A Complete Housing Management System that Reduces Cost And Makes Students Happier

June 20, 2003
Agenda

Welcome

Who/What is WebRoomz?

Advantages of an ASP Model

Closing Comments and Questions
Who is WebRoomz?

- A technology and services company
- Founded by student housing management company
- Created out of a need to improve two key operational issues:
  - Management efficiency resulting in cost reductions
  - Improved customer satisfaction
What is WebRoomz?

- **Web-based housing management system**
  - Configured to meet the needs of YOUR university
  - All content is customizable
  - Integrates with existing university systems and databases
    - One stop shop for housing
  - Unlimited number of users
  - Designed to increase staff efficiency and student satisfaction
    - Flexibility, automation, and superior student experience
History of WebRoomz

- Developed in 1999 by Place Properties for its own student housing
  - Place and its principals have 8 years experience in student housing management.
- 12,000 beds managed
- Place builds $300 to $500 million in housing yearly
- Existing housing software was too limited so we had to create our own
Brainstorm the design with several universities

Studied the housing application and assignment processes for 62 universities to ensure our design could accommodate any business rules

Due to demand decided in 2002 to make available to any university

WebRoomz spun off as separate corporation, now has 25 employees

Patent pending
What is WebRoomz?

A Complete Housing Management System

- Online applications
- Real-time room & roommate reservations and changes
- Online payments
- Online sale of any services and products
- Online help requests including room repairs
- Automatically organizes all work your staff needs to do daily
Additional Modules (coming soon)

- Conference Management
- Mailbox Management
- Key Management
- Telephone Management
- Inventory Management
- Judicial
- Facilities Management
- Academic and Activity Center Management
- And More...
SCT is the leading global provider of e-education technology solutions for institutions of all sizes and levels of complexity. SCT works collaboratively with clients and partners to provide the e-Education Infrastructure that enables institutions to create the digital campuses that fulfill their unique missions. The Company supports more than 1,300 client institutions worldwide with administrative and academic solutions, portal and community solutions, content management and workflow solutions, information access and integration solutions, and professional services.

Partnered with Banner, Matrix, and Power Campus product lines.

Blackboard Inc. is the leading enterprise software company for e-Education. Blackboard offers a complete suite of enterprise software products and services that power e-Education programs in our primary markets - Higher Education, K-12, Corporate/Government and International. Blackboard solutions deliver the promise of the Internet for online teaching and learning, campus communities, campus commerce services, and integration of Web-enabled student services and back office systems.
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What is an ASP?

An Application Service Provider:

- Is a 3rd party that hosts the application
- Distributes software over Internet
- Allows you to lease instead of purchase software
- Is responsible for servicing software, including upgrades
Financial Advantages of an ASP

- Faster ROI through quicker implementation
- No hardware or software to purchase
- Free upgrades
- No additional staff is needed - WebRoomz manages the system for you
- Pay a regular fixed fee vs. incurring a capital investment
...and the ROI is evident.

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<th>Investment Category</th>
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<td>Customer Insight</td>
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--- Conference Board Survey 2001
Technical Advantages of an ASP

- Ease of integrating multiple applications
- Provide state of the art technology (upgrades/new releases)
- Run applications on a global basis
- Reliable. Application is available 24/7
- Your data is always secure
- Complete control of your data with a powerful reporting system
- Application performance is outstanding
Management Advantages of an ASP

- Fewer headaches – no application to manage
- 24/7 access for customers
- Unlimited number of users
- Single point of contact of support from network to application to technical support
Example: WebRoomz

**Student Lifecycle**

- Apply for Housing
- Select Roommate
- Reserve Room
- Agree to Contract
- Pay for Services
- Check-in/Move-in

**Business Process Management**

**Student and Housing Management**

**Reporting and Data Management**
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