



# Follett Virtual Campus

Follett Virtual Campus helped Saint Mary's successfully transition to a virtual campus store website to ensure student success, family savings and increased efficiencies for teachers and administrators.

## THE CHALLENGE

Saint Mary's High School, founded in 1876, is a Roman Catholic, co-educational, college preparatory school in Stockton, California, with a student body of close to 1,000 students and a faculty/support staff totaling over 100.

For over 20 years, the high school had enjoyed a longstanding relationship with a book needs supplier. But when the vendor went out of business, the school was faced with higher costs and no ability to transition to an iPad digital program in the years to come.

It was time to find a new bookstore vendor who would augment the continued transformation of the campus into 21st century educational institution – a partner who could deliver increased family savings and efficiencies immediately, and pave the way for future needs.

## THE SOLUTION

From course material adoption and inventory management to delivery to students, Follett Virtual Campus can handle as much or as little as a school needs. Follett customized a virtual campus store website for Saint Mary's, providing access to course materials and supplies that Saint Mary's students need to succeed in school.

Affordable options for families include rental books (Follett's first-ever nationwide textbook rental program provides savings up to 50% off the price of new books); new books (Follett's network of 7,000+ publishers ensures access to the latest course materials); and used books (offering the industry's largest inventory, Follett's used books provides savings up to 25% off the price of new books).

And to help families get the most out of their book purchases, at the end of each term, Follett offers St. Mary's a buyback option so students could sell their used books for money.

## THE RESULTS

Saint Mary's new Follett Virtual Campus store website was fully operational within eight weeks.

Saint Mary's families appreciate the full range of buying options, particularly the new ability to rent text books. Administrators value Follett's streamlined, online material adoption tool that delivers access to the most up-to-date materials, and saves time. Finally, administrators enjoy the gain in efficiencies and increased revenue share, and the seamless and stress-free transition, thanks to constant care and attention from a Follett Client Manager. Follett's tools easily integrated into the school's existing platform, eliminating the need for costly and unwelcome upgrades.

And when Saint Mary's joins the growing list of high schools transitioning to a digital platform, Follett will be standing by with its ever-expanding digital library that can save students up to 60% off the price of new textbooks.



*"Initially, we had some concerns about transitioning from our previous supplier to Follett and wondered how difficult the implementation to a new system would be. We were pleasantly surprised at how easy and seamless the entire process was. Follett assigned a dedicated transition team and developed a customized plan that addressed all of our operational issues. Within just eight weeks, our virtual campus website was fully operational and providing our students affordable course material options."*

– Luigi Gherardi  
Student Activities Director  
Saint Mary's High School



Since 1873, Follett has served as the trusted partner in education for students and educators at all levels of learning. Today Follett serves more than 47 million students through the delivery of physical and digital learning materials, retail services, school content and management systems to more than 80,000 early childhood, primary and secondary schools, and on more than 1,000 college campuses. Follett is a privately held company headquartered in Westchester, Illinois.