

# Modernization Strategy Update

April 9, 2018 - April 6, 2020



*Visualize the Possibilities* | April 5 - 8, Omaha, NE



# Application and Platform

# The Roadmap

Now



Architecture Review

Data Modeling & Standardization

PrismInsight Mapping

PrismInsight Report Additions

PrismPOS Integration MMP

3 mo.

Architecture Buildout

Completion of PrismPOS Integration

PrismPOS Implementation & Rollout

PrismInsight Implementation & Rollout

CRM Integration for PrismCORE

OF Integration for PrismCORE

180 Day Customer Engagements

6 mo.

Customer Discovery

- Buyback
- General Merchandise
- Course Materials Management

API & Services Exposure

12 mo.

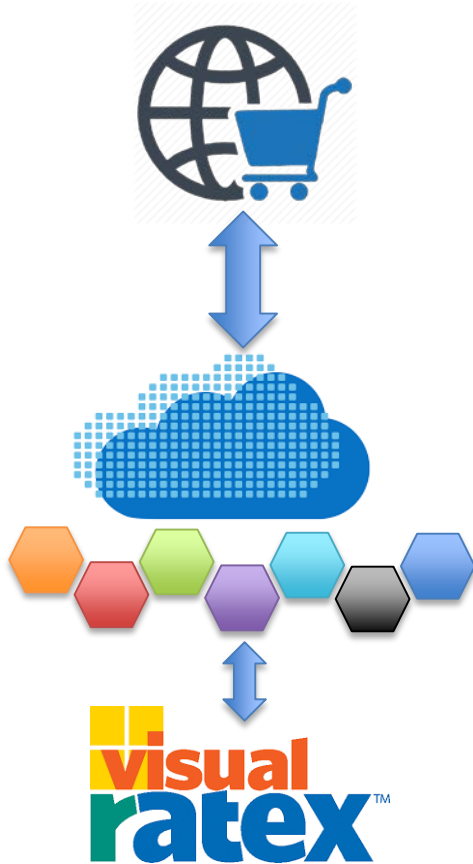
Ticket Review

- eCommerce
- Accounting
- Account Management & Processing



# Strategic Initiatives

# eRATEX



## Nine releases since the formation of PrismRBS

- PayPal
- Accessibility (WCAG)
- Inline editor (WYSIWIG editing)
- GDPR compliance
- Avalara Integration (eRATEX & VR)
- Bronto integration (+ 2 updates)
- Facebook pixel overhaul
- My transactions
- Advanced eCommerce plugin for Google Analytics
- Several hundred other fixes & enhancements
- eRATEX 1.15 due June 25, 2020

# eRATEX



## eRATEX 1.15 Release

- Revised checkout
- Accessibility improvements checkout & booklist
- Scheduled inline edits (create, schedule, presto!)
- My rentals & My GiftCards
- Site performance improvements
- Scheduled for deployment June 25, 2020



# VisualRATEX (VR) customer specific initiatives



**CRM and Order Fulfillment.** Unable to maintain momentum due to customer concerns for security, initiative shuttered itself.



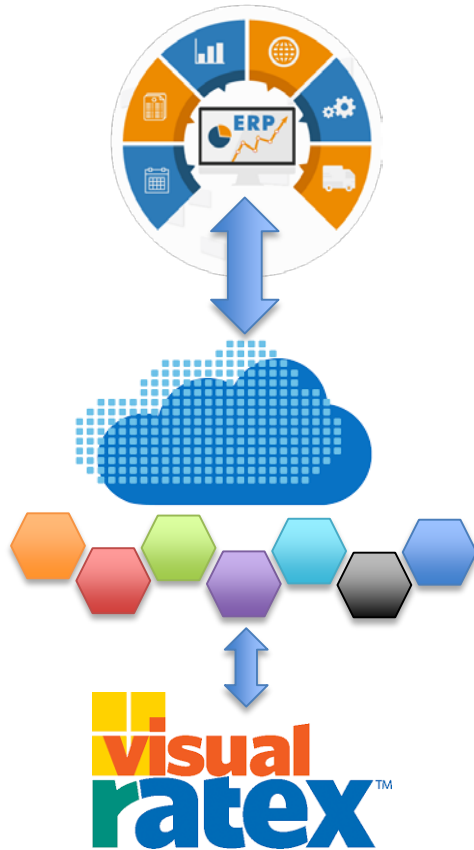
**PrismInsight** data mapping to VR provided challenges and data inconsistencies, currently re-evaluating product viability.



**PrismPOS** customizations became mandatory for each installation and MVP target continually moved. Eliminating POS general release to reallocate resources to modernization.

**NOTE:** All of these features and functionality are being evaluated for inclusion in the modernized platform.

# Modernization



Significant progress has been made

- GM module complete
- Course Material module > 75% complete
- Live with two PrismCore customers review/feedback

Backward compatibility is problematic

- Development time multiplier = 5x for Prism
- Estimate 10x for VR
- Artificial limitation on the outcome

Backward compatibility requirement will be removed



# VR Release Available Now



19.3.12 & MX 1.4 broadly deployed (many in UPG, please schedule go live)

NBC wantlist FTP available now

- Transmit wantlist; NBC responses create pending order lines
- Contact support for deployment
- Good documentation for setup & test plan

CO.SHF available now

- Still finalizing M1 reporting
- Building basic reports for inclusion in release
- True SKU based cost, margin, inventory performance

Avalara integration for order fulfillment

# VR Release Coming Out Soon



Digital 1.5 in beta (standalone digital, streamlined manual entry)

Digital discovery enhancements (better matching, digital only, enhanced parameters)

PayPal visibility & reporting

ShipEngine integration in beta for OF

- Still testing core functionality
- Then focus on workflow & efficiency



# State of the Business



- Narrow our focus to eliminate struggling strategic initiatives where the value isn't clear
- Focus our energy in areas that differentiate us and drive value to all of our customers
- Provide meaningful and tangible option to CRA member schools.
  - Stay the course with your current RATEX and eRATEX solution
  - Review a possible Migration path to PrismCore as an option

# One-on-One System Discussions to Date



- 8 meetings to date with RATEX customers
- Appreciative of frank conversations and ability to talk options with you
- All customers feel need for continued improvements in the ever changing industry
- 4 meetings scheduled this week. Email [sblackwell@prismrbs.com](mailto:sblackwell@prismrbs.com) to schedule your call
- We will share final results with everyone

# Questions?

Email [info@prismrbs.com](mailto:info@prismrbs.com)



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