



Since 1980, Skyward's SIS and ERP solutions have helped more than 2,500 school districts save time, connect with families, and empower success. By blending advanced technology guided by actual users with world-class support delivered with a personal touch, Skyward is the clear choice for K-12 leaders who want to spend less time on tasks and more time with students. To learn more about the next generation of K-12 administration software, visit www.skyward.com.

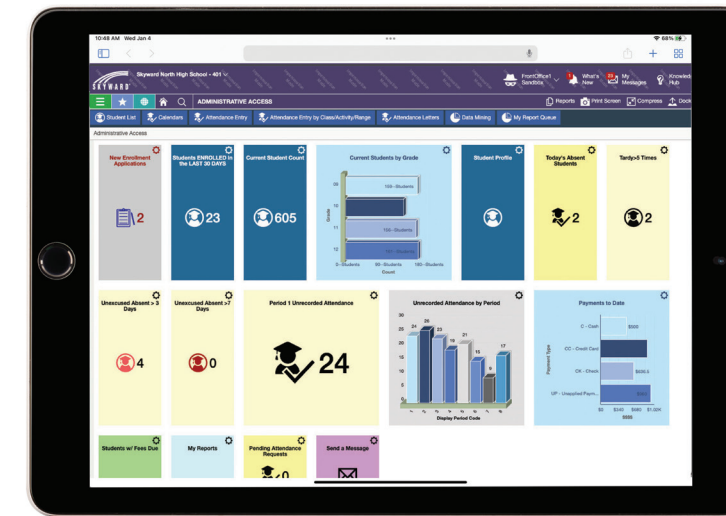
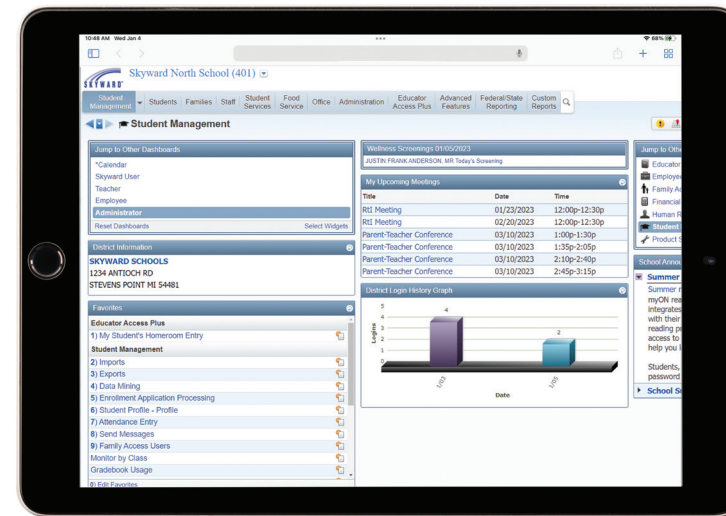
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MIGRATING TO QMLATIV: WHAT YOUR TEAM NEEDS TO KNOW



MOVING INTO THE FUTURE OF K12

We know how important it is for your district to stay at the forefront of education, especially when it comes to the technology you use every single day. Since Skyward's start, we have rewritten our software five times to keep up with the growing needs of the districts we serve, and in 2016 we announced the latest evolution of our school management platform: Qmlativ.

To help answer customer questions about Qmlativ, we started the Qmlativ Migration Center — the migration readiness and implementation management dashboard — and we sat down for a Q&A with Tim Casey, our vice president of Qmlativ migrations.

Here Tim shares his insight in to the features, functionality, and migration process behind Qmlativ, and all of the benefits a district can gain by making the move.

MEET OUR VP OF QMLATIV MIGRATIONS:



Tim Casey, vice president of Qmlativ migrations, has been with Skyward since starting in 2005. Prior to heading up the Qmlativ migrations team, Tim has led the project management, state and federal compliance, as well as customer success teams. Tim has helped hundreds of Skyward customers successfully migrate to Skyward solutions.

BEGINNING WITH THE BASICS:

Q: Tell us a little bit about the department you oversee.

A: The department is called Qmlativ migrations. As more and more schools purchased our Qmlativ product, the product itself naturally matured. As that happened, we saw a growing need to dedicate staff at Skyward to focus solely on helping our existing SMS 2.0 customers with their successful migration to Qmlativ.

Q: How many people do you have on the team, and what do they do specifically for customers migrating to Qmlativ?

A: We have six people on our team and they serve as the single point of contact for our customers who are completing the migration process from SMS 2.0 to Qmlativ. Our team works closely with the district's project team to guide them through the entire migration process, including things like coordinating their PDC training classes, helping them establish internal deadlines and milestones, and talking with them about successes that other districts across the nation have had in their migrations. With our team every conversation is intentional, and we work hard every day to help customers achieve success in their journey to Qmlativ.



Back row: Lexie Harmsen, Becca Borre
Front row: Tim Casey, Mason Czaikowski
Not pictured: Nicki Matson and Donna Gehring

TRAINING IN THE PDC

Get everyone up to speed during migration with the Professional Development Center (PDC). Benefits of the PDC include:

- Self-guided training at your pace
- Training is customized for different positions and roles on staff
- Intuitive, step-by-step progression through courses and checklists
- PDC coordinators assign courses and monitor module completion
- Skyward migrations team members offer coordination assistance in the PDC

Q: Why should districts consider a change over to Qmlativ?

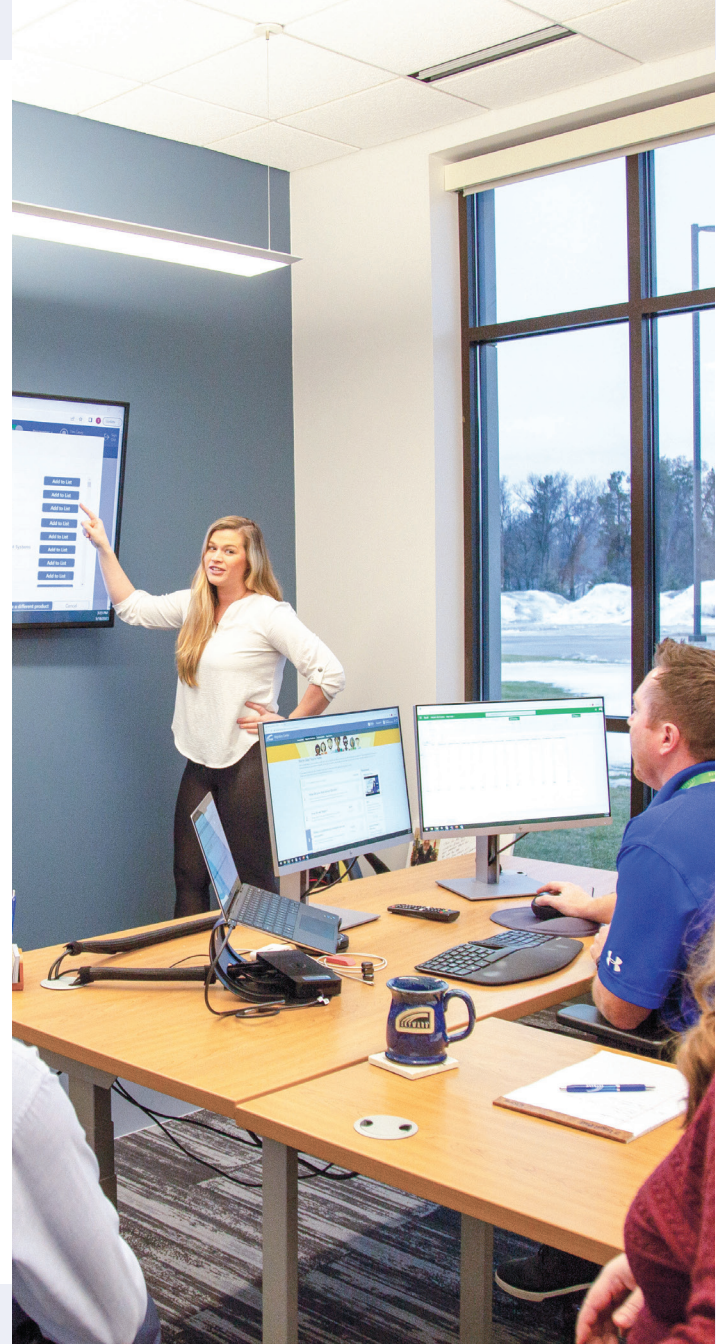
A: The biggest reason is flexibility of the program. One reason Skyward has been so successful for the past 40+ years is because we listen to our customers. For years our customers have been asking for a SQL based product, so that is what we set out to deliver. Qmlativ provides more customization options and allows users to create graphs, charts, and data points on the fly, via our Live Tiles. This customizable dashboard allows the end user to enjoy one-click access to the areas of the program that are specific to them and their day-to-day tasks, and their most frequently used areas of the system.

Q: What are some of the immediate benefits customers will see when moving to Qmlativ?

A: One of the biggest appeals for users is the more modern, easy-to-navigate look of the interface. It's clean and simple, and was developed alongside our users through a series of in-depth UX testing. Another immediate benefit is the efficiency of the new platform. For instance, when users submit state reporting information, they can make changes on the fly to get their state reports out faster. All of these state reports have such critical timelines, but in other systems or even in SMS 2.0. it took hours to make changes and rerun reports. With Qmlativ, they can get those produced much quicker.

Q: What kind of feedback have you heard from districts who have already migrated?

A: My team has heard so many positives from the districts they've helped to migrate. For instance, a customer from Huntington, Texas talked to me about how intuitive the program was. From a user interface perspective, it wasn't a cumbersome program you get lost in — it just made sense. As customers reflect on efficiencies they want to see in their day, we want to make the UI very at-your-fingertips so they can grab what they need faster than before. It's also as self-directed as users want it to be. If they need support from Skyward, we're here to help, but there are also self-support options to find resources as soon as possible without needing to wait for a response.



READY TO GO? WHAT YOU NEED TO KNOW

Q: Which states can begin migrating over to Qmlativ?

A: We have some states that are using both product lines that are all ready for migration, but there are also some states that aren't able to run Qmlativ yet. It's important for those districts to keep an eye on rollout updates so they can jump into migration as soon as possible. Although your state might not be ready for Qmlativ just yet, you can still go out to the migration center (migrationcenter.skyward.com) and get started with providing us feedback

Q: How can a district determine if they are ready to migrate to Qmlativ?

A: Step one is for the district to go to the migrations center at migrationcenter.skyward.com and click into the section called "considerations." The one consideration that I highlight most often is that you need to know security groups in SMS 2.0 will not migrate, which gives our users a unique opportunity to start over when it comes to assigning access to the program for their users. We have so many schools that look at security specifically and recognize that it's a critical area to move to Qmlativ, and that they need to plan the time and resources to do it right from the beginning.

Q: What happens if a district determines that they are ready?

A: First, they go through the Migration Center with their project team. If at that point they determine that the time is right for them to make the switch to Qmlativ, their next step is to talk to their sales representative about the cost for migration. As more and more customers have migrated to Qmlativ the product has continued to grow, so we are already taking reservations for migrations out into 2024 and 2025. Reserve your spot today!

Q: Have there been any districts that thought they were ready, but weren't prepared for the migration in reality?

A: Yes, but our motto is that we're not going to let you fail. There have been a few districts that didn't meet deadlines for some setup and configuration tasks and we've had to push back the live date. It's not like running an update overnight on the computer. We don't want to scare anyone, but we want to be very transparent about the effort it takes to migrate.

Q: How long does a full migration process take?

A: It really depends on the customer and their project team. We offer a 4-month, 6-month or 10-month migration option, which means, at the 4-, 6- or 10-month date from go-live, you'll receive the first copy of your districts data in Qmlativ and you can begin data validation, security setup and configuration.

Q: How long will I have access to my SMS 2.0 databases after the migration?

A: If your data is hosted by ISCorp, that SMS 2.0 data is available for three months after your go-live date. If for some reason you need access to that SMS 2.0 data again, it would only take a simple service call to ISCorp to load any updates and spin the database back up. Likely, this would come with a nominal fee and terms for our how long the database would be operational.

YOUR MIGRATION, YOUR TIMELINE

Migration to Qmlativ is even easier when you can choose your own timeline to make the move. With four-, six-, or ten-month migration options, we're ready when you are!



- See your data migrated in a preliminary version four, six, or ten months out from your official go-live date
- Play with your data in a sandbox version of Qmlativ before release
- Add custom forms, validate data, set up security, configure your database, and much more
- Choose four- or six-month migration for the same price
- Ten-month migration offers a second preliminary version, letting you see your refreshed data before go-live
- Skyward Qmlativ migration team members are available for assistance throughout the migration process

TAKING YOUR CONCERNS INTO CONSIDERATION

Q: Should SMS 2.0 users be worried that the platform is being suspended any time soon with districts moving to Qmlativ?

A: It will be suspended at some point, but we haven't identified when that will be, and when it does happen, it will be state-by-state. We also want our customers to know that when we announce a sunset, they'll have at least a two-year heads up before that happens.

Q: Is the cost of migration going to be substantially lower than looking at a new system altogether?

A: Yes, in both cost and complexity. The training in the PDC means significantly lower service costs from not having a traveling service team from Skyward. The annual license fees for Qmlativ are reviewed for each individual customer. Most districts can expect a nominal increase. We wanted to make costs as low as possible so people didn't feel the need to shop around for other systems.

Q: Is there a size limit to the districts that can migrate? Can Qmlativ handle very large district populations?

A: It's already being used by almost 600 customers nationwide, one of which is a district with 70,000 students. It scales up or down very naturally.

Q: If customers figure out that there is something they want in Qmlativ that isn't there yet, is there a feedback process for that?

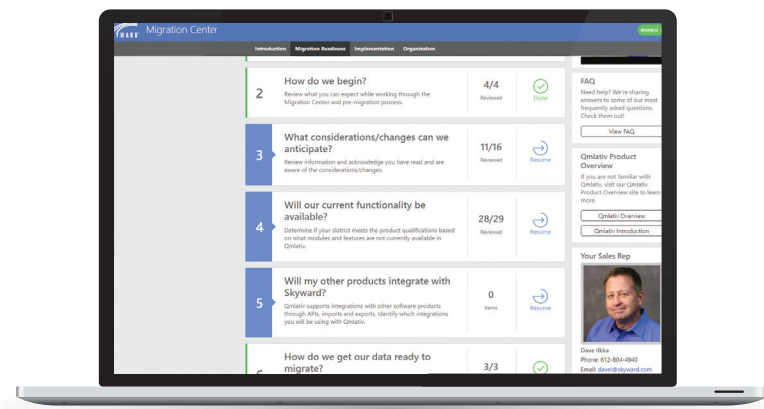
A: Absolutely. We have a Product Ideas Portal where they can enter that information and feedback, and we will look at what the users have to say about how to make their experience reflect exactly what they want and need. We want to hear that and take it into account to continue building a better product.

Q: So when can all these districts begin migrating?

A: If a district runs the student side only, or if they run Skyward student and finance/HR in a combined database, they must go live on Qmlativ during the summer months. If a district only runs the finance/HR side of Skyward, they can migrate any month out of the year, except December, January, and July. December and January are out because of W2 processing and July is Skyward's busiest month of the year for implementing new customers and staffing for existing customer support. Step one though, is to complete the migration center and get the ball rolling if Qmlativ is available in your state.

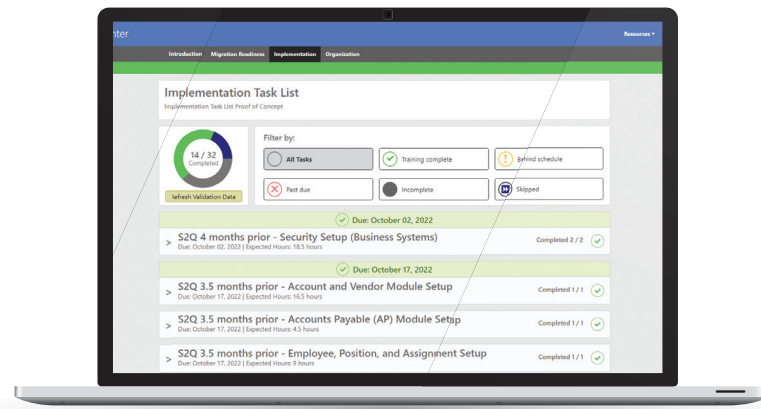
GET READY BEFORE YOU BEGIN!

The Migration Center is the one-stop hub for everything your district needs to start the move to Qmlativ. Inside, you'll find videos to get your team familiarized with Qmlativ, a comprehensive readiness checklist to determine your district's eligibility for migration, a step-by-step guide to full implementation, and much more. Here's a sneak peek at the Migration Center, and the innovative features it has to offer.



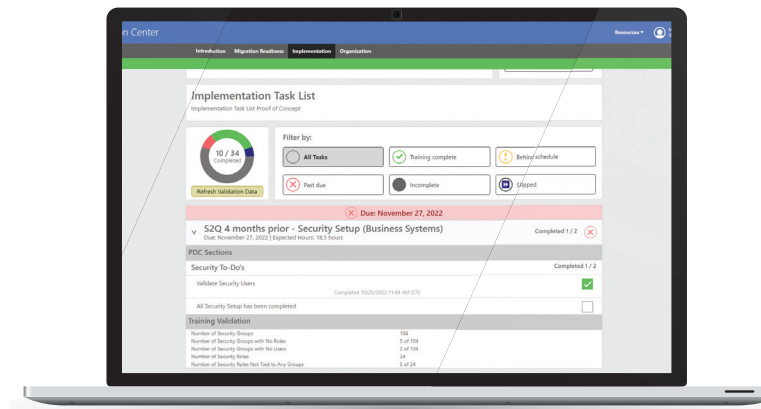
MIGRATION READINESS TAB:

- Confirm your site is ready for migration to Qmlativ with our self-paced, step-by-step process.
- Walk through different checklists to prepare for the exact process of migration.
- Enjoy full transparency and more excitement for migration to Qmlativ by helping us to anticipate your district's readiness at each stage.
- Check which third-party programs will integrate with Qmlativ with our in-depth integration tool.



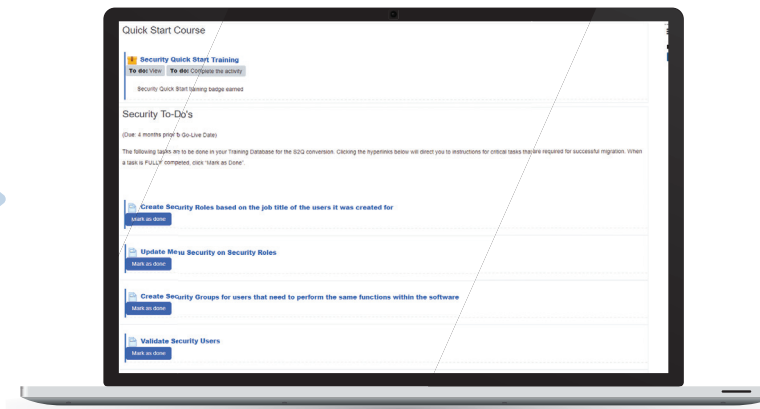
IMPLEMENTATION TASK TAB:

- See your implementation task list displayed within the Migration Center once your purchase order is submitted.
- Track your progress along with your team and your Skyward Qmlativ migrations manager throughout the implementation process.
- Stay organized with a comprehensive list of due dates for your Professional Development Center (PDC) courses and tasks.



IMPLEMENTATION LATE TASK:

- Monitor your due and past-due implementation tasks with a color-coded task list. If tasks are late, they will turn red.
- Devise solutions to get back on track alongside your Qmlativ migrations project manager.

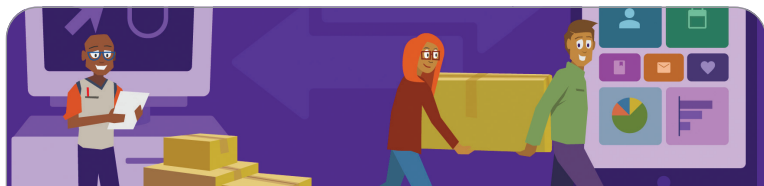


PROFESSIONAL DEVELOPMENT CENTER (PDC):

- Complete professional development tasks one at a time in order to meet the task list deadlines on schedule.
- Find PDC modules for training, validation, and setup of specific Qmlativ database areas.

SEEING SUCCESS WITH QMLATIV — SUCCESS STORIES

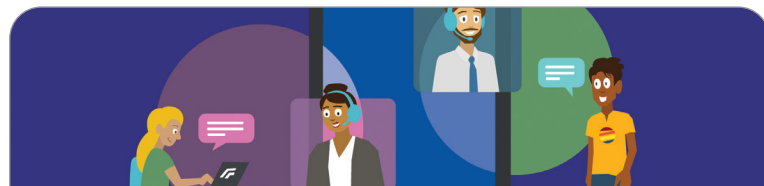
With nearly 600 districts already migrated to Qmlativ, it wasn't long before the success stories came rolling in. Hear the success these two districts found by making the move to Qmlativ:



Manteno CUSD No. 5 — Manteno, IL

For a district who has been using and giving feedback on Skyward solutions since 1999, migrating to Qmlativ was a no-brainer. Since migrating, Manteno has enjoyed the flexibility of Qmlativ's customizable features and the modern, intuitive tools, while still getting the high-quality support they know and love.

Take a deeper look:



Glenbrook High School District 225 — IL

After migrating to Qmlativ, Glenbrook High School District 225 was able to leverage the ERP solution to make day-to-day business even easier for their employees — from navigating health insurance benefits to streamlining district purchases. The best part of the migration? The constant support they found in their partnership with Skyward, and being able to share their experiences with others.

View the experience here:



HOW DO I GET STARTED?

Change can be intimidating, but what's the cost of remaining comfortable? A migration to Qmlativ from Skyward's SMS 2.0 system is a step into the future of student and business management for your schools, without the added challenges that come with moving to an entirely new vendor. Find flexibility, intuitive use, and a service team that will see you through every step of the process.

Ready for your district to make the move forward? Contact your Skyward account representative, then visit migrationcenter.skyward.com or scan the QR code to see when your Qmlativ journey can begin.

