

The Connected K-12 Business Office and Enrollment Solution

Improve cash flow and elevate the family experience.

Your school's admissions and billing process has to function like clockwork to meet the demands of today's busy families. Word-of-mouth referrals are critical and parent frustration can spread like social media wildfire, which means the slightest snag can result in more than missed appointments, unsigned contracts, and overdue tuition payments. To protect your school's long-term financial sustainability, choose a connected business office and enrollment experience.

The Game-Changer You've Been Waiting For

Blackbaud has the total business office and enrollment solution for private and independent K-12 schools of all sizes. We connect the dots from initial inquiry to student billing, tuition collection, and reenrollment contracts, creating a seamless process that boosts parent confidence in the school and saves staff and administrators valuable time.

“The shift to Blackbaud solutions for enrollment and tuition management and our new use of contracts made a huge difference for the admissions and financial offices and has allowed us to better manage and track tuition dollars.”

—Jeff Gaier, Technology Director, Archbishop Moeller High School



Blackbaud Enrollment Management System™

Blackbaud Enrollment Management System excels with family-friendly features like intuitive application forms, self-scheduling appointments, customizable admissions checklists, and automated reminders.

Blackbaud's award-winning enrollment software offers these benefits:

- **Customizable applications and milestone checklists** for each school level
- **Self-scheduling feature** for admission visits and campus tours
- **Application tracking with automated reminders** to keep families informed and moving through the admissions funnel
- **Committee review hub** for collecting and managing candidate feedback
- **Individualized enrollment contracts** with included financial aid awards
- **One-step reenrollment** to simplify the process and drive retention
- **Intuitive admin dashboard** to quickly view inquiries, applications, and enrollment progress

Blackbaud Financial Aid Management™

Expand student access and streamline awarding with financial aid software that connects with your enrollment and tuition systems.

- **Customizable applications and calculation settings** to align your software with your school's mission and goals
- **Recommended award reports** based on your school's settings
- **Document review team** and automated verification and review processes reduce your workload
- **Seamless integration with Blackbaud Tuition Management™**, so awards display in the family's tuition portal for greater visibility and transparency

Best of all, families use the same login from initial inquiry through enrollment, applying for and accepting financial aid, and making tuition payments. Plus, completed enrollment contracts automatically provision family accounts within Blackbaud Tuition Management™, eliminating imports/exports, manual data entry, and a significant amount of time.



+21%
Inquiries

+11%
Applications

+22%
Contracts

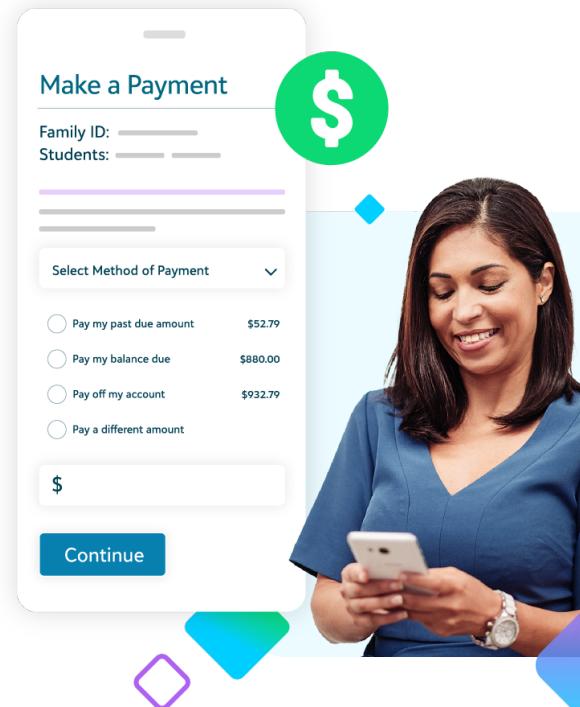
2021–2023 Blackbaud
Enrollment Management Data

Blackbaud Tuition Management™

After the enrollment contract creates and populates a family's account in Blackbaud Tuition Management, parents have the convenience of mobile account access, electronic invoicing, and a variety of payment options—all of which is provided with built-in efficiencies for the business office.

- **Individual or group billing** simplifies applying tuition and fees to accounts
- **Mobile-friendly payment portal** for ease of use on any device
- **Flexible payment plans and payment modalities** determined by the school so families pay using the methods best for them
- **Effective follow-up service** helps reduce tuition delinquency—less than two percent are past due beyond 90 days
- **Shopping cart feature** allows families to purchase optional items in the same portal they use to pay tuition and fees
- **Configurable reporting** and dashboards by stakeholder

Blackbaud Tuition Management is an accounts receivable subledger to Blackbaud Financial Edge NXT®, posting payments directly into the school's general ledger. School staff each have one role-based login to view it all.



ADMISSIONS PROGRESS **DECISION** **NOTES**

CHECKLIST

MILESTONE	DUEDATE	RECEIVED
✓	—	—
✓	—	—
✓	—	—
✓	—	—
✓	—	—
✓	—	—

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BLACKBAUD TUITION MANAGEMENT

TUITION & FEES

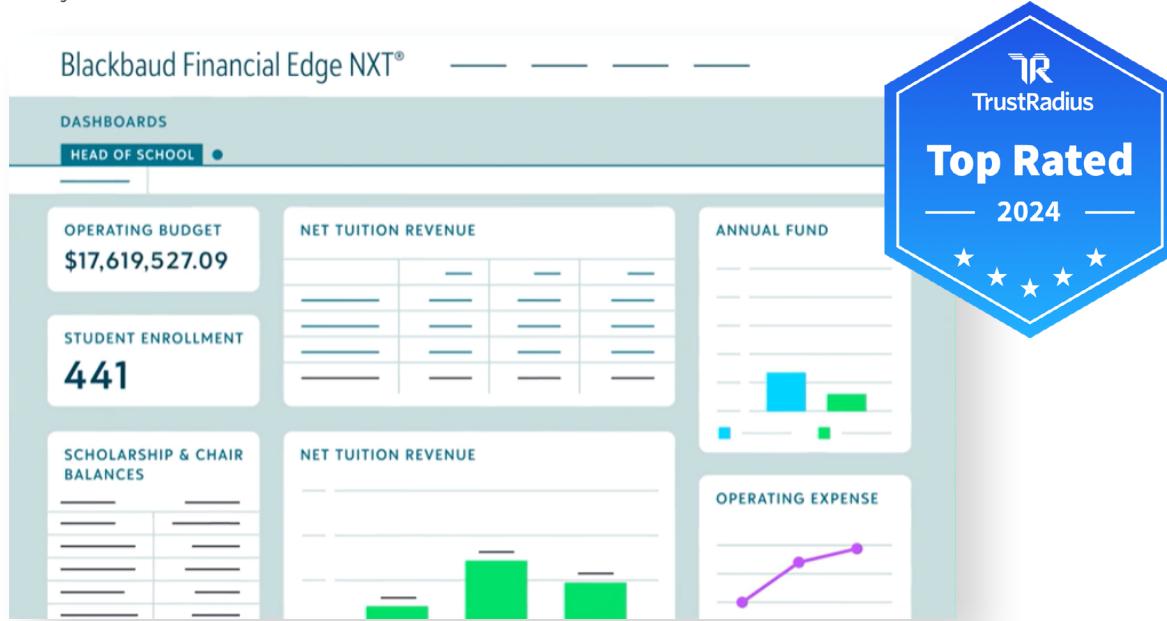
EXPENSES VS TUITION AND FEES	UPPER SCHOOL TUITION	TOTAL EXPENSES
<input type="checkbox"/>	\$11,500.00	\$13,400.00
<input type="checkbox"/>	\$500.00	\$500.00
<input type="checkbox"/>	\$200.00	\$700.00
<input type="checkbox"/>		\$0.00
<input checked="" type="checkbox"/> FINANCIAL AID	\$500.00	
<input checked="" type="checkbox"/>	\$700.00	
TOTAL EXPENSES		\$13,400.00

50%
Reduced Delinquency
Gonzaga College High School

Blackbaud Financial Edge NXT®

As a true GAAP-compliant accounts receivable subledger to Financial Edge NXT, Tuition Management seamlessly integrates into your general ledger and automatically recognizes deferred tuition revenue over the course of the school year. Tuition Management's premium billing solution provides one system for invoicing, payment data consolidation, and financial reporting. Financial Edge NXT is a full general ledger, including these features:

- **Comprehensive account, project, and grant records** that provide versatile tracking, budgeting, allocations, activity history, and much more—without the need to pull reports
- **An aggregated and holistic view of your school's spend** to save administrative time, reduce redundancies, and empower data-driven decision-making
- **Unlimited tracking characteristics** for balancing and filtering transactions—allowing you to capture important business data outside of your account string
- **A flexible account structure** that allows you to easily manage funds, accounts codes, and additional account segments—giving you multiple layers of reporting that can be arranged as needed
- **Automated reconciliation, budgeting, and audit tools** empower your business office with a single source of truth for your financial data



Blackbaud has the tools you need to connect your admissions and business offices, empowering your team to focus on what matters most.

Chat with us.

About Blackbaud

Blackbaud unleashes the potential of the people and organizations who change the world. As the leading software provider exclusively dedicated to powering social impact, Blackbaud expands what is possible across the nonprofit and education sectors, at companies committed to social responsibility, and for individual change makers. Built specifically for education, nonprofit financial management, fundraising, digital giving, grantmaking, and corporate social responsibility, Blackbaud's essential software accelerates impact through unmatched expertise and powerful data intelligence. Millions of people across more than 100 countries connect, give, learn, and engage through Blackbaud platforms.

