



From Chaos to Clarity: Actionable Strategies to Streamline Payment Collection District-Wide and How to Turn a Vendor Into a Partner

How Stevenson Partnered with a Tiny Startup to Transform School Payments

Shannon Weld - Stevenson
Director, Fiscal Services



Mandy Johnson - Stevenson
Manager, School Operations



David Kopf - Omella
Co-founder and CPO



Stevenson High School

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Why We Went Down This Path

Even at an advanced school like Stevenson — it was stressful, fragmented, and high cognitive load.

\$10M+

per year in
payment volume

10

software systems
fragmented & hard to use

\$100K+

fees annually

THE PROBLEM

We Had Multiple Systems to Accept Payments, Forms & Signatures

Ticketing

PDFs

Credit Card Processors

Various Payment Processing Platforms

Excel

Paper Receipts

SIS

Tracking Dues/Permissions

Cash

Manual Setups and Band-aids to Solutions

THE CHALLENGE

Keeping the Accounting Clean

- Numerous systems being used creating confusion
- Reconciliation was manual and error-prone
- Accounting lacked visibility
- Payout reporting clarity



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THE ORIGIN

It Started with a Handshake at IASBO 2024.



THE PARTNERSHIP

What Made This Different

This wasn't a sales pitch. It was a partnership from day one.

They Listened First

Understood our workflows before proposing anything.

Started Small, Shipped Fast

One use case first. Got it right, then expanded.

Built What We Needed

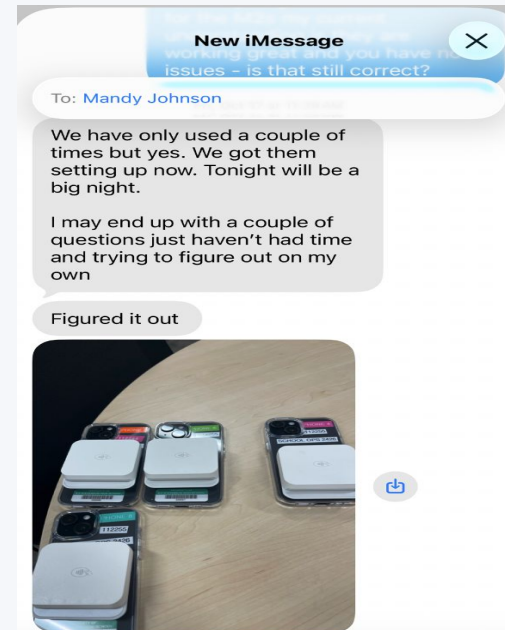
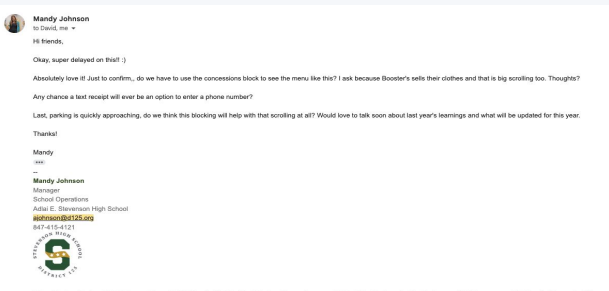
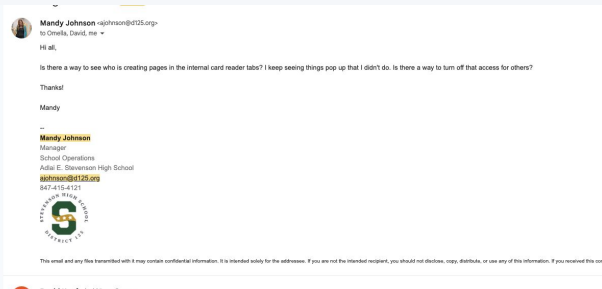
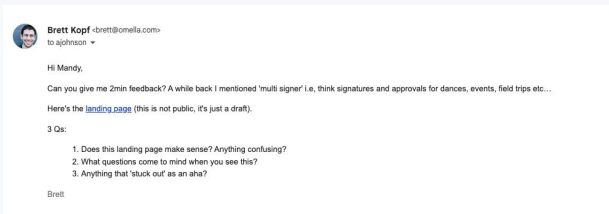
We needed card readers. They built them.

They Showed Up

Visited our school. Talked to students. Watched us operate.

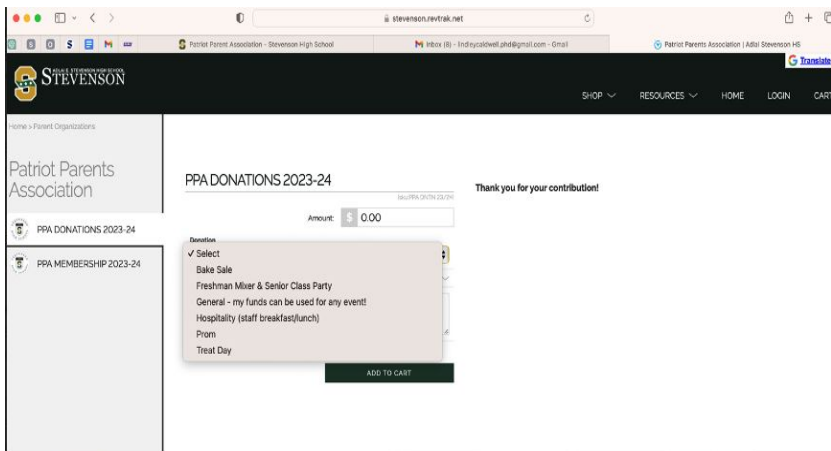
HOW WE WORKED

Fast, Direct & Transparent Communication

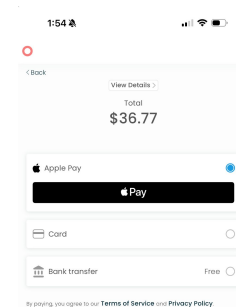
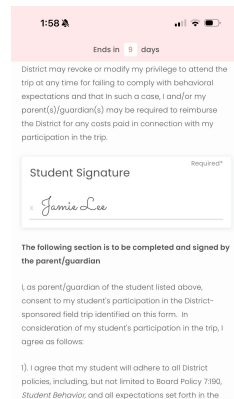


We Started with One Problem

PAYMENT PAGES



BEFORE



2026 National Chinese Honor Society Induction Ceremony

Students newly inducted into the NCHS are required to pay a \$4 membership fee. This fee will cover your membership and certificate. NCHS Pins and Tassels are also available for purchase for both new and returning members. Membership dues must be paid by April 20th.

Student First Name Required*
Type your answer here...

Student Last Name Required*
Type your answer here...

Student Email Required*
Type your answer here...

Student ID Number Required*
Type your answer here...

Are you a new inductee?

Yes
 \$0

No
 \$0

Optional Purchases

NCHS Pin Required* + Add

NCHS Tassel Required* + Add



AFTER

IMPACT

And Then Another...

PARKING

BEFORE

Stevenson High School Events
2023-24 Term Parking
 Parking - 2023-24 Term Parking
 Mon, Jul 10, 2023 at 7:00 AM - Fri, May 24, 2024 at 11:00 PM

Your phone is your ticket

Fall Term (8/14-11/3) \$175 Unlocked with access code 64972	0	+
Spring Term (2/19-5/23) \$175 Unlocked with access code 64972	0	+
Winter Term (11/6-2/16) \$175 Unlocked with access code 64972	0	+
Waiver \$0 Unlocked with access code 64972	0	+

Have an access code?
 Type in access code

Access codes applied
(64972 X)

AFTER

omella Stevenson* 2025-26 Term Parking

This campaign has started

Please use the below as a reference to add to your purchase process.

The below shows an overview of all lots at Stevenson. The box you will select from here will bring you to Lot D - Field House or Lot E - Sports Center.

Lot D - Field House

Lot E - sports

***Internal* 2025-26 Term Parking**

- Term parking is available to registered users only.
- The registration process, including fee payments, must be completed before you will be able to purchase term parking.
- After paying for your fees, please allow 24 hours for us to upload your ID into the parking system. This is a manual process and there will be a slight delay from when your payment is made to when you can purchase parking.
- There are 3 terms available to choose from - each student can purchase up to 2 terms based on availability (each term costs \$200).
 - Term 1 Fall - 8/10/25-10/31/25
 - Term 2 Winter - 1/12/26-2/28/26
 - Term 3 Spring - 3/22/26-5/02/26

Spot owner and Vehicle information

Spot Owner (Primary) Last Name Required*
 Type your answer here...

Spot Owner (Primary) First Name Required*
 Type your answer here...

Vehicle Make Required*
 Type your answer here...

Vehicle Model Required*
 Type your answer here...

License Plate Required*
 Type your answer here...

Term 1 (Fall) 8/11/25-10/31/25

Lot D: Field house Unavailable

\$200

Please list the Space Owner's ID # — Term 1 (Fall) Required
 The Space Owner is the person responsible for the spot. If this is the first term you purchasing, simply enter your ID Number. If it is the second term you are purchasing enter your ID number followed by "2". For example, if your ID were abc, you would abc2.
 Type your answer here...

Please select a spot from the field house (Lot D) — Term 1 (Fall) Required
 Select...

Lot E: Sports Center Unavailable

\$200

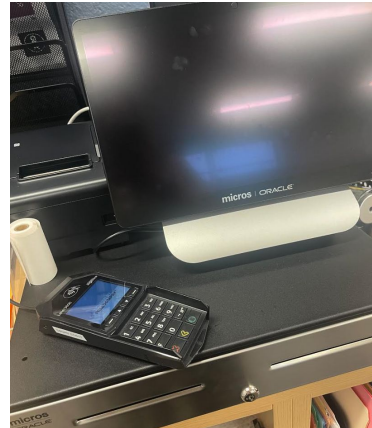
Please list the Space Owner's ID # — Term 1 (Fall) Required
 The Space Owner is the person responsible for the spot. If this is the first term you

IMPACT

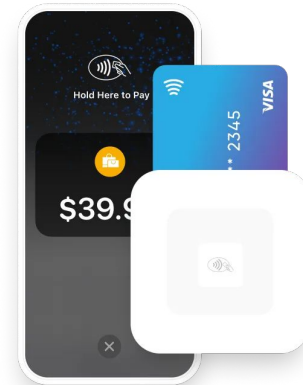
The Game Changer...

IN PERSON PAYMENTS

BEFORE



AFTER



THE JOURNEY

Then It Grew — It worked + trust

1

In-Person Payments

Concessions at games & events

2

Fundraisers

Team & club fundraising

3

Dues & Fees

Parking, registration, club dues

4

Signatures

Digital forms & approvals

5

Card Readers

They asked — we built it

6

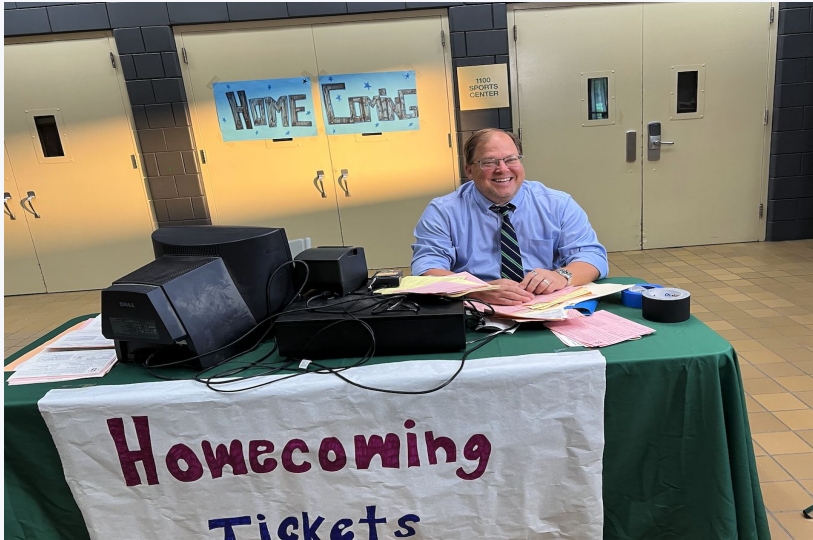
Workflow

Full approval workflows



THE BONUS

One More Thing. It's Actually Fun!



The Outcome

6 → 1

Systems
Consolidated

Faster

Payouts &
Reporting

~\$100K

Saved in fees

Happier

Parents & Staff

100%

Financial Transparency

OUR ADVICE

What I Wish I'd Known

01 Test responsiveness early

We texted Omella about slow card readers — they shipped an update in days.

02 Start with one use case

Don't sign a district-wide contract for 10 features. Solve one pain point first.

03 Look for partners, not vendors

The ones who visit your school and build what you ask for — those are worth it.



Questions?

Shannon Weld - sweld@d125.org

Mandy Johnson - ajohnson@d125.org

Stevenson High School

David Kopf

Omella, Co-Founder

david@omella.com

omella.com

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