

VALENCIA COLLEGE

“At Valencia, RevenueVision® has helped us increase the profitability of our snack and beverage vending operations while also improving overall service to our commuter students. Our commissions jumped by \$40K in just one year by using the near-time data in RevenueVision®. We were able to identify when machines were over or under performing, change machine locations to meet student traffic and test the right mix of products by machine. We were also able to identify the opportunity to swap out vending machines in two locations in favor of mini-markets to better meet student needs while also increasing the profitability of our vending operations.”

JEFFREY FILKO, Director, Auxiliary Services

SNAPSHOT

VALENCIA COLLEGE

Valencia College is a public state college in Orlando, Florida with six campuses across three sites. In 2011, it was named the top community college in the United States by the Aspen Institute.

92

VENDING MACHINES MANAGED
WITH REVENUEVISION®

\$60,000

IMPROVEMENT IN COMMISSION
REVENUES OVER 2 YEARS

VALENCIA COLLEGE has been a partner of The Solution Design Group since 2015. The partnership originally started to support financial audits, so all contracts could be easily managed and maintained in one place to support an auditor review. The team at Valencia College quickly realized the potential to use RevenueVision® to manage and optimize its network of 92 beverage and snack vending machines across several campus locations. RevenueVision® has helped Valencia not only increase the revenue and profitability of its vending operations but also improve beverage and snack availability to its large commuter student population.

CHALLENGES

- Needed a central way to manage all contracts to support financial audits
- Needed a way to easily verify and validate vendor commission payments
- Needed a tool to track vending machine operations and revenue to make sure its commuter student population was well served while on campus

RESULTS

- **Increased vending commission by \$40,000** in one year while also **improving service to students** by using data in RevenueVision® to keep machines more consistently stocked with product, moving machines to underserved locations, and testing for the right mix of products
- Used RevenueVision® to **identify another \$20,000 in commission potential while increasing service to students** by identifying two high traffic vending locations that would be better served by mobile mini-markets which had 3x the revenue and commission generating potential to a vending machine
- Used RevenueVision® to quickly and easily **validate that vendor commissions** are accurate and in accordance with the contractual terms in order to satisfy audit requirements