

# KEV GROUP

## CLIENT SPOTLIGHT

With more than 101K students enrolled at 118 schools, the School District of Lee County is the 9th largest in Florida and 32nd largest nationwide.

Michael Gatewood Jr., Director of Internal Auditing, and Kenneth Revels, Business Process Analyst, each played a key role in Lee County's implementation of the SchoolCash platform in 2023.



### What is your role with the School District of Lee County and what were your first impressions of SchoolCash?

#### Michael Gatewood Jr.

I lead a team that works with bookkeepers in our district, auditing the funds they collect at our schools. I have held positions in Finance, HR and Payroll; prior to that, I was an auditor myself.

#### Kenneth Revels

I've been a Business Process Analyst at the District for two years, primarily assigned to business services. Before taking on this role, I was a bookkeeper for almost 17 years.

School-based staff members are really excited that the catalog can be posted to an online store. Families can go there, see what's available—spirit gear, for one thing—and buy it. I wish we had this when I was operating a school store because we would have made a lot more money.

The old software we were using was crashing all the time, so we were overdue for something new. I told Michael, "If we can just get everybody to buy into SchoolCash, they'll realize how much time it's going to save them and how much better it will be. It's going to make life so much easier for everybody involved."

KEV Group put together a great demo for us. We had 75 bookkeepers at the demo meeting, and they were all really excited about the new system.

### What are the main uses for SchoolCash and what do they involve?

#### Michael Gatewood Jr.

The bookkeepers at our schools were using outdated, standalone, DOS-based software so we wanted to bring all of the accounting under one umbrella. Our goal was to centralize the chart of accounts and vendor database in SchoolCash. This would enable us to pull district reporting without having to compile and enter data from every individual location, reducing the workload on our teachers and bookkeepers. SchoolCash also gives us a solution for processing credit card payments, something that parents have

#### By the Numbers



Number of Schools  
**118**



Number of Students  
**101,000**

#### SchoolCash Solutions

- SchoolCash Online
- SchoolCash Accounting

been asking for. Historically, about 90% of the funds we collect have been in the form of cash and checks.

### **Kenneth Revels**

Consolidating all of the accounting in one place is really big for us. In the old system, the vendor list was scattered all over. Trying to go through that list was brutal. When we moved the vendor list into SchoolCash, it was an incredible improvement.

### **Can you tell us a little bit about your experience with implementation and ongoing support from KEV Group?**

#### **Michael Gatewood Jr.**

We set up 95 schools in three months. The old software started giving us so many problems, we actually accelerated the implementation, finishing about a month ahead of schedule. We pretty much used SchoolCash right out of the box. Anytime we had a question, somebody from KEV was right there to answer it and walk us through what we needed to do.

### **Kenneth Revels**

I was impressed with the way KEV helped us during the implementation. My boss, the Chief Technology Officer, was very impressed with how fast we were able to implement SchoolCash. It's a solid product.

### **What advice would you give other districts when choosing to implement SchoolCash?**

#### **Michael Gatewood Jr.**

Why should school districts choose SchoolCash? They should choose it for the customer and support usability of the software. Our training partners have been great, which makes our job easier.

Also, support your bookkeepers. We organized some open labs for the bookkeepers so they could show us their work. We assisted them and answered questions. We wanted them to get comfortable with the platform. I think this has really helped.

### **Kenneth Revels**

KEV has been on top of everything. If our KEV rep doesn't know the answer to a question right away, she gets right on it and finds someone who can help. We usually get an answer within 24 hours. I think that's what Michael and I appreciate more than anything else. The whole time I was a bookkeeper, I never heard from the previous software provider at all. As I said to our CFO, you need to buy SchoolCash.

“School-based staff members are excited that the catalog can be posted to an online store, allowing families the opportunity to see what's available. I wish we had this when I was operating a school store as we would have made a lot more money.”

— **Kenneth Revels**  
Business Process Analyst



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KEV Group provides the only unified school activity and district fee management solution that enables K-12 schools to manage every dollar accurately, consistently, and efficiently. By seamlessly integrating and automating all activity fund management processes, the SchoolCash platform provides real-time visibility and control over how districts and schools create, collect, manage, track, and reconcile school activity and district fees. Parents benefit from an easy-to-use solution that offers convenience and supports all payment types. More than 22,000 schools across North America rely on SchoolCash to manage over \$4 billion in activity funds annually. Visit [kevgroup.com](http://kevgroup.com) to learn more.