

**SAVING A BILLION
DOLLARS IS COOL**

***THE CASE FOR THE
CLASSROOM P&L***

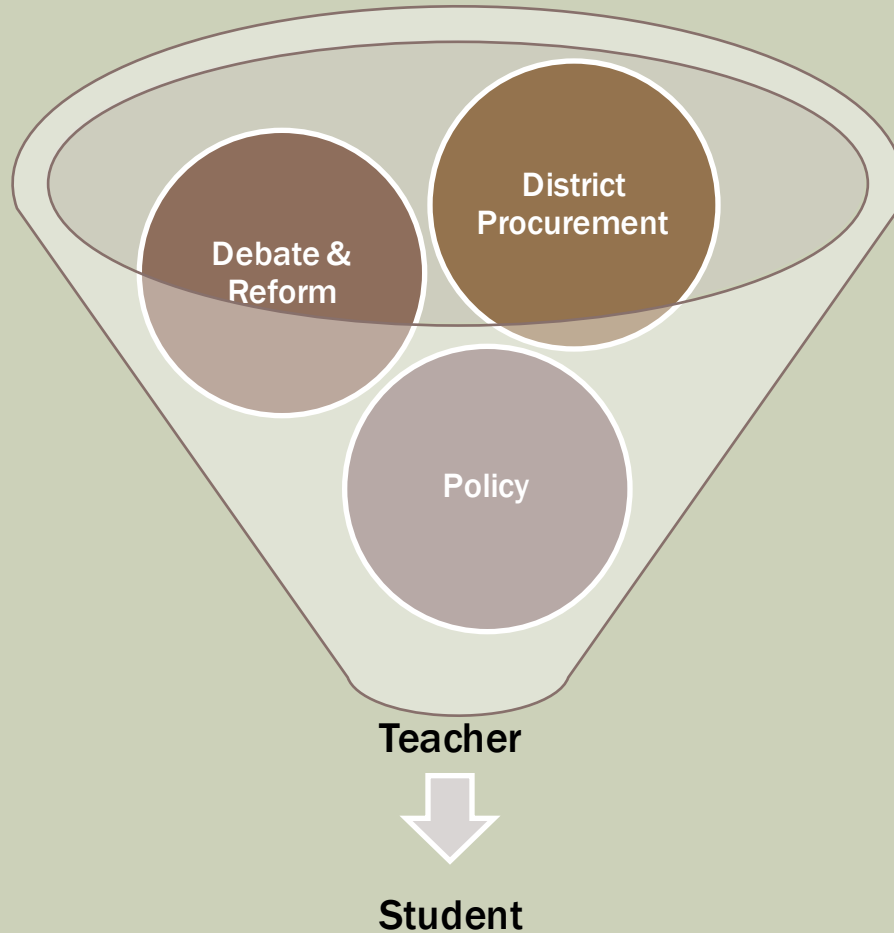
Jamie
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Founder, CEO
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ABOUT ME

ClassWallet
Founder, CEO

AdoptAClassroom.org
Founder

SINGLE POINT OF DISTRIBUTION: THE TEACHER



**Teachers need resources to meet
personalized learning needs**

GETTING RESOURCES IS HARD WORK

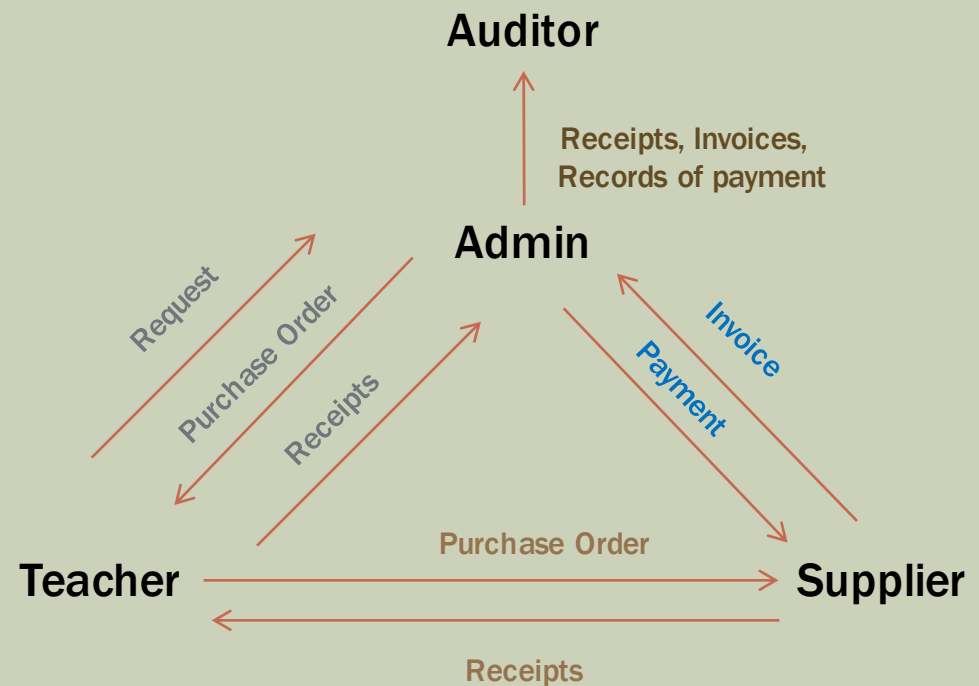
Time consuming

Many middlemen

Lots of forms and paperwork

LOTS OF PAPER. MANUAL PROCESSES.

- Tracking procurement of dollars inherently entails a “paper trail”
- Can take months to complete the fund-spend-reconcile lifecycle
- Inadequate tracking has severe consequences with IRS



EXPENSIVE FOR DISTRICTS

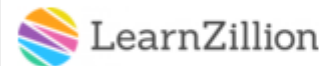
Cost to process a purchase order ranges from \$59 to \$741 with an average being \$217.*

**Center for Advanced Purchasing Studies (CAPS), an organization jointly established by Arizona State University W.P. Carey School of Business and the Institute of Supply Management*

MANY COMPANIES NOT EQUIPPED TO MANAGE PURCHASE ORDERS



Kaymbu



NEWSELA

MYSTERY
science

\$1.5 BILLION ANNUAL COSTS

3.5 million teachers
x 2 requests per year
x \$217 overhead costs per purchase order
= \$1,519,000,000 per year

SOFT COSTS

73% teachers surveyed reported that they “often” experience stress at work

These respondents, the survey found, are unlikely to have the authority to make decisions on their own or to be able to count on their managers for support, and they are likely to leave work physically and emotionally exhausted*

**American Federation of Teachers and Badass Teachers Association, Quality of Worklife Survey (Washington, DC: American Federation of Teachers, 2015)*

FRUSTRATION

One of teachers' greatest sources of frustration is their lack of authority to determine how to meet demands in ways that will benefit students.*

** Dinah Sparks and Nat Malkus, Public School Teacher Autonomy in the Classroom Across School Years 2003-04, 2007-08, and 2011-12, Statistics in Brief, no. 2015-089 (Washington, DC: National Center for Education Statistics, 2015)*

TIME AND PAPERWORK DRIVE TEACHERS TO PURSUE ALTERNATE MEANS

Crowdfunding

Going out of pocket

(Teachers spend \$1.7B out of pocket every year*)

**Thejournal.com/articles/2013/07/01/k12-teachers-out-of-pocket-1-point-6-billion-on-classroom-tools.aspx*

COMPOUNDED COSTS FOR DISTRICT

No visibility

Little accountability

CHALLENGE

Empower teachers with ability to get resources to meet personalized learning needs quickly and efficiently

Maintain accountability and quality control

Manage costs

MOVEMENT

There is a growing movement to transform the profession with teachers serving as the agents of change—rather than being the targets of it.

Simultaneously, growing numbers of policymakers are becoming aware that deeper learning outcomes for all students will only be achieved with their teachers leading the transformation of schooling*

* Barnett Berry, *Teacher Leadership and Deeper Learning for All Students* (Carrboro, NC: Center for Teaching Quality, 2016)

THE CASE FOR THE CLASSROOM P&L

Give teachers a classroom budget

**(In some small part) put them in
the driver's seat of their classroom**

EMPOWERING TEACHERS IS EFFECTIVE

When teachers are given the opportunity to select resources for the classroom, they are more likely to report the resources were effective

When given less choice, they are less likely to report products were effective*

*Teachers Know Best, What Educators Want from Digital Instructional Tools (Bill & Melinda Gates Foundation, 2014)

SAVE BILLIONS

Eliminate processes and paperwork that consumes soul crushing amount of time and effort and billions (literally!) in overhead costs

IMPROVE TEACHER MORALE

Reduce teacher stress

Create an environment of support

IMPROVE STUDENT OUTCOMES

Re-allocate cost savings toward efforts that have more impact on student outcomes

THE CASE FOR THE CLASSROOM P&L



THANK YOU

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