



Apollo Career Center Meeting Workforce Demands

Customer: Apollo Career Center

Location: Lima, Ohio

Website: www.apollocareercenter.com

Students Serviced: 640 high school students and 5,000 adults per year

Product: Lumens Workforce

“Using Lumens has saved us valuable time and money in registration paperwork, reporting information, and marketing. Our customers now visit our web site for the most current course information.”

Tonya Bukowski, Adult Education
Administrative Secretary at Apollo Career

Apollo Career Center and Augusoft® are working together to meet the ever-changing demands of an emerging workforce successfully. Apollo Career Center is a Vocational School located in Lima, Ohio serving nine counties in Northwest and West Central Ohio. Apollo provides career technical training to high school juniors and seniors, and adults wanting to enter the workforce or change careers. In 2010-2011, Apollo served over 650 high school students and 5000 adult students in full and part time programs.

Business Needs

Prior to implementing Lumens®, Apollo used three different versions of homemade software with little technical support to manage student registration and track student information. All three of these packages “crashed” repeatedly and student information was lost each time. When Apollo wanted to create an additional course mid-term, it would mean a lot of time on the phone, extra paperwork and no way to advertise the new course. In most cases it simply couldn’t be done because of the exuberant amount of staff hours it would involve.

Apollo looked at several registration software systems on the market before selecting Augusoft Lumens to help resolve these issues and better support its program.

“We chose Lumens because it offered us more areas of tracking than the other systems that we looked at, and it was web-hosted,” said Tonya Bukowski, Adult Education Administrative Secretary at Apollo Career Center.

Lumens - the Way of the World

Apollo Adult Education publishes a course catalog three times per year that is mailed to approximately 65,000 households in a five county region. This catalog includes course dates for all upcoming classes of the season. It is full of valuable information and is a proven tool in bringing students to Apollo. But what this catalog doesn’t contain is the ability to expand or change mid-season. When a new class needs to be created just weeks before the start date of a course, the catalog becomes of no assistance in attracting students for that class.

For more information about other Augusoft customer successes, please visit: augusoft.net/success

This is where Lumens steps in and is different from other software systems; it becomes the new catalog. With just a quick trip to the Apollo website, all the necessary information on the new class can be attained in three clicks or less and students can also register for this newly created class instantly online.

“For some of our courses the demand is so high that we have to schedule another class at the last minute,”

State Tested Nurse Aide (STNA) Program Manager Ruth Nichols explains. “We can’t just turn these people away, so we now just put another class on our Lumens site and it begins filling up right away.”

Something so simple as adding an additional class at the last minute could not have been done prior to Lumens. Now when Apollo sees a demand, the need can be filled immediately - thanks to Augusoft Lumens.

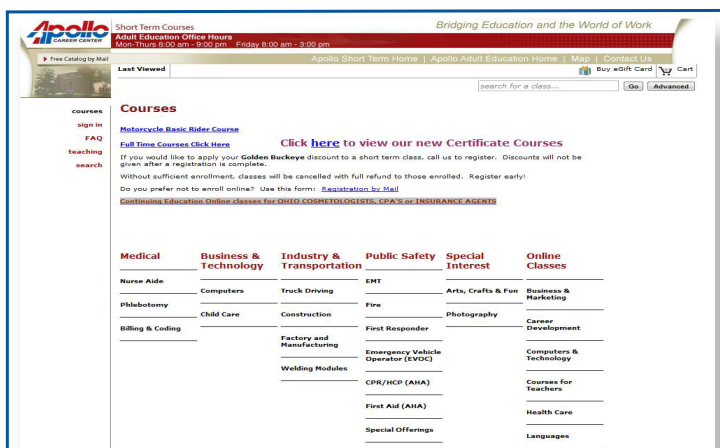
For Apollo Career Center, using Lumens software is not just limited to a single STNA course. In addition to Apollo’s 12 full-time courses, the school offers dozens of short-term classes every year, ranging from public safety classes to manufacturing and industrial modules to special interest classes like golf or antique appreciation. Thanks to Lumens software, Apollo now has the ability to create, delete or amend any short-term class at any time. Having the ability to quickly add and post a class online has made a big difference for Apollo.

“Giving students the ability to register online allows us a new kind of flexibility not even imagined in the past. With Lumens our students are able to quickly view what courses are available online and self-register for classes from their homes or anywhere they have Internet access,” said Bukowski. “Having information available to the public

in this forum is the ‘way of the world’ and Apollo is finding success in that.”

More than Online Registration

“The Lumens system has replaced our registration software,” said Bukowski. “It keeps very accurate information and can do more than what we thought it could.”



While no software package can ever replace the importance of human contact and the ability to discuss and advocate face to face, Lumens frees up “busy work,” allowing Apollo’s support staff to spend even more time tending to students and meeting their needs.

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in registration paperwork, reporting information, and marketing,” said Bukowski. “Our customers now visit our web site for the most current course information.”

In addition to the students and staff who use the system, the administration at Apollo is also pleased with the results that Lumens gives them. “Lumens has provided our students with the many conveniences offered through online registration capabilities,” said Rick Turner, Dean of Students. “It has also given our school very useful data through the comprehensive reporting system now available to us.”

Apollo also works closely with Augusoft as a member of its Product Advisory Board to improve Lumens for day-to-day use, and on future enhancements. An example of this was the help Apollo provided in the development of Lumens Workforce that Apollo now uses to run its entire program.