

## Time is Money

### Figures

1. A single department can average 1,600 transactions for every \$100,000 in revenue collected.
2. Transactions generally include 1-3 registrations, reservations, and other items.
3. The average time for processing a single transaction is 15 minutes.

### The Math

1. 1,600 over the counter transactions at 15 minutes each requires 400 hrs in administrative time.

$$1,600 * 15 / 60 = 400$$

2. Factoring in an average employee wage and materials, that 400 hours can cost approximately \$10,000 per \$100,000 just to process registrations.

$$400 * 25 = \$10,000$$

3. The same 1,600 transactions done online by your public will cost you approximately \$2,500 in credit card fees and minimal time at the office.

$$\$10,000 - \$2,500 = \$7,500 \text{ in savings per } \$100,000 \text{ in revenue}$$

### Conclusion

MyRec.com's easy to use public side of the software encourages your public to register online.

This means that a department doing \$200,000 in revenue who transitions just 50% of their registrations from over the counter to online can save \$7,500 *after* paying credit card fees.

### Example

One such department is now:

- a. Paying for their credit card fees and the MyRec.com system, freeing up an additional \$4,000 from processing registrations to be used for programming
- b. Moving administrative time from taking registrations to adding more programs, which in turn increases revenue