

CASE STUDY

University of Dallas

39%
savings on
CRM license cost

Saves
\$90,000
annually on
staff salary costs

Saves
\$50,000
annually on Human
Resources software

PREVIOUS PROCESS

Multiple CRMs and manual processes

In the past, the University of Dallas used multiple systems to manage applications. Four colleges each had their own CRM, and staff used manual processes to complete their work.

SLATE SOLUTIONS

Single platform for multiple schools and business purposes

After onboarding Slate, the University of Dallas reduced four different CRM systems to two Slate databases. The University replaced separate athletics management software and a document management system with Slate.

Users realized that Slate could manage hiring and Human Resources functions. Staff now use Slate to collect applications, schedule interviews, and review job applicants.

Application volume growth and operational efficiencies

Application volume grew significantly, and application processing time also decreased substantially. Slate's robust automations facilitated communications with prospective students. Application completion rates rose, and the University collected more enrollment deposits.

RESULTS

Systems consolidation and cost savings

By consolidating four CRM licenses to two Slate databases, the University saved 39%. Staff replaced a separate document uploader with Slate, saving \$9,000 per year. By managing athletics in Slate, the University saves \$9,000 per year on separate software. Human Resources licenses typically run approximately \$60,000 per year. By using Slate for recruiting, the University saves \$50,000 annually. Manual work performed by campus employees decreased thanks to Slate's automations. This change resulted in the reduction of two FTE roles totaling \$90,000 annually.

Increased application volume and improved applicant experience

Over a four-year period, application volume grew by over 20%. Applicants appreciate the easy-to-use interface. Slate's sophisticated technology also matches the University's future-facing brand.

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