing	Non-Response To Appeal
Below 2,000	6	\$ 7,500	\$ 11,125	\$ -	\$ -	\$ -	\$ 500	\$ -
2,000-3,999	4	\$ 6,875	\$ 7,500	\$ 5,000	\$ -	\$ -	\$ -	\$ 7,500
4,000-4,999	3	\$ 467	\$ 467	\$ -	\$ -	\$ -	\$ -	\$ -
5,000-9,999	4	\$ 4,250	\$ -	\$ 7,500	\$ 2,000	\$ -	\$ -	\$ -
10,000-14,999	5	\$ 5,900	\$ 7,500	\$ 10,000	\$ 12,000	\$ -	\$ -	\$ -
15,000-19,999	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
20,000-24,999	1	\$ 15,000	\$ -	\$ -	\$ 15,000	\$ -	\$ -	\$ -
25,000-49,999	4	\$ 20,938	\$ 11,250	\$ -	\$ -	\$ 50,000	\$ -	\$ -
50,000-99,999	2	\$ 50,000	\$ 100,000	\$ -	\$ -	\$ -	\$ -	\$ -
100,000 and up	1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Nonresponse	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Average		\$ 10,084	\$ 12,531	\$ 2,045	\$ 2,636	\$ 5,000	\$ 45	\$ 682

Enrollment Group	Total Count	Average Cost for Enrollment Group	Count of Responses					
			Very Appealing	Fairly Appealing	Neutral	Not So Appealing	Not At All Appealing	Non-Response To Appeal
Below 2,000	6	\$ 7,500	4				1	1
2,000-3,999	4	\$ 6,875	2	1				1
4,000-4,999	3	\$ 467	3					
5,000-9,999	4	\$ 4,250	1	2	1			
10,000-14,999	5	\$ 5,900	1	1	1		2	
15,000-19,999	0							
20,000-24,999	1	\$ 15,000			1			
25,000-49,999	4	\$ 20,938	3			1		
50,000-99,999	2	\$ 50,000	1	1				
100,000 and up	1	\$ -	1					
Nonresponse	0	\$ -	0	0	0	0	0	0
Total	30		16	5	3	1	3	2

Table 14 Appeal of system based on enrollment group an estimated losses

Table 14 summarizes the differences between the appeal of a system like Gateway's to by enrollment group and average estimated loss. The average loss per district of those who found the system very appealing is \$12,531. Districts who found the system less appealing had much lower average losses.

SECTION III RESULTS -- MANUAL GROUP

Make Up of Manual Respondents

As stated earlier, 165 -- 84 percent -- of those completing the survey are currently using manual textbook management systems. Districts in this group have an average of 9.8 schools, and the median is 7.0. Average enrollment is 5,004, and the median for enrollment is 3,200. Districts with manual systems average of 14.8 students per teacher. The average annual district cost for lost or damaged textbooks is \$4,364. The average annual cost per student for lost or damaged textbooks is \$1.68.

Student Management Software/Hardware

Table 27 in Appendix 4 provides a breakdown of the various student management software systems in use. The most popular system in use is CIMS III. SIMS is the second most popular system. Fifty-seven percent of the districts in this group use CIMS III, and 11 percent use SIMS. Seventy-three percent of those running CIMS III run it on an IBM AS/400. Overall, 65% of the student software systems are being run on IBM AS/400 systems. Sixteen percent are using the IBM System/36, and 11% use personal computers.

Importance of Interface

Table 15 provides a summary of the responses to Question 3 in Section III. This question dealt with the importance of having an interface between the textbook and student management systems. Those currently using manual systems indicated 68 percent of the time it was very important for the systems to be linked. Overall, 82 percent of the responses were above neutral. Only four percent responded that it was not so important or not at all important.

Interface Importance	N0.	% of Total
Very Important	112	68%
Fairly Important	23	14%
Neutral Important	11	7%
Not So Important	2	1%
Not At All Important	5	3%
Nonresponse	12	7%
Total	165	100%

Table 15 Importance of Interface with user of manual systems

Features Ranking

Feature	Average Rank	Rankings										
		1	2	3	4	5	6	7	8	9	10	
Inventory of Textbooks	1.86	No.	84	31	31	10	11	14	17	1	1	0
		%	42%	15%	15%	5%	5%	7%	8%	0%	0%	0%
Tracking to Teachers	3.07	No.	26	31	14	23	13	9	5	0	0	0
		%	21%	25%	11%	19%	10%	7%	4%	0%	0%	0%
Tracking to Student	3.12	No.	36	17	31	15	9	7	14	0	0	0
		%	27%	13%	23%	11%	7%	5%	11%	0%	0%	0%
Input using Bar Coding	3.21	No.	42	20	12	14	14	9	12	3	0	0
		%	33%	15%	9%	11%	11%	7%	9%	2%	0%	0%
Interface with Student Management System	3.39	No.	28	17	12	16	11	15	7	0	0	1
		%	25%	15%	11%	14%	10%	14%	6%	0%	0%	1%
Check District for Availability	3.88	No.	27	14	10	10	13	20	17	1	0	0
		%	23%	12%	9%	9%	11%	17%	15%	1%	0%	0%
On-line Requisitioning Capability	4.16	No.	18	8	17	5	13	14	19	0	2	0
		%	18%	8%	17%	5%	13%	14%	19%	0%	2%	0%
Ability to track Student Fees	4.17	No.	21	5	4	15	16	9	11	2	1	2
		%	23%	6%	4%	17%	18%	10%	12%	2%	1%	2%
Ability to Charge Schools for Requisitioning Textbooks	4.48	No.	6	6	10	6	6	8	14	1	0	1
		%	10%	10%	16%	10%	10%	13%	22%	2%	0%	2%
Inter-building Loans	4.86	No.	28	17	12	16	11	15	7	0	0	1
		%	25%	15%	11%	14%	10%	13%	6%	0%	0%	1%

Note: This question asked respondents to rank features from 1-7. Some respondents ranked the features equally in some cases. For instance, all features were ranked with 1 meaning they are equally important.

Table 16 Results of ranking of features by those using manual textbook systems

Table 16 provides a summary of responses to Question 4 in Section III. This question asked respondents to rank the features of an automated textbook system in order of importance. Results are tightly bunched; the standard deviation of the rankings is only 0.87. The highest ranking features relate to tracking of inventory. *General inventorying,*

tracking inventory to teachers, and *tracking inventory to students* make up the top three categories. Input using *bar code scanners* ranks fourth. However, it received the second highest number of 1 rankings. *Interfacing with the student management system* ranks fifth.

Appeal of System

Table 17 provides a summary of results for Questions 5, in Section III. This question asked respondents to rank the appeal of a system with features similar to Gateway’s. Favorable responses came from 71 percent of the respondents. Unfavorable responses totaled 7 percent. Neutral or nonresponse totaled 22 percent.

Appeal of System	N0.	% of Total
Very Appealing	69	42%
Fairly Appealing	48	29%
Neutral	28	17%
Not So Appealing	3	2%
Not at All Appealing	8	5%
Nonresponse	9	5%
Total	165	100%

Table 17 Appeal of System to those currently using manual systems

Tables 34-39 in Appendix 4 contain data showing results of the following cross tabulations:

	<i>Cross Tabulated With Questions About.....</i>
How Appealing (Question 5 Section III)	Enrollment (Question 7, Section I)
How Appealing (Question 5 Section III)	Number of Schools in District (Question 6, Section I)
How Appealing (Question 5 Section III)	Number of Teachers in District (Question 8, Section I)
How Appealing (Question 5 Section III)	Cost Per Student (Question 11, Section I)
How Appealing (Question 5 Section III)	Considering Change (Question 6, Section III)
How Appealing (Question 5 Section III)	When will Change Occur (Question 7, Section III)

These cross tabulations were performed to help determine if there is a driving factor in the level of appeal of the system. Conclusions drawn from these tables are given below:

- A higher percentage of favorable responses came from districts with 10 or more *schools*.
- Districts with over 10,000 *students* are more likely to rank the system *very appealing* than smaller districts. Schools with less than 3,000 students had a higher percentage of *neutral* responses.
- Districts with over 750 *teachers* favored the systems 86 percent of the time. The second highest category was districts with between 400-750 teachers.
- Those considering buying new systems responded favorably to a system with the features like Gateway's 100 percent of the time. Those not considering a purchase favored the system 64 percent of the time.
- Those who indicate they plan to purchase a new system within 12-24 months indicated 100% of the time that a system like Gateway's is *very appealing*. Those who intend to buy a new system within 12-24 months selected *very appealing* 94% of the time. Low responses came from those who did not know when they might consider buying a new system.

Enrollment Group	Count	Average Cost for Enrollment Group	Average Loss per district					
			Very Appealing	Fairly Appealing	Neutral	Not So Appealing	Not At All Appealing	Non-Response To Appeal
Below 2,000	44	\$ 931	\$ 1,164	\$ 1,106	\$ 554	\$ 300	\$ 650	\$ -
2,000-3,999	47	\$ 3,009	\$ 5,242	\$ 1,589	\$ 1,422	\$ -	\$ 2,500	\$ 2,917
4,000-4,999	18	\$ 4,539	\$ 8,167	\$ 1,250	\$ 600	\$ -	\$ -	\$ 2,000
5,000-9,999	31	\$ 6,489	\$ 9,771	\$ 2,436	\$ 3,750	\$ -	\$ 1,000	\$ -
10,000-14,999	9	\$ 16,444	\$ 19,714	\$ 10,000	\$ -	\$ -	\$ -	\$ -
15,000-19,999	6	\$ 7,142	\$ 3,250	\$ 18,177	\$ -	\$ -	\$ -	\$ -
20,000-24,999	3	\$ 3,833	\$ 3,833	\$ -	\$ -	\$ -	\$ -	\$ -
25,000-49,999	2	\$ 10,000	\$ 20,000	\$ -	\$ -	\$ -	\$ -	\$ -
50,000-99,999	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
100,000 and up	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Nonresponse	5	\$ 7,400	\$ 6,333	\$ 15,000	\$ 3,000	\$ -	\$ -	\$ -
Average	165	\$ 5,435	\$ 7,043	\$ 4,505	\$ 848	\$ 27	\$ 377	\$ 447

Enrollment Group	Total Count	Average Cost for Enrollment Group	Count of Responses					
			Very Appealing	Fairly Appealing	Neutral	Not So Appealing	Not At All Appealing	Non-Response To Appeal
Below 2,000	44	\$ 931	11	18	12	1	2	
2,000-3,999	47	\$ 3,009	16	14	9		2	6
4,000-4,999	18	\$ 4,539	9	4	2	1	1	1
5,000-9,999	31	\$ 6,489	17	7	4		3	
10,000-14,999	9	\$ 16,444	7	1				1
15,000-19,999	6	\$ 7,142	2	2		1		1
20,000-24,999	3	\$ 3,833	3					
25,000-49,999	2	\$ 10,000	1	1				
50,000-99,999	0	\$ -						
100,000 and up	0	\$ -						
Nonresponse	5	\$ 7,400	3	1	1			
Total	165		69	48	28	3	8	9

Table 18 Appeal with cost per district

Table 18 details the appeal of a system with features like Gateway's to those with losses associated with damaged or lost textbooks. The average of those who found the system *very appealing* is \$7,043 versus \$4,505 for those who found it *fairly appealing*. Furthermore, districts with lower average losses found the system less appealing than those with larger average losses.

Considering Purchase

Twenty percent of the respondents indicate they are considering purchasing an automated textbook management system. Table 19 provides the distribution of when schools might be considering buying an automated system. Of those who indicated they intend to buy a new system, 79 percent intend to buy one within 24 months. The remaining 21 percent expect to purchase one within 48 months. The majority of those who indicated their district was not considering purchasing a new system also had no idea when they might consider buying a system.

When Might They Purchase	Considering Purchase			
Total Count by Category	Total	Yes	NO	Non-response
Within 12 Months	10	9	1	0
Between 13-24 Months	18	17	1	0
Between 25-48 Months	5	5	0	0
Over 48 Months	8	2	6	0
Unknown	124	0	112	12
Total	165	33	120	12

When Might They Purchase	Considering Purchase			
Expressed As % of Row Total	Total	Yes	NO	Non-response
Within 12 Months	100%	90%	10%	0%
Between 13-24 Months	100%	94%	6%	0%
Between 25-48 Months	100%	100%	0%	0%
Over 48 Months	100%	25%	75%	0%
Unknown	100%	0%	90%	10%
Total	100%	20%	73%	7%

When Might They Purchase	Considering Purchase			
Expressed As % of Col. Total	Total	Yes	NO	Non-response
Within 12 Months	6%	27%	1%	0%
Between 13-24 Months	11%	52%	1%	0%
Between 25-48 Months	3%	15%	0%	0%
Over 48 Months	5%	6%	5%	0%
Unknown	75%	0%	93%	100%
Total	100%	100%	100%	100%

Table 19 When Might District Consider Change

PROSPECT LISTS

One of the objectives of this survey was to build sales prospect lists. Building prospect lists serves a dual purpose. First, it meets a requirement of the sponsor of this project. Second, it provides another measure of the amount of interest in Gateway's Textbook Management Software. If there are a high number of serious prospects we can conclude there also is a high degree of interest in Gateway's software thereby helping prove the overall thesis statement.

To build the lists, prospects were separated into three categories: hot, warm, and cold. In addition, consistent with the results, there were two sets of reports created -- one for those currently using automated systems and one for those using manual systems. Once again, this division was necessary due to differences in the questions that each group faced. Prospects also were sorted by the estimated amount of losses per district. Prospects with higher estimated losses were moved forward in the group. This category was not used to qualify prospects because of the number of nonresponses received. However, we know from earlier discussions that districts with higher losses find a system with features like Gateway's more appealing. Therefore, when sales prospecting occurs these districts should be contacted first.

Prospects from Automated Group

Appendix 5 contains prospecting reports for those currently using automated systems. Table 20 provides the criteria used to separate the prospects. Each prospect must have

some degree of fund availability. Without fund availability there is no chance of making a sale. To meet this requirement respondents had to answer *yes* to one of the three questions regarding the availability of funds. Prospects also were required to be *considering a change to their current system*. Hot prospects were required to be using the IBM AS/400. Hot prospects also had to answer the question regarding the appeal of a system with features like Gateway's with a high degree of favor. Warm prospects had to be using either the IBM AS/400 or the IBM System/36. System/36 users are longer term prospects; therefore, they were included in the warm category. If a district indicated it was considering a change but it was not using the IBM AS/400 or IBM System /36, it was rolled into the cold prospect group.

Question	Criteria		
	<i>Hot Prospect</i>	<i>Warm Prospect</i>	<i>Cold Prospect</i>
Hardware used for Student Management or Textbook Management System	IBM AS/400	IBM AS/400 or IBM System/36	Any Response
Appeal of System with Features Like Gateway's	Very Appealing Fairly Appealing	Very Appealing Fairly Appealing Neutral	Very Appealing Fairly Appealing Neutral
Considering a Change	Yes	Yes	Yes
Funds Available? Funds Forthcoming? Funds Could Be Available?	Answered <u>YES</u> to 1 of the 3 Questions	Answered <u>YES</u> to 1 of the 3 Questions	Answered <u>YES</u> to 1 of the 3 Questions
Current System has Limitations?	Yes	Yes	Yes

Table 20 Prospecting criteria for users of automated systems

Seven out of 30 -- or 23 percent -- of the automated respondents qualified as prospects. One respondent qualifies as a hot prospect. There are three warm prospects, and three cold prospects. If we apply what we learned from our sample to the overall

population we can determine an estimate for the total number of prospects in the customer base. Remember that 16 percent of the respondents have automated systems, therefore, we can assume with 95 percent confidence that on average 16 percent of NCS's customer base currently use an automated system to manage their textbooks. The total number of customers in the population is 931. Earlier we concluded that 806 to 757 NCS customers do not have automated systems, therefore 125 to 174 customers do use them. Further, if we apply the 23 percent prospect rate, we conclude that there are 28 to 40 prospects from the pool of customers currently using automated systems.

Prospects from Manual Group

Table 21 provides a breakdown of the criteria used to develop prospects from respondents using manual management systems. Appendix 6 contains a copy of the reports. Similar to the automated criteria, prospects in this group had to be *considering a change*. In addition, they had to acknowledge that a system with features similar to Gateway's was at least *fairly appealing*. Hot prospects were required to be using an IBM AS/400, and had to be considering a change within 24 months. Warm prospects were required to be using either the IBM AS/400 or the IBM System/36, and had to be considering a change within 25 to 48 months. Cold prospects were included because they were considering a change and found a system with features like Gateway's *very appealing*. However, none of the ten cold prospects are using an IBM AS/400 or IBM System/36 for their student management system. This does not preclude them from using the system for other projects.

Question	Criteria		
	<i>Hot Prospect</i>	<i>Warm Prospect</i>	<i>Cold Prospect</i>
Hardware used for Student Management	IBM AS/400	IBM AS/400 or IBM System/36	Any Response
Appeal of System with Features Like Gateway's	Very Appealing	Very Appealing Fairly Appealing	Very Appealing
Considering Purchasing Automated System	Yes	Yes	Yes
When Might Purchase Occur	Within 12 Mths Between 13-24 Mths	Between 25-48 Mths Over 48 Mths	Any Response

Table 21 Criteria for prospects from those using manual textbook management systems

The criteria in Table 21 produced 33 prospects -- 18 hot, 5 warm, and 10 cold. Twenty percent of the total respondents using manual systems made it into the prospect lists. This is consistent with the percentage of those making it onto the automated prospecting lists. Again if we apply this percentage to our assumption regarding the total population, we can conclude that there are between 161 and 151 prospects from this group of customers. Furthermore, we can now conclude with 95 percent confidence that there are between 201 and 179 prospects for Gateway within NCS's total customer base.

INTEREST IN THE SYSTEM

The general purpose of this project was to determine whether there is interest in the marketplace for an enhanced version of Gateway's textbook management system. Now that we understand the results and have built prospecting lists, we are ready to provide a more direct response to this question.

The analyses of question 10 in section II and question 5 in section III provide proof that there is interest. These two questions dealt with the appeal of system like Gateway's.

Table 22 recaps the results for these questions for each group.

Total Count	Automated Group	Manual Group	Total
Very Appealing	16	69	85
Fairly Appealing	5	48	53
Neutral Appealing	3	28	31
Not so Appealing	1	3	4
Not At All Appealing	3	8	11
Nonresponse	2	9	11
Total	30	165	195

% by Rows	Automated Group	Manual Group	Total
Very Appealing	19%	81%	100%
Fairly Appealing	9%	91%	100%
Neutral Appealing	10%	90%	100%
Not so Appealing	25%	75%	100%
Not At All Appealing	27%	73%	100%
Nonresponse	18%	82%	100%
Total	15%	85%	100%

% by Columns	Automated Group	Manual Group	Total
Very Appealing	53%	42%	44%
Fairly Appealing	17%	29%	27%
Neutral Appealing	10%	17%	16%
Not so Appealing	3%	2%	2%
Not At All Appealing	10%	5%	6%
Nonresponse	7%	5%	6%
Total	100%	100%	100%

Table 22 Appeal of system with manual and automated group combined

The table shows that 71 percent of all respondents rated the system as *either fairly appealing or very appealing*. Fifty-three percent of the automated group and 42 percent of the manual group rated the system *very appealing*. Using a Chi-Squared test to

compare the results from the two groups, we can verify the amount of appeal the system is *not dependent* on whether a district's current system is automated. The details of this test are given below:⁶

Hypothesis

H₀: Relative appeal of the system is *independent* of method of textbook control.

H_a: Relative appeal of the system is *dependent* of method of textbook control.

Test

Accept if $X^2 \leq X^2_{.01}$

Reject if $X^2 > X^2_{.01}$

Using Microsoft's Excel spreadsheet tool for Chi-squared test yield a test statistic of 4.53. Using a significance level of .01 with 5 degrees of freedom we end up with the following result:

$$X^2 = 4.53$$

$$X^2_{.01} = 15.086$$

$$4.53 < 15.086$$

Conclusion

Accept H₀

The extremely strong responses to the questions regarding appeal indicate there is definitely interest in a system with the same functionality as Gateway's.

Furthermore, the amount of prospects generated from the sample also provides credence to the notion that there is interest in the system. Twenty-one percent of all respondents were identified as prospects. Table 23 provides data on the strength of this number by providing confidence levels for each prospect group. Within the table a success is defined as being part of the prospect lists. A recent sale of the **Textbook Management System** garnered Gateway \$40,000.⁷ If we assume Gateway generates

⁶ Statistics for Modern Business Decisions, Lawrence L. Lapin, California Statue University, San Joes, Harcourt Brace Jovanovich, Inc. 1973, pages 339-347.

⁷ Gateway, pg. 6.

sales from 10% of the total prospects then there is potential for an additional \$400,000 to \$1,280,000 in revenues. This will help Gateway continue to expand its growing revenues.

	Hot Auto	Warm Auto	Cold Auto	Total Auto	Hot Man	Warm Man	Cold Man	Total Manual	Total All Groups
Number of Prospects	1	3	3	7	18	5	10	33	40
Sample Size	30	29	26	30	165	147	142	165	195
Proportion of Success	3%	10%	12%	23%	11%	3%	7%	20%	21%
Proportion of Failures	97%	90%	88%	77%	89%	97%	93%	80%	79%
Confidence Level +/-	13%	22%	25%	30%	10%	6%	8%	12%	11%

Table 23 Confidence levels for percentage of prospects at 95% confidence (Success = being included in prospect list)

One of the primary criteria used for identifying prospects was whether districts were considering purchasing a new textbook system or whether they were considering changing their current system. In both cases 20 percent of the respondents were considering a new system. Eighty-three percent of those considering a change responded that a system with the same features as Gateway’s was *very appealing*. Similarly, 93 percent of those considering purchasing a new system found the system *very appealing*.

In addition, we can conclude that there is significant interest in the system due to the lack of features offered by most competitive systems. None of the systems mentioned had all the primary features included in Gateway’s. The average number of primary features identified by respondents was only 3. Furthermore, 60 percent of the respondents in the automated group indicated their current system had limitations.

LIMITATIONS

Sample Size

To provide guidelines regarding the strength of the conclusions drawn from our sample, it is necessary to perform statistical tests. Most tests of sample size are associated with finding out whether the sample mean or standard deviation is consistent with the total population mean or standard deviation. To perform these test, we can use numerical data gathered in the survey. Numerical data came from questions regarding the total number of schools, enrollment, teacher count, and cost of losses. However, there also are a number of tests of sample size and confidence levels that deal with *proportion of successes*. Since our overall goal was to find out if respondents were interested or not interested in the system, these tests also are applicable. Therefore, we will utilize both types of tests.

Sample size needs to be tested to determine the level of confidence we can have with our data. Using sample proportions, we can estimate sample size working with the following formula:⁸

$$\text{Sample Size} = \frac{Z_{2\alpha}^2 p(1-p)}{W^2}$$

Where: $Z_{2\alpha}$ = Test Statistic based on desired Confidence *Interval*

p = Proportion of successes

W = Maximum allowance for error between population and sample

⁸ Business Research Methods, pg. 387.

Table 24 provides a summary of the various sample sizes needed to have a certain *level of confidence* at different *confidence intervals*. This table was constructed using $p=50$ percent. Using 50 percent as an estimate of the number of success yields a more conservative estimate of the quality of sample size. The sample size for this survey was 195. Using the table below we can conclude with 99% confidence that the margin of error for results expressed as a percentage is within + or - 5%. We can be 95% confident that the margin of error is approximately + or - 4 percent.

Level of Confidence	Confidence Interval		
	90%	95%	99%
1%	2,435	3,457	4,869
2%	609	864	1,217
3%	271	384	541
4%	152	216	304
5%	97	138	195
6%	68	96	135
7%	50	71	99
8%	38	54	76
9%	30	43	60
10%	24	35	49

Table 24 Sample size using proportions

Data regarding the number of schools at each district was utilized to test our sample size using the following formula:⁹

Formula Sample Size = $(ZS/E)^2$

Where:

- Z = Test statistic based on confidence interval
- S = Sample standard deviation
- W = Size of confidence level

⁹ Ibid., pg. 386.

Table 25 provides the results of this calculation. The standard deviation for total schools is 14.24. From this table we can see that with our sample size, we can be 95 percent confident that our sample standard deviation is within at + or - 2 of the total population's standard deviation. Since this number is relatively small, we can feel comfortable with the conclusions drawn from this survey.

Level of Confidence	Confidence Interval		
	90%	95%	99%
1	549	779	1,097
2	137	195	274
3	61	87	122
4	34	49	69
5	22	31	44
6	15	22	30
7	11	16	22
8	9	12	17
9	7	10	14
10	5	8	11

Table 25 Sample size using standard deviation of totals schools

When statisticians deal with populations of a known size, they apply a finite population factor to reduce the sample size required. The finite population factor is calculated using the following formula:¹⁰

Formula Finite Factor = square root of $(N-n)/(N-1)$.

Where: N = population sample size
 n = sample size

¹⁰ Ibid.

Table 26 shows the impact of the finite factor on the sample sizes from Table 25. The finite factor for our data equals 0.8977. The result is that we can be even more confident about the conclusion we draw from our data.

Finite Factor	Confidence Interval		
	90%	95%	99%
1	493	699	985
2	123	175	246
3	55	78	109
4	31	44	62
5	20	28	39

Table 26 Sample size using standard deviation adjusted for finite population factor

Pre-Testing

The survey was not pre-tested for two reasons. First, the core structure of the survey was taken from earlier survey's conducted by Gateway. Since these survey's were tested and verified, it was determined that this step could be foregone. Second, customer lists were not received until May. This did not allow for adequate time for pre-testing because the survey had to be mailed before the end of the school year.

Prospect Lists

Though 20 percent of the respondents ended up on the prospect lists, not all were considered hot prospects. In fact there are actually only 19 hot prospects. This represents 9.7 percent of the total respondents, and translates to between 50 and 140 hot prospects from NCS's customer base. The limitation caused by these figures is that there may not be immediate interest in the system for some of the prospects. Those on the warm and

cold lists may be interested, however, until they upgrade their systems to the IBM AS/400, they will not be able to run the program.

SUMMARY

There is no doubt that we can conclude that there is market level interest in an enhanced version of Gateway's Textbook Management System. In analyzing questions that dealt with the appeal of such a system, one would say that interest is very high. The system appears to have appeal to both customers currently using automated systems and those with manual systems. It appeals more to larger districts. Furthermore, larger districts tend to have higher estimated losses and the system appeals more to schools with larger estimated losses. Interest in the new system also is very high in districts currently considering buying a new system or upgrading their old automated system.

In addition, the level of prospects generated -- even though not all hot prospects -- also provides proof of interest in Gateway's system. Ten percent of the respondents are considered to be hot prospects. That means there is an estimated 100 hot prospects among NCS's customer base for Gateway. If they close sales with 10 percent of these customers it could potentially add \$400,000 in revenues to the company.

Appendices

Appendix 1 - Survey

The University of
Montana

Master of Business Administration
at Montana State University—Billings
303 Cisel Hall
1500 North 30th Street
Billings, Montana 59101-0298
(406) 657-2290
(406) 657-2289 FAX

School District
District Address
City State Zip

I am a graduate student at the University of Montana currently working on a project for a software company that has clients nationwide. The company specializes in the development of software for K-12 school districts. The company is currently working on enhancing its textbook automation system. The system makes management of textbooks easier, and helps schools reduce expenses associated with textbooks.

To improve help improve the product, we are attempting to gain input from leading institutions like yours. We have developed the attached survey to help us collect this valuable information. The survey will take approximately 10 minutes to complete. Completion of the survey will go faster if the person completing the survey is familiar with your current textbook circulation management and procedures.

Your responses will be kept confidential, and will not be used by anyone outside the scope of this project. We have enclosed a self addressed envelope for your convenience. Please use this envelope to return your completed survey.

The information you provide will be very helpful. We appreciate your time and effort.

Thank you

Neil A. Rixe
Graduate Student
University of Montana

Appendix 1 - Survey

Section I

- 1) Name of School District: _____
- 2) Address: _____
- 3) Contact Person: _____
- 4) Position or Title: _____

- 5) Is the Contact person the person who completed this questionnaire?
 Yes No (If NO please complete the following)
 Name of person completing survey: _____
 Title: _____

- 6) How many schools are in your district?
 High schools
 Junior high/middle schools
 Elementary schools

- 7) What is your district's total student enrollment? _____
- 8) What is your district's total teacher count? _____

- 9) Does your state publish an approved textbook list?
 Yes No

- 10) Which of the following best diagrams the current system of textbook distribution in your district?
 a) Central Warehouse School Teacher Student
 b) School Teacher Student
 c) Central Warehouse School Student
 d) Other, please specify _____

- 11) Please estimate the *average annual cost* of textbook damage and losses in your district? _____

Section II

- 1) What is the present method of textbook control in your district?
 Automated Manual None

If Manual or None go to Section III question #1
--

Appendix 1 - Survey

Textbook Survey

- 2) What textbook software is used? _____
- 3) What hardware is used to run your textbook automation system?
- ____ IBM AS/400
 ____ IBM System/36
 ____ IBM PC or compatible
 ____ Macintosh
 ____ Other, please specify _____
- 4) What student management system is used for administration?
- ____ CIMS III
 ____ SASI
 ____ SIMS
 ____ Other please specify _____
- 5) What Hardware system is used to manage your student management system?
- ____ IBM AS/400
 ____ IBM System 36
 ____ IBM PC or compatible
 ____ Macintosh
 ____ Other, please specify _____
- 6) Is your student management software interfaced with the textbook automation system so you do not have to re-enter each students' name and identification?
- ____ Yes ____ No
- 7) What functions does your current textbook automation system have? (Check any that apply.)
- ____ Bar coding capability
 ____ Inventory
 ____ Tracking to teacher level
 ____ Tracking (check-out) to student level
 ____ Interbuilding loans
 ____ Interface to the student management system for enrollment check
 ____ On-Line textbook requisitioning capability
 ____ Ability to check district availability before ordering from an outside source
 ____ Ability to charge schools for requisitioning textbooks
 ____ Student fees/fines tracking
 ____ Other, please specify _____
- 8) Are there any limitations in your district's current textbook automation system?
- ____ Yes ____ No
- Please explain if YES?
- _____
- _____
- _____
- _____

Appendix 1 - Survey

Textbook Survey

- 9) What enhancements would you like in your textbook automation system. Please rank the top five enhancements in the order of importance to your district with number 1 being *most important*.
- Bar coding capability
 Inventory
 Tracking to teacher level
 Tracking (check-out) to student level
 Interbuilding loans
 Interface to the student management system for enrollment check
 On-Line textbook requisitioning capability
 Ability to check district availability before ordering from an outside source
 Ability to charge schools for requisitioning textbooks
 Student fees/fines tracking
 Other, please specify _____
- 10) If a textbook automation package contained *all* the functions just mentioned, how appealing would it be to your district?
- Very Appealing
 Fairly Appealing
 Neutral Appealing
 Not so Appealing
 Not at All Appealing
- 11) Is your district considering making a change to its current textbook automation system?
- Yes No
- 12) Are funds *currently* available for the purchasing a new automation system?
- Yes No
- 13) Are district funds *forthcoming* for the purchasing of new textbook software?
- Yes No
- 14) If district funds are *not forthcoming*, could they be made available if the new textbook management software could be cost justified?
- Yes No

- Please Stop-

When you reach this portion of the survey you are done, Please place the survey in the self addressed envelope and return it to us so it may be processed.

Thank you for your input

Appendix 1 - Survey

Textbook Survey

Section III

- 1) What student management system is used for administration?
 - CIMS III
 - SASI
 - SIMS
 - Other please specify _____

- 2) What Hardware system is used for administration?
 - IBM AS/400
 - IBM System 36
 - IBM PC or compatible
 - Macintosh
 - Other, please specify _____

- 3) If you were to purchase a textbook automation system, how important would it be that it interface with your student management system so that you did not have to re-enter student information?
 - Very Important
 - Fairly Important
 - Neutral Important
 - Not so Important
 - Not at All Important

- 4) Below is a list of features that might be included in a automated textbook management program. Please rank the functions in order of importance to your district with number 1 being most important and number 7 being least important.
 - Bar coding capability
 - Inventory
 - Tracking to teacher level
 - Tracking (check-out) to student level
 - Interbuilding loans
 - Interface to the student management system for enrollment check
 - On-Line textbook requisitioning capability
 - Ability to check district availability before ordering from an outside source
 - Ability to charge schools for requisitioning textbooks
 - Student fees/fines tracking
 - Other, please specify _____

- 5) If a textbook automation package contained all the functions just mentioned, how appealing would it be to your district?
 - Very Appealing
 - Fairly Appealing
 - Neutral
 - Not so Appealing
 - Not at All Appealing

Appendix 1 - Survey

Textbook Survey

- 6) Are there any ongoing discussions regarding the purchase of a textbook automation system within the next three years?

Yes No

- 7) If *Yes* when might your district purchase the new system?

Within 12 months
 Between 13-24 months
 Between 25-48 months
 Over 48 months

- Please Stop-

When you reach this portion of the survey you are done. Please place the survey in the self addressed envelope and return it to us so it may be processed.

Thank you for your input.

Appendix 2 - Cost Regressions

Below is a summary of outputs obtained from Microsoft Excel's regression data tool. In each case the null hypothesis (H_0) is that a significant relationship does not exist between the independent variables (*enrollment*, *number of teachers*, and *number of schools*) and the dependent variable *estimated cost*. In each case we reject H_0 if $|t| > t_{\alpha/2, n-2}$. Each regression is run at 95% confidence interval. In every case the test statistic is greater than the table value and we reject the null. Therefore, we can say that there is a relationship between estimated losses and enrollment size, teacher count, and the number of schools.

(Intro to Business Statistics)

SUMMARY OUTPUT COST WITH ENROLLMENT								
Regression Statistics								
Multiple R	0.6230							
R Square	0.3881							
Adjusted R Square	0.3834							
Standard Error	10,784.7							
Observations	132.00							
ANOVA								
	<i>df</i>	<i>SS</i>	<i>MS</i>	<i>F</i>	<i>Significance F</i>			
Regression	1	9,589,918,322	9,589,918,322	82.45166227	1.51018E-15			
Residual	130	15,120,245,577	116,309,581					
Total	131	24,710,163,899						
	<i>Coefficients</i>	<i>Standard Error</i>	<i>t Stat</i>	<i>P-value</i>	<i>Lower 95%</i>	<i>Upper 95%</i>	<i>Lower 95.000%</i>	<i>Upper 95.000%</i>
Intercept	2401.930	1117.455	2.149	0.033	191.181	4612.680	191.181	4612.680
X Variable 1	0.873	0.096	9.080	0.000	0.683	1.063	0.683	1.063

Appendix 2 - Cost Regressions

SUMMARY OUTPUT COST WITH TEACHERS								
<i>Regression Statistics</i>								
Multiple R	0.5830							
R Square	0.3399							
Adjusted R Square	0.3349							
Standard Error	11,201.1							
Observations	132.00							
<i>ANOVA</i>								
	<i>df</i>	<i>SS</i>	<i>MS</i>	<i>F</i>	<i>Significance F</i>			
Regression	1	8399713548	8399713548	66.94865793	2.21634E-13			
Residual	130	16310450351	125465002.7					
Total	131	24710163899						
	<i>Coefficients</i>	<i>Standard Error</i>	<i>t Stat</i>	<i>P-value</i>	<i>Lower 95%</i>	<i>Upper 95%</i>	<i>Lower 95.000%</i>	<i>Upper 95.000%</i>
Intercept	2729.526	1162.287	2.348	0.020	430.083	5028.968	430.083	5028.968
X Variable 1	13.702	1.675	8.182	0.000	10.389	17.015	10.389	17.015

SUMMARY OUTPUT COST WITH NUMBER OF SCHOOLS								
<i>Regression Statistics</i>								
Multiple R	0.4875							
R Square	0.2377							
Adjusted R Square	0.2318							
Standard Error	12,037.5							
Observations	132.00							
<i>ANOVA</i>								
	<i>df</i>	<i>SS</i>	<i>MS</i>	<i>F</i>	<i>Significance F</i>			
Regression	1	5,873,088,967	5,873,088,967	40.53	3.0557E-09			
Residual	130	18,837,074,933	144,900,576					
Total	131	24,710,163,899						
	<i>Coefficients</i>	<i>Standard Error</i>	<i>t Stat</i>	<i>P-value</i>	<i>Lower 95%</i>	<i>Upper 95%</i>	<i>Lower 95.000%</i>	<i>Upper 95.000%</i>
Intercept	2839.365	1315.811	2.158	0.033	236.193	5442.537	236.193	5442.537
X Variable 1	444.480	69.816	6.366	0.000	306.358	582.603	306.358	582.603

Appendix 3 - Automated Results

List of comments regarding limitations

- Tracking to teacher level.
- Individually based-not a centralized system
- There is always limitations, no system will do everything
- Fees and tracking levels
- We need to include inventory system
- Need to interface the textbook and student programs
- No interface with student database
- The limitation is that all reports generated are not acceptable to the Texas education Agency. The data is good
- System is automated at district level only and only just beginning automate at secondary level. We do not interface at all other than using district database to provide the most basic inventory information.
- It is not a true system
- Canned system -- I cannot access source code to make modifications. Not enough indexes. Field too narrow. Canned reports need a report writer.
- Cannot retain records of student owing books for year. Must manually change year. Previously the system would drop all cleared records for a year, and would retain only patrons owing fines.
- For some courses one student book consist of more than one title. We call these books student components. The program only lists one ISBN instead of all the titles.
- Bar coding, interface with student system.
- Each school has its own way.
- Too expensive.

Appendix 3 - Automated Results

Total Count By Category		Below 2,000	2,000- 3,999	4,000- 4,999	5,000- 9,999	10,000- 14,999	15,000- 19,999	20,000- 24,999	25,000- 49,999	50,000- 99,999	100,000 and up
	Total										
Very Appealing	16	4	2	3	1	1	0	0	3	1	1
Fairly Appealing	5	0	1	0	2	1	0	0	0	1	0
Neutral Appealing	3	0	0	0	1	1	0	1	0	0	0
Not so Appealing	1	0	0	0	0	0	0	0	1	0	0
Not At All Appealing	3	1	0	0	0	2	0	0	0	0	0
Nonresponse	2	1	1	0	0	0	0	0	0	0	0
Total	30	6	4	3	4	5	0	1	4	2	1
Appealing By Enrollment											
		Enrollment Group									
Expressed as % of Row Total		Below 2,000	2,000- 3,999	4,000- 4,999	5,000- 9,999	10,000- 14,999	15,000- 19,999	20,000- 24,999	25,000- 49,999	50,000- 99,999	100,000 and up
	Total										
Very Appealing	100%	25%	13%	19%	6%	6%	0%	0%	19%	6%	6%
Fairly Appealing	100%	0%	20%	0%	40%	20%	0%	0%	0%	20%	0%
Neutral Appealing	100%	0%	0%	0%	33%	33%	0%	33%	0%	0%	0%
Not so Appealing	100%	0%	0%	0%	0%	0%	0%	0%	100%	0%	0%
Not At All Appealing	100%	33%	0%	0%	0%	67%	0%	0%	0%	0%	0%
Nonresponse	100%	50%	50%	0%	0%	0%	0%	0%	0%	0%	0%
Total	100%	20%	13%	10%	13%	17%	0%	3%	13%	7%	3%
Appealing By Enrollment											
		Enrollment Group									
Expressed As % of Column Total		Below 2,000	2,000- 3,999	4,000- 4,999	5,000- 9,999	10,000- 14,999	15,000- 19,999	20,000- 24,999	25,000- 49,999	50,000- 99,999	100,000 and up
	Total										
Very Appealing	53%	67%	50%	100%	25%	20%	0%	0%	75%	50%	100%
Fairly Appealing	17%	0%	25%	0%	50%	20%	0%	0%	0%	50%	0%
Neutral Appealing	10%	0%	0%	0%	25%	20%	0%	100%	0%	0%	0%
Not so Appealing	3%	0%	0%	0%	0%	0%	0%	0%	25%	0%	0%
Not At All Appealing	10%	17%	0%	0%	0%	40%	0%	0%	0%	0%	0%
Nonresponse	7%	17%	25%	0%	0%	0%	0%	0%	0%	0%	0%
Total	100%	100%	100%	100%	100%	100%	0%	100%	100%	100%	100%

Table 27 Appeal cross tabulated with enrollment for automated group

Appendix 3 - Automated Results

Appeal By No. Schools in Dist.		Number of Schools in District				
Total Count by Category	Total	< 3	3-5	6-9	10-19	> 20
Very Appealing	16	2	4	5	1	4
Fairly Appealing	5	0	0	1	3	1
Neutral Appealing	3	0	0	0	2	1
Not so Appealing	1	0	0	0	0	1
Not At All Appealing	3	0	1	0	1	1
Nonresponse	2	1	0	0	0	1
Total	30	3	5	6	7	9

Appeal By No. Schools in Dist.		Number of Schools in District				
Expressed As % of Row Total	Total	< 3	3-5	6-9	10-19	> 20
Very Appealing	100%	13%	25%	31%	6%	25%
Fairly Appealing	100%	0%	0%	20%	60%	20%
Neutral Appealing	100%	0%	0%	0%	67%	33%
Not so Appealing	100%	0%	0%	0%	0%	100%
Not At All Appealing	100%	0%	33%	0%	33%	33%
Nonresponse	100%	50%	0%	0%	0%	50%
Total	100%	10%	17%	20%	23%	30%

Appeal By No. Schools in Dist.		Number of Schools in District				
Expressed As % of Column Total	Total	< 3	3-5	6-9	10-19	> 20
Very Appealing	53%	67%	80%	83%	14%	44%
Fairly Appealing	17%	0%	0%	17%	43%	11%
Neutral Appealing	10%	0%	0%	0%	29%	11%
Not so Appealing	3%	0%	0%	0%	0%	11%
Not At All Appealing	10%	0%	20%	0%	14%	11%
Nonresponse	7%	33%	0%	0%	0%	11%
Total	93%	67%	100%	100%	100%	89%

Table 28 Appeal cross tabulated with number of schools for automated group

Appendix 3 - Automated Results

Appealing By Consider Change in Current System		Considering Chg?	
Total Count by Category	Total	YES	NO
Very Appealing	16	5	11
Fairly Appealing	5	0	5
Neutral Appealing	3	0	3
Not so Appealing	1	1	0
Not At All Appealing	3	0	3
Nonresponse	2	0	2
Total	30	6	24

Appealing By Consider Change in Current System		Considering Chg?	
Expressed As % of Row Total	Total	YES	NO
Very Appealing	100%	31%	69%
Fairly Appealing	100%	0%	100%
Neutral Appealing	100%	0%	100%
Not so Appealing	100%	100%	0%
Not At All Appealing	100%	0%	100%
Nonresponse	100%	0%	100%
Total	100%	20%	80%

Appealing By Consider Change in Current System		Considering Chg?	
Expressed As % of Column Total	Total	YES	NO
Very Appealing	53%	83%	46%
Fairly Appealing	17%	0%	21%
Neutral Appealing	10%	0%	13%
Not so Appealing	3%	17%	0%
Not At All Appealing	10%	0%	13%
Nonresponse	7%	0%	8%
Total	100%	100%	100%

Table 29 Appeal cross tabulated with considering a change for automated group

Appendix 3 - Automated Results

Appealing By Funds Currently Available		Funds Available?	
Count by Category	Total	YES	NO
Very Appealing	16	3	13
Fairly Appealing	5	1	4
Neutral Appealing	3	0	3
Not so Appealing	1	0	1
Not At All Appealing	3	0	3
Nonresponse	2	0	2
Total	30	4	26

Appealing By Funds Currently Available		Funds Available?	
Expressed As % of Row Total	Total	YES	NO
Very Appealing	100%	19%	81%
Fairly Appealing	100%	20%	80%
Neutral Appealing	100%	0%	100%
Not so Appealing	100%	0%	100%
Not At All Appealing	100%	0%	100%
Nonresponse	100%	0%	100%
Total	100%	13%	87%

Appealing By Funds Currently Available		Funds Available?	
Expressed As % of Column Total	Total	YES	NO
Very Appealing	53%	75%	50%
Fairly Appealing	17%	25%	15%
Neutral Appealing	10%	0%	12%
Not so Appealing	3%	0%	4%
Not At All Appealing	10%	0%	12%
Nonresponse	7%	0%	8%
Total	100%	100%	100%

Table 30 Appeal cross tabulated with whether funds are available for automated group

Appendix 3 - Automated Results

Appealing by Whether Funds are Forthcoming		Funds Forthcoming?	
Total Count by Category	Total	YES	NO
Very Appealing	16	4	12
Fairly Appealing	5	1	4
Neutral Appealing	3	0	3
Not so Appealing	1	0	1
Not At All Appealing	3	0	3
Nonresponse	2	0	2
Total	30	5	25

Appealing by Whether Funds are Forthcoming		Funds Forthcoming?	
Expressed As % of Row Total	Total	YES	NO
Very Appealing	100%	25%	75%
Fairly Appealing	100%	20%	80%
Neutral Appealing	100%	0%	100%
Not so Appealing	100%	0%	100%
Not At All Appealing	100%	0%	100%
Nonresponse	100%	0%	100%
Total	100%	17%	83%

Appealing by Whether Funds are Forthcoming		Funds Forthcoming?	
Expressed As % of Column Total	Total	YES	NO
Very Appealing	53%	80%	48%
Fairly Appealing	17%	20%	16%
Neutral Appealing	10%	0%	12%
Not so Appealing	3%	0%	4%
Not At All Appealing	10%	0%	12%
Nonresponse	7%	0%	8%
Total	100%	100%	100%

Table 31 Appeal cross tabulated with whether funds are forthcoming for automated group

Appendix 3 - Automated Results

Appealing by Whether Funds Could be Made Available		Funds Could Be?	
Total Count by Category	Total	YES	NO
Very Appealing	16	5	11
Fairly Appealing	5	3	2
Neutral Appealing	3	1	2
Not so Appealing	1	0	1
Not At All Appealing	3	0	3
Nonresponse	2	0	2
Total	30	9	21

Appealing by Whether Funds Could be Made Available		Funds Could Be?	
Expressed As % of Row Total	Total	YES	NO
Very Appealing	100%	31%	69%
Fairly Appealing	100%	60%	40%
Neutral Appealing	100%	33%	67%
Not so Appealing	100%	0%	100%
Not At All Appealing	100%	0%	100%
Nonresponse	100%	0%	100%
Total	100%	30%	70%

Appealing by Whether Funds Could be Made Available		Funds Could Be?	
Expressed As % of Column Total	Total	YES	NO
Very Appealing	53%	56%	52%
Fairly Appealing	17%	33%	10%
Neutral Appealing	10%	11%	10%
Not so Appealing	3%	0%	5%
Not At All Appealing	10%	0%	14%
Nonresponse	7%	0%	10%
Total	100%	100%	100%

Table 32 Appeal with whether funds can be made available for automated group

Appendix 4 - Manual Results

Student Management Systems	Hardware										
	Dec VAX	IBM AS/400	IBM PC or Compatible	IBM System 38	IBM System/36	Mac-intosh	Main-frame Offsight	VAX6610	WANG	Nonresponse	Grand Total
Student Mgmt Software in Use											
Admin & Classmaster	0	0	1	0	0	0	0	0	0	0	1
AES	0	0	1	0	0	0	0	0	0	0	1
CIMS III	0	72	1	1	12	0	0	0	1	0	87
Columbia School System	0	1	1	0	0	0	0	0	0	0	2
Digitronics	0	0	0	0	0	0	0	1	0	0	1
EADS	0	1	0	0	0	0	0	0	0	0	1
IBM School System	0	1	0	0	0	0	0	0	0	0	1
In House System	0	0	0	0	1	0	0	0	0	0	1
JTK Student Management System	0	0	0	0	1	0	0	0	0	0	1
Mac School	0	1	0	0	0	5	0	0	0	0	6
MMS From Computer Resources Inc Barrington NH	0	0	1	0	0	0	0	0	0	0	1
Multi Module System	0	0	1	0	0	0	0	0	0	0	1
NCS	0	1	0	0	0	0	0	0	0	0	1
Non Technical	0	0	0	0	1	0	0	0	0	0	1
None	0	0	1	0	1	0	0	0	0	0	2
OSIRIS	0	0	2	0	0	0	0	0	0	0	2
Pentamaton Leadership Series	1	0	0	0	0	0	0	0	0	0	1
Region # Service Center	0	1	0	0	0	0	0	0	0	0	1
S3	0	0	0	0	0	0	1	0	0	0	1
SASI	0	4	2	0	0	0	0	0	0	0	6
Schoolnet	0	0	1	0	0	0	0	0	0	0	1
SDS	0	0	1	0	0	0	0	0	0	0	1
SIMS	0	10	0	0	6	1	0	0	0	0	17
Specialized Data System	0	0	0	0	0	1	0	0	0	0	1
Various	0	1	2	0	0	0	0	0	0	0	3
Nonresponse	0	6	1	0	3	1	0	0	0	12	23
Grand Total	1	99	16	1	25	8	1	1	1	12	165

Appendix 4 - Manual Results

Student Management Systems Row Percentages	Hardware											
	Dec VAX	IBM AS/400	IBM PC or Compatible	IBM System 38	IBM System/36	Macintosh	Main-frame Offsite	VAX6610	WANG	Nonresponse	Grand Total	
Student Mgmt Software in Use												
Admin & Classmaster	0%	0%	100%	0%	0%	0%	0%	0%	0%	0%	100%	
AES	0%	0%	100%	0%	0%	0%	0%	0%	0%	0%	100%	
CIMS III	0%	83%	1%	1%	14%	0%	0%	0%	1%	0%	100%	
Columbia School System	0%	50%	50%	0%	0%	0%	0%	0%	0%	0%	100%	
Digitronics	0%	0%	0%	0%	0%	0%	0%	100%	0%	0%	100%	
EADS	0%	100%	0%	0%	0%	0%	0%	0%	0%	0%	100%	
IBM School System	0%	100%	0%	0%	0%	0%	0%	0%	0%	0%	100%	
In House System	0%	0%	0%	0%	100%	0%	0%	0%	0%	0%	100%	
JTK Student Management System	0%	0%	0%	0%	100%	0%	0%	0%	0%	0%	100%	
Mac School	0%	17%	0%	0%	0%	83%	0%	0%	0%	0%	100%	
MMS From Computer Resources Inc Barrington NH	0%	0%	100%	0%	0%	0%	0%	0%	0%	0%	100%	
Multi Module System	0%	0%	100%	0%	0%	0%	0%	0%	0%	0%	100%	
NCS	0%	100%	0%	0%	0%	0%	0%	0%	0%	0%	100%	
Non Technical	0%	0%	0%	0%	100%	0%	0%	0%	0%	0%	100%	
None	0%	0%	50%	0%	50%	0%	0%	0%	0%	0%	100%	
OSIRIS	0%	0%	100%	0%	0%	0%	0%	0%	0%	0%	100%	
Pentamation Leadership Series	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	100%	
Region # Service Center	0%	100%	0%	0%	0%	0%	0%	0%	0%	0%	100%	
S3	0%	0%	0%	0%	0%	0%	100%	0%	0%	0%	100%	
SASI	0%	67%	33%	0%	0%	0%	0%	0%	0%	0%	100%	
Schoolnet	0%	0%	100%	0%	0%	0%	0%	0%	0%	0%	100%	
SDS	0%	0%	100%	0%	0%	0%	0%	0%	0%	0%	100%	
SIMS	0%	59%	0%	0%	35%	6%	0%	0%	0%	0%	100%	
Specialized Data System	0%	0%	0%	0%	0%	100%	0%	0%	0%	0%	100%	
Various	0%	33%	67%	0%	0%	0%	0%	0%	0%	0%	100%	
Nonresponse	0%	26%	4%	0%	13%	4%	0%	0%	0%	52%	100%	
Grand Total	1%	60%	10%	1%	15%	5%	1%	1%	1%	7%	100%	

Appendix 4 - Manual Results

Student Management Systems Column Percentages	Hardware											
Student Mgmt Software in Use	Dec VAX	IBM AS/400	IBM PC or Compatible	IBM System 38	IBM System/36	Mac-Intosh	Main-frame Offsight	VAX6610	WANG	Nonresponse	Grand Total	
Admin & Classmaster	0%	0%	6%	0%	0%	0%	0%	0%	0%	0%	1%	
AES	0%	0%	6%	0%	0%	0%	0%	0%	0%	0%	1%	
CIMS III	0%	73%	6%	100%	48%	0%	0%	0%	100%	0%	53%	
Columbia School System	0%	1%	6%	0%	0%	0%	0%	0%	0%	0%	1%	
Digitronics	0%	0%	0%	0%	0%	0%	0%	100%	0%	0%	1%	
EADS	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	1%	
IBM School System	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	1%	
In House System	0%	0%	0%	0%	4%	0%	0%	0%	0%	0%	1%	
JTK Student Management System	0%	0%	0%	0%	4%	0%	0%	0%	0%	0%	1%	
Mac School	0%	1%	0%	0%	0%	63%	0%	0%	0%	0%	4%	
MMS From Computer Resources Inc Barrington NH	0%	0%	6%	0%	0%	0%	0%	0%	0%	0%	1%	
Multi Module System	0%	0%	6%	0%	0%	0%	0%	0%	0%	0%	1%	
NCS	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	1%	
Non Technical	0%	0%	0%	0%	4%	0%	0%	0%	0%	0%	1%	
None	0%	0%	6%	0%	4%	0%	0%	0%	0%	0%	1%	
OSIRIS	0%	0%	13%	0%	0%	0%	0%	0%	0%	0%	1%	
Pentamation Leadership Series	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	1%	
Region # Service Center	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	1%	
S3	0%	0%	0%	0%	0%	0%	100%	0%	0%	0%	1%	
SASI	0%	4%	13%	0%	0%	0%	0%	0%	0%	0%	4%	
Schoolnet	0%	0%	6%	0%	0%	0%	0%	0%	0%	0%	1%	
SDS	0%	0%	6%	0%	0%	0%	0%	0%	0%	0%	1%	
SIMS	0%	10%	0%	0%	24%	13%	0%	0%	0%	0%	10%	
Specialized Data System	0%	0%	0%	0%	0%	13%	0%	0%	0%	0%	1%	
Various	0%	1%	13%	0%	0%	0%	0%	0%	0%	0%	2%	
Nonresponse	0%	6%	6%	0%	12%	13%	0%	0%	0%	100%	14%	
Grand Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	

Table 33 Software/Hardware cross tabulation for manual group

Appendix 4 - Manual Results

Appeal By Size of Enrollment		Enrollment Group										
Total Count By Category	Total	Below 2,000	2,000-3,999	4,000-4,999	5,000-9,999	10,000-14,999	15,000-19,999	20,000-24,999	25,000-49,999	50,000-99,999	100,000 and up	Non Response
Very Appealing	69	11	16	9	17	7	2	3	0	0	0	3
Fairly Appealing	48	18	14	4	7	1	2	0	1	0	0	1
Neutral	28	12	9	2	4	0	0	0	0	0	0	1
Not So Appealing	3	1	0	1	0	0	1	0	0	0	0	0
Not at All Appealing	8	2	2	1	3	0	0	0	0	0	0	0
Nonresponse	9	0	6	1	0	1	1	0	1	0	0	0
Total	165	44	47	18	31	9	6	3	2	0	0	5

Appeal By Size of Enrollment		Enrollment Group										
Expressed As % of Row Total	Total	Below 2,000	2,000-3,999	4,000-4,999	5,000-9,999	10,000-14,999	15,000-19,999	20,000-24,999	25,000-49,999	50,000-99,999	100,000 and up	Non Response
Very Appealing	100%	16%	23%	13%	25%	10%	3%	4%	0%	0%	0%	4%
Fairly Appealing	100%	38%	29%	8%	15%	2%	4%	0%	2%	0%	0%	2%
Neutral	100%	43%	32%	7%	14%	0%	0%	0%	0%	0%	0%	4%
Not So Appealing	100%	33%	0%	33%	0%	0%	33%	0%	0%	0%	0%	0%
Not at All Appealing	100%	25%	25%	13%	38%	0%	0%	0%	0%	0%	0%	0%
Nonresponse	100%	0%	67%	11%	0%	11%	11%	0%	11%	0%	0%	0%
Total	100%	27%	28%	11%	19%	5%	4%	2%	1%	0%	0%	3%

Appeal By Size of Enrollment		Enrollment Group										
Expressed as % of Column Total	Total	Below 2,000	2,000-3,999	4,000-4,999	5,000-9,999	10,000-14,999	15,000-19,999	20,000-24,999	25,000-49,999	50,000-99,999	100,000 and up	Non Response
Very Appealing	42%	25%	34%	50%	55%	78%	33%	100%	0%	0%	0%	60%
Fairly Appealing	29%	41%	30%	22%	23%	11%	33%	0%	50%	0%	0%	20%
Neutral	17%	27%	19%	11%	13%	0%	0%	0%	0%	0%	0%	20%
Not So Appealing	2%	2%	0%	6%	0%	0%	17%	0%	0%	0%	0%	0%
Not at All Appealing	5%	5%	4%	6%	10%	0%	0%	0%	0%	0%	0%	0%
Nonresponse	5%	0%	13%	6%	0%	11%	17%	0%	50%	0%	0%	0%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	0%	0%	100%

Table 34 Appeal with enrollment manual group

Appendix 4 - Manual Results

Appeal By No. Schools in Dist.		Number of Schools in District				
Total Count by Category	Total	< 3	3-5	6-9	10-19	> 20
Very Appealing	69	7	10	20	22	10
Fairly Appealing	48	3	20	13	7	5
Neutral Appealing	28	3	12	7	6	0
Not so Appealing	3	0	1	1	0	1
Not At All Appealing	8	1	1	3	3	0
Nonresponse	9	0	3	1	3	1
Total	165	14	47	45	41	17

Appeal By No. Schools in Dist.		Number of Schools in District				
Expressed As % of Row Total	Total	< 3	3-5	6-9	10-19	> 20
Very Appealing	100%	10%	14%	29%	32%	14%
Fairly Appealing	100%	6%	42%	27%	15%	10%
Neutral Appealing	100%	11%	43%	25%	21%	0%
Not so Appealing	100%	0%	33%	33%	0%	33%
Not At All Appealing	100%	13%	13%	38%	38%	0%
Nonresponse	100%	0%	33%	11%	33%	11%
Total	100%	8%	28%	27%	25%	10%

Appeal By No. Schools in Dist.		Number of Schools in District				
Expressed As % of Col Total	Total	< 3	3-5	6-9	10-19	> 20
Very Appealing	42%	50%	21%	44%	54%	59%
Fairly Appealing	29%	21%	43%	29%	17%	29%
Neutral Appealing	17%	21%	26%	16%	15%	0%
Not so Appealing	2%	0%	2%	2%	0%	6%
Not At All Appealing	5%	7%	2%	7%	7%	0%
Nonresponse	5%	0%	6%	2%	7%	6%
Total	100%	100%	100%	100%	100%	100%

Table 35 Appeal with number of schools for manual group

Appendix 4 - Manual Results

Appealing with Number of Teachers		Number of Teachers					
Total Count by Category	Total	Non-resp.	< 50	50-149	150-399	400-749	750
Very Appealing	69	6	4	8	28	15	8
Fairly Appealing	48	5	3	16	16	4	4
Neutral	28	0	2	12	10	3	1
Not So Appealing	3	0	0	1	1	0	1
Not at All Appealing	8	1	0	2	4	1	0
Nonresponse	9	0	0	2	5	1	1
Total	165	12	9	41	64	24	15

Appealing with Number of Teachers		Number of Teachers					
Expressed As % of Row Total	Total	Non-resp.	< 50	50-149	150-399	400-749	750
Very Appealing	100%	9%	6%	12%	41%	22%	12%
Fairly Appealing	100%	10%	6%	33%	33%	8%	8%
Neutral	100%	0%	7%	43%	36%	11%	4%
Not So Appealing	100%	0%	0%	33%	33%	0%	33%
Not at All Appealing	100%	13%	0%	25%	50%	13%	0%
Nonresponse	100%	0%	0%	22%	56%	11%	11%
Total	100%	7%	5%	25%	39%	15%	9%

Appealing with Number of Teachers		Number of Teachers					
Expressed As % of Col Total	Total	Non-resp.	< 50	50-149	150-399	400-749	750
Very Appealing	42%	50%	44%	20%	44%	63%	53%
Fairly Appealing	29%	42%	33%	39%	25%	17%	27%
Neutral	17%	0%	22%	29%	16%	13%	7%
Not So Appealing	2%	0%	0%	2%	2%	0%	7%
Not at All Appealing	5%	8%	0%	5%	6%	4%	0%
Nonresponse	5%	0%	0%	5%	8%	4%	7%
Total	100%	100%	100%	100%	100%	100%	100%

Table 36 Appeal with number of teachers for manual group

Appendix 4 - Manual Results

Appeal with Cost Per Student		Cost Per Student of Damaged or Lost Textbooks				
Total Count by Category	Total	0	<\$0.50	\$0.50 - \$0.99	\$1.00-\$2.99	> \$3.00
Very Appealing	69	24	11	6	13	15
Fairly Appealing	48	19	4	12	10	3
Neutral	28	7	10	6	5	0
Not So Appealing	3	2	1	0	0	0
Not at All Appealing	8	2	4	0	1	1
Nonresponse	9	4	1	1	3	0
Total	165	58	31	25	32	19

Appeal with Cost Per Student		Cost Per Student of Damaged or Lost Textbooks				
Expressed As % of Row Total	Total	0	<\$0.50	\$0.50 - \$0.99	\$1.00-\$2.99	> \$3.00
Very Appealing	100%	35%	16%	9%	19%	22%
Fairly Appealing	100%	40%	8%	25%	21%	6%
Neutral	100%	25%	36%	21%	18%	0%
Not So Appealing	100%	67%	33%	0%	0%	0%
Not at All Appealing	100%	25%	50%	0%	13%	13%
Nonresponse	100%	44%	11%	11%	33%	0%
Total	100%	35%	19%	15%	19%	12%

Appeal with Cost Per Student		Cost Per Student of Damaged or Lost Textbooks				
Expressed As % of Col Total	Total	0	<\$0.50	\$0.50 - \$0.99	\$1.00-\$2.99	> \$3.00
Very Appealing	42%	41%	35%	24%	41%	79%
Fairly Appealing	29%	33%	13%	48%	31%	16%
Neutral	17%	12%	32%	24%	16%	0%
Not So Appealing	2%	3%	3%	0%	0%	0%
Not at All Appealing	5%	3%	13%	0%	3%	5%
Nonresponse	5%	7%	3%	4%	9%	0%
Total	100%	100%	100%	100%	100%	100%

Table 37 Appeal with cost per student for manual group

Appendix 4 - Manual Results

Appealing with Considering Change	Total	Considering Change?	
		Yes	NO
Total Count by Category			
Very Appealing	69	31	38
Fairly Appealing	48	2	46
Neutral	28	0	28
Not So Appealing	3	0	3
Not at All Appealing	8	0	8
Nonresponse	9	0	9
Total	165	33	132

Appealing with Considering Change	Total	Considering Change?	
		Yes	NO
Expressed As % of Row Total			
Very Appealing	100%	45%	55%
Fairly Appealing	100%	4%	96%
Neutral	100%	0%	100%
Not So Appealing	100%	0%	100%
Not at All Appealing	100%	0%	100%
Nonresponse	100%	0%	100%
Total	100%	20%	80%

Appealing with Considering Change	Total	Considering Change?	
		Yes	NO
Expressed As % of Col. Total			
Very Appealing	42%	94%	29%
Fairly Appealing	29%	6%	35%
Neutral	17%	0%	21%
Not So Appealing	2%	0%	2%
Not at All Appealing	5%	0%	6%
Nonresponse	5%	0%	7%
Total	100%	100%	100%

Table 38 Appeal with considering change for manual group

Appendix 4 - Manual Results

Appealing by When Might Change Occur		When might change occur				
		Within 12 Months	Between 13-24 Months	Between 25-48 Months	Over 48 Months	Unknown
Total Count by Category	Total					
Very Appealing	69	10	17	5	4	33
Fairly Appealing	48	0	1	0	3	44
Neutral	28	0	0	0	1	27
Not So Appealing	3	0	0	0	0	3
Not at All Appealing	8	0	0	0	0	8
Nonresponse	9	0	0	0	0	9
Total	165	10	18	5	8	124
Appealing by When Might Change Occur		When might change occur				
		Within 12 Months	Between 13-24 Months	Between 25-48 Months	Over 48 Months	Unknown
Expressed As % of Row Total	Total					
Very Appealing	100%	14%	25%	7%	6%	48%
Fairly Appealing	100%	0%	2%	0%	6%	92%
Neutral	100%	0%	0%	0%	4%	96%
Not So Appealing	100%	0%	0%	0%	0%	100%
Not at All Appealing	100%	0%	0%	0%	0%	100%
Nonresponse	100%	0%	0%	0%	0%	100%
Total	100%	6%	11%	3%	5%	75%
Appealing by When Might Change Occur		When might change occur				
		Within 12 Months	Between 13-24 Months	Between 25-48 Months	Over 48 Months	Unknown
Expressed As % of Col. Total	Total					
Very Appealing	42%	100%	94%	100%	50%	27%
Fairly Appealing	29%	0%	6%	0%	38%	35%
Neutral	17%	0%	0%	0%	13%	22%
Not So Appealing	2%	0%	0%	0%	0%	2%
Not at All Appealing	5%	0%	0%	0%	0%	6%
Nonresponse	5%	0%	0%	0%	0%	7%
Total	100%	100%	100%	100%	100%	100%

Table 39 Appeal with when considering a change for manual group

Prospects Report for Districts Currently Using Automated System

Hot Prospects

Contact Data:		District Data:			
Name:		High Schools:	1	Enrollment:	4600
Contact:		Junior/Middle:	2	Teachers:	333
Title:		Elementary:	6	Students Per Teacher:	14
Address:		Total Schools	9		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: \$400

Current Systems:

Text Software: Wordperfect Current Textbook system has limitations: No
 Text Hardware: IBM PC OR Compatible Comments:
 Student Software: SIMS
 Student Hardware: IBM AS/400

Textbook System Interfaced with Student Management System?: No

<i>Features of Current System</i>		<i>Rank of Importance</i>	
Using Bar Code Scanning for Input:	No	Using Bar Code Scanning for Input:	0
General Inventory:	Yes	General Inventory:	1
Tracking books to teacher level:	No	Tracking books to teacher level:	2
Track books to student level:	No	Track books to student level:	3
Monitoring Interbuilding Loans:	No	Monitoring Interbuilding Loans:	4
Interface with Student:	No	Interface with Student:	0
Requisitions:	No	Requisitions:	5
Ability to Check District for Books:	No	Ability to Check District for Books:	0
Ability to Charge Schools for Books:	No	Ability to Charge Schools for Books:	0
Ability to Charge Fees to Students:	No	Ability to Charge Fees to Students:	0

Other Features of System:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering a change to its current textbook management system?: **Yes**
 Does you district currently have funds available for purchasing a textbook management system?: **Yes**
 Are funds forthcoming for the purchase of a new textbook management system? **Yes**
 Could funds be made available if a new system could be cost justified? **Yes**

Report Run Date: 7/20/95 9:33:50 AM

Prospects Report for Districts Currently Using Automated System

Warm Prospects

Contact Data:		District Data:			
Name:		High Schools:	1	Enrollment:	9237
Contact:		Junior/Middle:	2	Teachers:	481
Title:		Elementary:	8	Students Per Teacher:	19
Address:		Total Schools	11		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: \$5,000

Current Systems:

Text Software: Textbook Inventory - Hayes Associates Current Textbook system has limitations: Yes
 Text Hardware: IBM PC OR Compatible Comments: For some courses one student book consists of more than one title. We call these books student components. The program only lists one ISBN instead of all titles.
 Student Software: CIMS III
 Student Hardware: IBM AS/400
 Textbook System Interfaced with Student Management System?: Yes

Features of Current System		Rank of Importance	
Using Bar Code Scanning for Input:	Yes	Using Bar Code Scanning for Input:	6
General Inventory:	Yes	General Inventory:	1
Tracking books to teacher level:	Yes	Tracking books to teacher level:	7
Track books to student level:	Yes	Track books to student level:	8
Monitoring Interbuilding Loans:	No	Monitoring Interbuilding Loans:	10
Interface with Student:	Yes	Interface with Student:	3
Requisitions:	Yes	Requisitions:	4
Ability to Check District for Books:	Yes	Ability to Check District for Books:	5
Ability to Charge Schools for Books:	Yes	Ability to Charge Schools for Books:	2
Ability to Charge Fees to Students:	No	Ability to Charge Fees to Students:	9

Other Features of System: Membership Report
 Purchasing Databa

How appealing is a systems with the features included Gateway's? **Fairly Appealing**
 Is your district considering a change to its current textbook management system?: **No**
 Does you district currently have funds available for purchasing a textbook management system?: **Yes**
 Are funds forthcoming for the purchase of a new textbook management system? **Yes**
 Could funds be made available if a new system could be cost justified? **No**

Report Run Date: 7/20/95 9:34:04 AM

Prospects Report for Districts Currently Using Automated System

Warm Prospects

Contact Data:		District Data:			
Name:		High Schools:	2	Enrollment:	4004
Contact:		Junior/Middle:	2	Teachers:	242
Title:		Elementary:	5	Students Per Teacher:	17
Address:		Total Schools	9		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: \$1,000

Current Systems:

Text Software: Financial Management System/NCR Current Textbook system has limitations: Yes
 Text Hardware: IBM AS/400 Comments: We need to include inventory systems
 Student Software: Student Management System/NCD
 Student Hardware: IBM AS/400

Textbook System Interfaced with Student Management System?: No

Features of Current System		Rank of Importance	
Using Bar Code Scanning for Input:	No	Using Bar Code Scanning for Input:	0
General Inventory:	No	General Inventory:	1
Tracking books to teacher level:	No	Tracking books to teacher level:	2
Track books to student level:	No	Track books to student level:	3
Monitoring Interbuilding Loans:	No	Monitoring Interbuilding Loans:	0
Interface with Student:	No	Interface with Student:	5
Requisitions:	No	Requisitions:	0
Ability to Check District for Books:	No	Ability to Check District for Books:	4
Ability to Charge Schools for Books:	Yes	Ability to Charge Schools for Books:	0
Ability to Charge Fees to Students:	No	Ability to Charge Fees to Students:	0

Other Features of System: Purchase orders for

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering a change to its current textbook management system?: **No**
 Does you district currently have funds available for purchasing a textbook management system?: **No**
 Are funds forthcoming for the purchase of a new textbook management system? **No**
 Could funds be made available if a new system could be cost justified? **Yes**

Report Run Date: 7/20/95 9:34:06 AM

Prospects Report for Districts Currently Using Automated System

Warm Prospects

Contact Data:		District Data:			
Name:		High Schools:	1	Enrollment:	4050
Contact:		Junior/Middle:	1	Teachers:	233
Title:		Elementary:	5	Students Per Teacher:	17
Address:		Total Schools:	7		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: n/r

Current Systems:

Text Software: HS Circulation Plus Current Textbook system has limitations: Yes
 Text Hardware: IBM PC OR Compatible Comments:
 Student Software: CIMS III
 Student Hardware: IBM System/36

Textbook System Interfaced with Student Management System?: No

Features of Current System		Rank of Importance	
Using Bar Code Scanning for Input:	Yes	Using Bar Code Scanning for Input:	0
General Inventory:	Yes	General Inventory:	0
Tracking books to teacher level:	No	Tracking books to teacher level:	0
Track books to student level:	Yes	Track books to student level:	0
Monitoring Interbuilding Loans:	No	Monitoring Interbuilding Loans:	0
Interface with Student:	No	Interface with Student:	0
Requisitions:	No	Requisitions:	0
Ability to Check District for Books:	No	Ability to Check District for Books:	0
Ability to Charge Schools for Books:	No	Ability to Charge Schools for Books:	0
Ability to Charge Fees to Students:	Yes	Ability to Charge Fees to Students:	0

Other Features of System:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering a change to its current textbook management system?: **Yes**
 Does you district currently have funds available for purchasing a textbook management system?: **No**
 Are funds forthcoming for the purchase of a new textbook management system? **Yes**
 Could funds be made available if a new system could be cost justified? **No**

Report Run Date: 7/20/95 9:34:07 AM

Prospects Report for Districts Currently Using Automated System

Cold Prospects

Contact Data:		District Data:			
Name:		High Schools:	0	Enrollment:	1084
Contact:		Junior/Middle:	0	Teachers:	200
Title:		Elementary:	0	Students Per Teacher:	5
Address:		Total Schools:	0		

State Publishes Approved Textbook List?: No
 Estimated Annual Cost of Lost or Damaged Textbooks: \$2,000

Current Systems:

Text Software: Tennessee Instructional Resource Cent Current Textbook system has limitations: Yes
 Text Hardware: IBM PC OR Compatible Comments: Canned System- I cannot access source code to make modifications. Not enough indexes. Feilds to Narrow. Canned Reports need a report writer function.
 Student Software: TIRCMS
 Student Hardware: IBM PC or Compatible

Textbook System Interfaced with Student Management System?: Yes

Features of Current System		Rank of Importance	
Using Bar Code Scanning for Input:	No	Using Bar Code Scanning for Input:	3
General Inventory:	Yes	General Inventory:	0
Tracking books to teacher level:	Yes	Tracking books to teacher level:	0
Track books to student level:	Yes	Track books to student level:	2
Monintoring Interbuilding Loans:	No	Monintoring Interbuilding Loans:	4
Interface with Student:	Yes	Interface with Student:	0
Requistions:	No	Requistions:	5
Ability to Check District for Books:	No	Ability to Check District for Books:	0
Ability to Charge Schools for Books:	No	Ability to Charge Schools for Books:	0
Ability to Charge Fees to Students:	No	Ability to Charge Fees to Students:	0

Other Features of System:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering a change to its current textbook management system?: **Yes**
 Does you district currently have funds available for purchasing a textbook management system?: **No**
 Are funds forthcoming for the purchase of a new textbook management system? **No**
 Could funds be made available if a new system could be cost justified? **Yes**

Report Run Date: 7/20/95 9:34:19 AM

Prospects Report for Districts Currently Using Automated System

Cold Prospects

Contact Data:		District Data:			
Name:		High Schools:	3	Enrollment:	3100
Contact:		Junior/Middle:	1	Teachers:	163
Title:		Elementary:	0	Students Per Teacher:	19
Address:		Total Schools:	4		

State Publishes Approved Textbook List?: No
 Estimated Annual Cost of Lost or Damaged Textbooks: \$15,000

Current Systems:

Text Software: Follet Textbook Plus 6.3 Current Textbook system has limitations: Yes
 Text Hardware: IBM PC OR Compatible Comments: Cannot retain records of students owing books for year. Must manually change year. Previously the system would drop all clear records for a year, and would retain patrons owing books.
 Student Software: SASI
 Student Hardware:
 Textbook System Interfaced with Student Management System?: Yes

Features of Current System		Rank of Importance	
Using Bar Code Scanning for Input:	Yes	Using Bar Code Scanning for Input:	0
General Inventory:	Yes	General Inventory:	0
Tracking books to teacher level:	Yes	Tracking books to teacher level:	0
Track books to student level:	Yes	Track books to student level:	0
Monitoring Interbuilding Loans:	No	Monitoring Interbuilding Loans:	0
Interface with Student:	Yes	Interface with Student:	1
Requisitions:	No	Requisitions:	2
Ability to Check District for Books:	No	Ability to Check District for Books:	0
Ability to Charge Schools for Books:	No	Ability to Charge Schools for Books:	3
Ability to Charge Fees to Students:	Yes	Ability to Charge Fees to Students:	0

Other Features of System:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering a change to its current textbook management system? **Yes**
 Does you district currently have funds available for purchasing a textbook management system? **Yes**
 Are funds forthcoming for the purchase of a new textbook management system? **Yes**
 Could funds be made available if a new system could be cost justified? **No**

Report Run Date: 7/20/95 9:34:21 AM

Prospects Report for Districts Currently Using Automated System

Cold Prospects

Contact Data:		District Data:			
Name:		High Schools:	12	Enrollment:	72000
Contact:		Junior/Middle:	22	Teachers:	4000
Title:		Elementary:	67	Students Per Teacher:	18
Address:		Total Schools	101		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: \$100,000

Current Systems:

Text Software: In House Software Current Textbook system has limitations: Yes
 Text Hardware: IBM AS/400 Comments: Bar Coding, Interface with student system
 Student Software: Columbia MacMillan McGraw Hill
 Student Hardware: Network PC (Novell)

Textbook System Interfaced with Student Management System?: No

<i>Features of Current System</i>		<i>Rank of Importance</i>	
Using Bar Code Scanning for Input:	No	Using Bar Code Scanning for Input:	2
General Inventory:	Yes	General Inventory:	3
Tracking books to teacher level:	Yes	Tracking books to teacher level:	0
Track books to student level:	No	Track books to student level:	0
Monitoring Interbuilding Loans:	Yes	Monitoring Interbuilding Loans:	0
Interface with Student:	No	Interface with Student:	1
Requisitions:	Yes	Requisitions:	4
Ability to Check District for Books:	Yes	Ability to Check District for Books:	0
Ability to Charge Schools for Books:	Yes	Ability to Charge Schools for Books:	5
Ability to Charge Fees to Students:	Yes	Ability to Charge Fees to Students:	0

Other Features of System:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering a change to its current textbook management system?: **Yes**
 Does you district currently have funds available for purchasing a textbook management system?: **No**
 Are funds forthcoming for the purchase of a new textbook management system? **No**
 Could funds be made available if a new system could be cost justified? **No**

Report Run Date: 7/20/95 9:34:22 AM

Prospects Report for Districts Currently Using Manual System

Hot Prospects

Contact Data:		District Data:			
Name:		High Schools:	1	Enrollment:	4400
Contact:		Junior/Middle:	2	Teachers:	255
Title:		Elementary:	6	Students Per Teacher:	17
Address:		Total Schools	9		

State Publishes Approved Textbook List?: No
 Estimated Annual Cost of Lost or Damaged Textbooks: \$58,000

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

Using Bar Code Scanning for Input:	4
General Inventory:	2
Tracking books to teacher level:	1
Track books to student level:	7
Monitoring Interbuilding Loans:	5
Interface with Student:	0
Requisitions:	6
Ability to Check District for Books:	0
Ability to Charge Schools for Books:	0
Ability to Charge Fees to Students:	0
Other Features of Importance:	

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 13-24 Mo**

Report Run Date: 7/20/95 9:34:34 AM

Prospects Report for Districts Currently Using Manual System

Hot Prospects

Contact Data:		District Data:			
Name:		High Schools:	0	Enrollment:	11200
Contact:		Junior/Middle:	4	Teachers:	650
Title:		Elementary:	15	Students Per Teacher:	17
Address:		Total Schools	19		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: \$48,000

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

- Using Bar Code Scanning for Input: 1
- General Inventory: 1
- Tracking books to teacher level: 1
- Track books to student level: 1
- Monitoring Interbuilding Loans: 1
- Interface with Student: 1
- Requisitions: 1
- Ability to Check District for Books: 1
- Ability to Charge Schools for Books: 1
- Ability to Charge Fees to Students: 1
- Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 13-24 Mo**

Report Run Date: 7/20/95 9:34:37 AM

Prospects Report for Districts Currently Using Manual System

Hot Prospects

Contact Data:		District Data:			
Name:		High Schools:	2	Enrollment:	13500
Contact:		Junior/Middle:	2	Teachers:	750
Title:		Elementary:	13	Students Per Teacher:	18
Address:		Total Schools	17		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: \$50,000

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

- Using Bar Code Scanning for Input: 1
- General Inventory: 3
- Tracking books to teacher level: 0
- Track books to student level: 2
- Monitoring Interbuilding Loans: 4
- Interface with Student: 0
- Requisitions: 7
- Ability to Check District for Books: 6
- Ability to Charge Schools for Books: 0
- Ability to Charge Fees to Students: 5
- Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Within 12 Months**

Report Run Date: 7/20/95 9:34:35 AM

Prospects Report for Districts Currently Using Manual System

Hot Prospects

Contact Data:		District Data:			
Name:		High Schools:	1	Enrollment:	6900
Contact:		Junior/Middle:	2	Teachers:	502
Title:		Elementary:	10	Students Per Teacher:	14
Address:		Total Schools	13		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: \$40,000

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

Using Bar Code Scanning for Input: 1
 General Inventory: 1
 Tracking books to teacher level: 1
 Track books to student level: 1
 Monitoring Interbuilding Loans: 4
 Interface with Student: 4
 Requisitions: 1
 Ability to Check District for Books: 1
 Ability to Charge Schools for Books: 1
 Ability to Charge Fees to Students: 7
 Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Within 12 Months**

Report Run Date: 7/20/95 9:34:38 AM

Prospects Report for Districts Currently Using Manual System

Hot Prospects

Contact Data:		District Data:			
Name:		High Schools:	3	Enrollment:	5050
Contact:		Junior/Middle:	3	Teachers:	398
Title:		Elementary:	14	Students Per Teacher:	13
Address:		Total Schools	20		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: \$20,000

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

- Rank of Importance**
- Using Bar Code Scanning for Input: 0
 - General Inventory: 1
 - Tracking books to teacher level: 2
 - Track books to student level: 0
 - Monitoring Interbuilding Loans: 0
 - Interface with Student: 4
 - Requisitions: 5
 - Ability to Check District for Books: 7
 - Ability to Charge Schools for Books: 3
 - Ability to Charge Fees to Students: 6
 - Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 13-24 Mo**

Report Run Date: 7/20/95 9:34:39 AM

Prospects Report for Districts Currently Using Manual System

Hot Prospects

Contact Data:		District Data:			
Name:		High Schools:	1	Enrollment:	2000
Contact:		Junior/Middle:	0	Teachers:	130
Title:		Elementary:	0	Students Per Teacher:	15
Address:		Total Schools	1		

State Publishes Approved Textbook List?: No
 Estimated Annual Cost of Lost or Damaged Textbooks: \$10,000

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

Using Bar Code Scanning for Input: 2
 General Inventory: 1
 Tracking books to teacher level: 0
 Track books to student level: 3
 Monitoring Interbuilding Loans: 0
 Interface with Student: 0
 Requisitions: 0
 Ability to Check District for Books: 5
 Ability to Charge Schools for Books: 0
 Ability to Charge Fees to Students: 4
 Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Within 12 Months**

Report Run Date: 7/20/95 9:34:41 AM

Prospects Report for Districts Currently Using Manual System

Hot Prospects

Contact Data:		District Data:			
Name:		High Schools:	4	Enrollment:	22000
Contact:		Junior/Middle:	6	Teachers:	1800
Title:		Elementary:	21	Students Per Teacher:	12
Address:		Total Schools	31		

State Publishes Approved Textbook List?: **Yes**
 Estimated Annual Cost of Lost or Damaged Textbooks: **\$9,500**

Current Systems:

Student Software: SIMS
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

Using Bar Code Scanning for Input:	6
General Inventory:	1
Tracking books to teacher level:	4
Track books to student level:	3
Monitoring Interbuilding Loans:	7
Interface with Student:	2
Requisitions:	0
Ability to Check District for Books:	0
Ability to Charge Schools for Books:	5
Ability to Charge Fees to Students:	0
Other Features of Importance:	

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 13-24 Mo**

Report Run Date: 7/20/95 9:34:42 AM

Prospects Report for Districts Currently Using Manual System

Hot Prospects

Contact Data:		District Data:			
Name:		High Schools:	1	Enrollment:	0
Contact:		Junior/Middle:	2	Teachers:	
Title:		Elementary:	7	Students Per Teacher:	
Address:		Total Schools	10		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: \$5,000

Current Systems:

Student Software: Region # Service Center
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

- Using Bar Code Scanning for Input: 3
- General Inventory: 1
- Tracking books to teacher level: 2
- Track books to student level: 2
- Monitoring Interbuilding Loans: 5
- Interface with Student: 2
- Requisitions: 1
- Ability to Check District for Books: 1
- Ability to Charge Schools for Books: 1
- Ability to Charge Fees to Students: 1
- Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Within 12 Months**

Report Run Date: 7/20/95 9:34:43 AM

Prospects Report for Districts Currently Using Manual System

Hot Prospects

Contact Data:		District Data:			
Name:		High Schools:	1	Enrollment:	8193
Contact:		Junior/Middle:	3	Teachers:	
Title:		Elementary:	12	Students Per Teacher:	
Address:		Total Schools	16		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: \$4,000

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

- Using Bar Code Scanning for Input: 1
- General Inventory: 1
- Tracking books to teacher level: 1
- Track books to student level: 1
- Monitoring Interbuilding Loans: 1
- Interface with Student: 1
- Requisitions: 1
- Ability to Check District for Books: 1
- Ability to Charge Schools for Books: 7
- Ability to Charge Fees to Students: 1
- Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 13-24 Mo**

Report Run Date: 7/20/95 9:34:45 AM

Prospects Report for Districts Currently Using Manual System

Hot Prospects

Contact Data:		District Data:			
Name:		High Schools:	1	Enrollment:	4300
Contact:		Junior/Middle:	2	Teachers:	276
Title:		Elementary:	4	Students Per Teacher:	16
Address:		Total Schools:	7		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: \$2,000

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

Using Bar Code Scanning for Input: 2
 General Inventory: 1
 Tracking books to teacher level: 2
 Track books to student level: 1
 Monitoring Interbuilding Loans: 2
 Interface with Student: 1
 Requisitions: 2
 Ability to Check District for Books: 2
 Ability to Charge Schools for Books: 2
 Ability to Charge Fees to Students: 2
 Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 13-24 Mo**

Report Run Date: 7/20/95 9:34:46 AM

Prospects Report for Districts Currently Using Manual System

Hot Prospects

Contact Data:		District Data:			
Name:		High Schools:	2	Enrollment:	9200
Contact:		Junior/Middle:	3	Teachers:	601
Title:		Elementary:	9	Students Per Teacher:	15
Address:		Total Schools	14		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: \$1,200

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Fairly Important**

Rank of Importance

- Using Bar Code Scanning for Input: 5
- General Inventory: 1
- Tracking books to teacher level: 6
- Track books to student level: 7
- Monitoring Interbuilding Loans: 0
- Interface with Student: 4
- Requisitions: 3
- Ability to Check District for Books: 2
- Ability to Charge Schools for Books: 0
- Ability to Charge Fees to Students: 0
- Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 13-24 Mo**

Report Run Date: 7/20/95 9:34:47 AM

Prospects Report for Districts Currently Using Manual System

Hot Prospects

Contact Data:		District Data:			
Name:		High Schools:	1	Enrollment:	4600
Contact:		Junior/Middle:	2	Teachers:	355
Title:		Elementary:	7	Students Per Teacher:	13
Address:		Total Schools	10		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: \$1,000

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? Fairly Important

- Rank of Importance**
- Using Bar Code Scanning for Input: 6
 - General Inventory: 2
 - Tracking books to teacher level: 0
 - Track books to student level: 1
 - Monitoring Interbuilding Loans: 0
 - Interface with Student: 3
 - Requisitions: 5
 - Ability to Check District for Books: 4
 - Ability to Charge Schools for Books: 7
 - Ability to Charge Fees to Students: 0
 - Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 13-24 Mo**

Report Run Date: 7/20/95 9:34:48 AM

Prospects Report for Districts Currently Using Manual System

Hot Prospects

Contact Data:		District Data:			
Name:		High Schools:	3	Enrollment:	8900
Contact:		Junior/Middle:	2	Teachers:	500
Title:		Elementary:	10	Students Per Teacher:	18
Address:		Total Schools	15		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: n/r

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

- Rank of Importance**
- Using Bar Code Scanning for Input: 8
 - General Inventory: 2
 - Tracking books to teacher level: 3
 - Track books to student level: 7
 - Monitoring Interbuilding Loans: 10
 - Interface with Student: 6
 - Requisitions: 9
 - Ability to Check District for Books: 1
 - Ability to Charge Schools for Books: 5
 - Ability to Charge Fees to Students: 4
 - Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Within 12 Months**

Report Run Date: 7/20/95 9:34:50 AM

Prospects Report for Districts Currently Using Manual System

Hot Prospects

Contact Data:		District Data:			
Name:		High Schools:	2	Enrollment:	7000
Contact:		Junior/Middle:	2	Teachers:	
Title:		Elementary:	6	Students Per Teacher:	
Address:		Total Schools	10		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: n/r

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

- Using Bar Code Scanning for Input: 5
- General Inventory: 4
- Tracking books to teacher level: 2
- Track books to student level: 3
- Monitoring Interbuilding Loans: 4
- Interface with Student: 1
- Requisitions: 1
- Ability to Check District for Books: 6
- Ability to Charge Schools for Books: 7
- Ability to Charge Fees to Students: 8
- Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 13-24 Mo**

Report Run Date: 7/20/95 9:34:51 AM

Prospects Report for Districts Currently Using Manual System

Hot Prospects

Contact Data:		District Data:			
Name:		High Schools:	1	Enrollment:	2200
Contact:		Junior/Middle:	1	Teachers:	225
Title:		Elementary:	3	Students Per Teacher:	10
Address:		Total Schools	5		

State Publishes Approved Textbook List?: No
 Estimated Annual Cost of Lost or Damaged Textbooks: n/r

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

- Rank of Importance**
- Using Bar Code Scanning for Input: 2
 - General Inventory: 1
 - Tracking books to teacher level: 5
 - Track books to student level: 6
 - Monitoring Interbuilding Loans: 0
 - Interface with Student: 3
 - Requisitions: 7
 - Ability to Check District for Books: 0
 - Ability to Charge Schools for Books: 0
 - Ability to Charge Fees to Students: 4
 - Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 13-24 Mo**

Report Run Date: 7/20/95 9:34:52 AM

Prospects Report for Districts Currently Using Manual System

Hot Prospects

Contact Data:		District Data:			
Name:		High Schools:	1	Enrollment:	5350
Contact:		Junior/Middle:	2	Teachers:	400
Title:		Elementary:	6	Students Per Teacher:	13
Address:		Total Schools	9		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: n/r

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

Using Bar Code Scanning for Input: 1
 General Inventory: 0
 Tracking books to teacher level: 0
 Track books to student level: 0
 Monitoring Interbuilding Loans: 0
 Interface with Student: 0
 Requisitions: 0
 Ability to Check District for Books: 0
 Ability to Charge Schools for Books: 0
 Ability to Charge Fees to Students: 0
 Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Within 12 Months**

Report Run Date: 7/20/95 9:34:54 AM

Prospects Report for Districts Currently Using Manual System

Hot Prospects

Contact Data:		District Data:			
Name:		High Schools:	5	Enrollment:	22500
Contact:		Junior/Middle:	4	Teachers:	1400
Title:		Elementary:	18	Students Per Teacher:	16
Address:		Total Schools	27		

State Publishes Approved Textbook List?: No
 Estimated Annual Cost of Lost or Damaged Textbooks: n/r

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

- Using Bar Code Scanning for Input: 1
- General Inventory: 1
- Tracking books to teacher level: 3
- Track books to student level: 2
- Monitoring Interbuilding Loans: 4
- Interface with Student: 1
- Requisitions: 1
- Ability to Check District for Books: 2
- Ability to Charge Schools for Books: 3
- Ability to Charge Fees to Students: 5
- Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 13-24 Mo**

Report Run Date: 7/20/95 9:34:55 AM

Prospects Report for Districts Currently Using Manual System

Hot Prospects

Contact Data:		District Data:			
Name:		High Schools:	3	Enrollment:	8500
Contact:		Junior/Middle:	3	Teachers:	500
Title:		Elementary:	10	Students Per Teacher:	17
Address:		Total Schools	16		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: n/r

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

Using Bar Code Scanning for Input: 7
 General Inventory: 1
 Tracking books to teacher level: 0
 Track books to student level: 3
 Monitoring Interbuilding Loans: 0
 Interface with Student: 4
 Requisitions: 5
 Ability to Check District for Books: 6
 Ability to Charge Schools for Books: 0
 Ability to Charge Fees to Students: 2
 Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Within 12 Months**

Report Run Date: 7/20/95 9:34:56 AM

Prospects Report for Districts Currently Using Manual System

Warm Prospects

Contact Data:		District Data:			
Name:		High Schools:	2	Enrollment:	8000
Contact:		Junior/Middle:	3	Teachers:	600
Title:		Elementary:	15	Students Per Teacher:	13
Address:		Total Schools	20		

State Publishes Approved Textbook List?: No
 Estimated Annual Cost of Lost or Damaged Textbooks: \$20,000

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

- Using Bar Code Scanning for Input: 2
- General Inventory: 1
- Tracking books to teacher level: 2
- Track books to student level: 2
- Monitoring Interbuilding Loans: 6
- Interface with Student: 1
- Requisitions: 3
- Ability to Check District for Books: 2
- Ability to Charge Schools for Books: 2
- Ability to Charge Fees to Students: 1
- Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 25-48 Mo**

Report Run Date: 7/20/95 9:35:08 AM

Prospects Report for Districts Currently Using Manual System

Warm Prospects

Contact Data:		District Data:			
Name:		High Schools:	2	Enrollment:	7890
Contact:		Junior/Middle:	3	Teachers:	660
Title:		Elementary:	11	Students Per Teacher:	12
Address:		Total Schools	16		

State Publishes Approved Textbook List?: No
 Estimated Annual Cost of Lost or Damaged Textbooks: \$14,000

Current Systems:

Student Software: SIMS
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

- Rank of Importance**
- Using Bar Code Scanning for Input: 3
 - General Inventory: 1
 - Tracking books to teacher level: 4
 - Track books to student level: 2
 - Monitoring Interbuilding Loans: 5
 - Interface with Student: 6
 - Requisitions: 0
 - Ability to Check District for Books: 7
 - Ability to Charge Schools for Books: 0
 - Ability to Charge Fees to Students: 0
 - Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 25-48 Mo**

Report Run Date: 7/20/95 9:35:09 AM

Prospects Report for Districts Currently Using Manual System

Warm Prospects

Contact Data:		District Data:			
Name:		High Schools:	1	Enrollment:	135
Contact:		Junior/Middle:	0	Teachers:	11
Title:		Elementary:	0	Students Per Teacher:	12
Address:		Total Schools	1		

State Publishes Approved Textbook List?: No
 Estimated Annual Cost of Lost or Damaged Textbooks: \$300

Current Systems:

Student Software: SIMS
 Student Hardware: IBM System/36
 How important is it to have your textbook management system interfaced with your student management system? **Fairly Important**

Rank of Importance

- Using Bar Code Scanning for Input: 8
- General Inventory: 1
- Tracking books to teacher level: 2
- Track books to student level: 3
- Monitoring Interbuilding Loans: 9
- Interface with Student: 5
- Requisitions: 7
- Ability to Check District for Books: 6
- Ability to Charge Schools for Books: 10
- Ability to Charge Fees to Students: 4
- Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 25-48 Mo**

Report Run Date: 7/20/95 9:35:11 AM

Prospects Report for Districts Currently Using Manual System

Warm Prospects

Contact Data:

Name:	
Contact:	
Title:	
Address:	

District Data:

High Schools:	4	Enrollment:	10738
Junior/Middle:	4	Teachers:	608
Elementary:	14	Students Per Teacher:	18
Total Schools	22		

State Publishes Approved Textbook List?: No
 Estimated Annual Cost of Lost or Damaged Textbooks: n/r

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM AS/400
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

- Using Bar Code Scanning for Input: 0
- General Inventory: 6
- Tracking books to teacher level: 6
- Track books to student level: 7
- Monitoring Interbuilding Loans: 4
- Interface with Student: 0
- Requisitions: 3
- Ability to Check District for Books: 1
- Ability to Charge Schools for Books: 2
- Ability to Charge Fees to Students: 0
- Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 25-48 Mo**

Report Run Date: 7/20/95 9:35:12 AM

Prospects Report for Districts Currently Using Manual System

Warm Prospects

Contact Data:		District Data:			
Name:		High Schools:	2	Enrollment:	5300
Contact:		Junior/Middle:	2	Teachers:	365
Title:		Elementary:	7	Students Per Teacher:	15
Address:		Total Schools	11		

State Publishes Approved Textbook List?: No
 Estimated Annual Cost of Lost or Damaged Textbooks: n/r

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM System/36
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

- Rank of Importance**
- Using Bar Code Scanning for Input: 0
 - General Inventory: 0
 - Tracking books to teacher level: 4
 - Track books to student level: 5
 - Monitoring Interbuilding Loans: 7
 - Interface with Student: 6
 - Requisitions: 1
 - Ability to Check District for Books: 2
 - Ability to Charge Schools for Books: 3
 - Ability to Charge Fees to Students: 0
 - Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Over 48 Months**

Report Run Date: 7/20/95 9:35:14 AM

Prospects Report for Districts Currently Using Manual System

Cold Prospects

Contact Data:		District Data:			
Name:		High Schools:	1	Enrollment:	2824
Contact:		Junior/Middle:	1	Teachers:	350
Title:		Elementary:	5	Students Per Teacher:	8
Address:		Total Schools	7		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: \$25,000

Current Systems:

Student Software: SIMS
 Student Hardware: IBM System/36
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

Using Bar Code Scanning for Input:	1
General Inventory:	1
Tracking books to teacher level:	6
Track books to student level:	1
Monitoring Interbuilding Loans:	7
Interface with Student:	1
Requisitions:	6
Ability to Check District for Books:	6
Ability to Charge Schools for Books:	6
Ability to Charge Fees to Students:	6
Other Features of Importance:	

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Within 12 Months**

Report Run Date: 7/20/95 9:35:25 AM

Prospects Report for Districts Currently Using Manual System

Cold Prospects

Contact Data:		District Data:			
Name:		High Schools:	2	Enrollment:	0
Contact:		Junior/Middle:	3	Teachers:	
Title:		Elementary:	10	Students Per Teacher:	
Address:		Total Schools	15		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: \$10,000

Current Systems:

Student Software: Columbia School System
 Student Hardware: IBM PC or Compatible
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

- Using Bar Code Scanning for Input: 1
- General Inventory: 1
- Tracking books to teacher level: 1
- Track books to student level: 0
- Monitoring Interbuilding Loans: 0
- Interface with Student: 1
- Requisitions: 0
- Ability to Check District for Books: 1
- Ability to Charge Schools for Books: 1
- Ability to Charge Fees to Students: 0
- Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 13-24 Mo**

Report Run Date: 7/20/95 9:35:27 AM

Prospects Report for Districts Currently Using Manual System

Cold Prospects

Contact Data:		District Data:			
Name:		High Schools:	5	Enrollment:	18000
Contact:		Junior/Middle:	8	Teachers:	1050
Title:		Elementary:	21	Students Per Teacher:	17
Address:		Total Schools	34		

State Publishes Approved Textbook List?: No
 Estimated Annual Cost of Lost or Damaged Textbooks: \$6,500

Current Systems:

Student Software: Pentamation Leadership Series
 Student Hardware: Dec VAX
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

- Rank of Importance**
- Using Bar Code Scanning for Input: 7
 - General Inventory: 3
 - Tracking books to teacher level: 2
 - Track books to student level: 1
 - Monitoring Interbuilding Loans: 0
 - Interface with Student: 6
 - Requisitions: 4
 - Ability to Check District for Books: 5
 - Ability to Charge Schools for Books: 0
 - Ability to Charge Fees to Students: 0
 - Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Within 12 Months**

Report Run Date: 7/20/95 9:35:28 AM

Prospects Report for Districts Currently Using Manual System

Cold Prospects

Contact Data:		District Data:			
Name:		High Schools:	1	Enrollment:	4200
Contact:		Junior/Middle:	1	Teachers:	305
Title:		Elementary:	6	Students Per Teacher:	14
Address:		Total Schools	8		

State Publishes Approved Textbook List?: No
 Estimated Annual Cost of Lost or Damaged Textbooks: \$5,000

Current Systems:

Student Software: Multi Module System
 Student Hardware: IBM PC or Compatible
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

- Using Bar Code Scanning for Input: 1
- General Inventory: 4
- Tracking books to teacher level: 3
- Track books to student level: 6
- Monitoring Interbuilding Loans: 0
- Interface with Student: 5
- Requisitions: 2
- Ability to Check District for Books: 7
- Ability to Charge Schools for Books: 0
- Ability to Charge Fees to Students: 0
- Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 13-24 Mo**

Report Run Date: 7/20/95 9:35:29 AM

Prospects Report for Districts Currently Using Manual System

Cold Prospects

Contact Data:		District Data:			
Name:		High Schools:	1	Enrollment:	2700
Contact:		Junior/Middle:	1	Teachers:	190
Title:		Elementary:	4	Students Per Teacher:	14
Address:		Total Schools:	6		

State Publishes Approved Textbook List?: No
 Estimated Annual Cost of Lost or Damaged Textbooks: \$5,000

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM System/36
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

Using Bar Code Scanning for Input: 2
 General Inventory: 1
 Tracking books to teacher level: 0
 Track books to student level: 3
 Monitoring Interbuilding Loans: 7
 Interface with Student: 4
 Requisitions: 0
 Ability to Check District for Books: 6
 Ability to Charge Schools for Books: 0
 Ability to Charge Fees to Students: 5
 Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 13-24 Mo**

Report Run Date: 7/20/95 9:35:31 AM

Prospects Report for Districts Currently Using Manual System

Cold Prospects

Contact Data:		District Data:			
Name:		High Schools:	1	Enrollment:	7060
Contact:		Junior/Middle:	0	Teachers:	
Title:		Elementary:	6	Students Per Teacher:	
Address:		Total Schools	7		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: \$5,000

Current Systems:

Student Software: SASI
 Student Hardware: IBM PC or Compatible
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

- Using Bar Code Scanning for Input: 2
- General Inventory: 1
- Tracking books to teacher level: 5
- Track books to student level: 0
- Monitoring Interbuilding Loans: 0
- Interface with Student: 0
- Requisitions: 3
- Ability to Check District for Books: 4
- Ability to Charge Schools for Books: 0
- Ability to Charge Fees to Students: 0
- Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Fairly Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Over 48 Months**

Report Run Date: 7/20/95 9:35:33 AM

Prospects Report for Districts Currently Using Manual System

Cold Prospects

Contact Data:		District Data:			
Name:		High Schools:	3	Enrollment:	367
Contact:		Junior/Middle:	0	Teachers:	34
Title:		Elementary:	2	Students Per Teacher:	11
Address:		Total Schools	5		

State Publishes Approved Textbook List?: No
 Estimated Annual Cost of Lost or Damaged Textbooks: \$3,000

Current Systems:

Student Software: Admin & Classmaster
 Student Hardware: IBM PC or Compatible
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

Using Bar Code Scanning for Input: 0
 General Inventory: 3
 Tracking books to teacher level: 4
 Track books to student level: 0
 Monitoring Interbuilding Loans: 0
 Interface with Student: 1
 Requisitions: 0
 Ability to Check District for Books: 2
 Ability to Charge Schools for Books: 0
 Ability to Charge Fees to Students: 0
 Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 13-24 Mo**

Report Run Date: 7/20/95 9:35:35 AM

Prospects Report for Districts Currently Using Manual System

Cold Prospects

Contact Data:		District Data:			
Name:		High Schools:	0	Enrollment:	710
Contact:		Junior/Middle:	1	Teachers:	85
Title:		Elementary:	0	Students Per Teacher:	8
Address:		Total Schools	1		

State Publishes Approved Textbook List?: Yes
 Estimated Annual Cost of Lost or Damaged Textbooks: \$500

Current Systems:

Student Software: Schoolnet
 Student Hardware: IBM PC or Compatible
 How important is it to have your textbook management system interfaced with your student management system?

Rank of Importance

Using Bar Code Scanning for Input: 1
 General Inventory: 0
 Tracking books to teacher level: 0
 Track books to student level: 1
 Monitoring Interbuilding Loans: 0
 Interface with Student: 0
 Requisitions: 1
 Ability to Check District for Books: 0
 Ability to Charge Schools for Books: 0
 Ability to Charge Fees to Students: 1
 Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 25-48 Mo**

Report Run Date: 7/20/95 9:35:36 AM

Prospects Report for Districts Currently Using Manual System

Cold Prospects

Contact Data:

Name:	
Contact:	
Title:	
Address:	

District Data:

High Schools:	1	Enrollment:	135
Junior/Middle:	0	Teachers:	11
Elementary:	0	Students Per Teacher:	12
Total Schools	1		

State Publishes Approved Textbook List?: No
 Estimated Annual Cost of Lost or Damaged Textbooks: \$300

Current Systems:

Student Software: SIMS
 Student Hardware: IBM System/36
 How important is it to have your textbook management system interfaced with your student management system? Fairly Important

Rank of Importance

- Using Bar Code Scanning for Input: 8
- General Inventory: 1
- Tracking books to teacher level: 2
- Track books to student level: 3
- Monitoring Interbuilding Loans: 9
- Interface with Student: 5
- Requisitions: 7
- Ability to Check District for Books: 6
- Ability to Charge Schools for Books: 10
- Ability to Charge Fees to Students: 4
- Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 25-48 Mo**

Report Run Date: 7/20/95 9:35:38 AM

Prospects Report for Districts Currently Using Manual System

Cold Prospects

Contact Data:		District Data:			
Name:		High Schools:	2	Enrollment:	5300
Contact:		Junior/Middle:	2	Teachers:	365
Title:		Elementary:	7	Students Per Teacher:	15
Address:		Total Schools	11		

State Publishes Approved Textbook List?: No
 Estimated Annual Cost of Lost or Damaged Textbooks: n/r

Current Systems:

Student Software: CIMS III
 Student Hardware: IBM System/36
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

- Rank of Importance**
- Using Bar Code Scanning for Input: 0
 - General Inventory: 0
 - Tracking books to teacher level: 4
 - Track books to student level: 5
 - Monitoring Interbuilding Loans: 7
 - Interface with Student: 6
 - Requisitions: 1
 - Ability to Check District for Books: 2
 - Ability to Charge Schools for Books: 3
 - Ability to Charge Fees to Students: 0
 - Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Over 48 Months**

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Cold Prospects

Contact Data:

Name:	
Contact:	
Title:	
Address:	

District Data:

High Schools:	1	Enrollment:	2400
Junior/Middle:	1	Teachers:	200
Elementary:	1	Students Per Teacher:	12
Total Schools	3		

State Publishes Approved Textbook List?: No
 Estimated Annual Cost of Lost or Damaged Textbooks: n/r

Current Systems:

Student Software: nr
 Student Hardware: nr
 How important is it to have your textbook management system interfaced with your student management system? **Very Important**

Rank of Importance

- Using Bar Code Scanning for Input: 7
- General Inventory: 1
- Tracking books to teacher level: 2
- Track books to student level: 3
- Monitoring Interbuilding Loans: 0
- Interface with Student: 6
- Requisitions: 4
- Ability to Check District for Books: 5
- Ability to Charge Schools for Books: 0
- Ability to Charge Fees to Students: 0
- Other Features of Importance:

How appealing is a systems with the features included Gateway's? **Very Appealing**
 Is your district considering purchasing a textbook management system? **Yes**
 When might your district purchase a new textbook management system? **Between 13-24 Mo**

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