

CLAY COUNTY DISTRICT SCHOOLS

Synergy to Focus Conversion Plan

August 27, 2025





What is a Student Information System for?

A Student Information System (SIS) is a tool schools use to keep track of student info like attendance, grades, and schedules.

The SIS helps with things like signing up for classes, recording grades, sending updates to parents, and managing demographic information.

In Florida, this is also how we report to the state which drives our funding and accountability.



Attendance
Grades
Schedules



Funding
State Reporting
Student Services



Why go to Focus in 2026?

The Focus Student Information System (SIS) is now established in over 50 districts in the State of Florida. As they are headquartered in St. Petersburg, they are firmly rooted in Florida State Reporting, which is very complex.

Other systems in Florida have not gained the momentum to keep up with the state reporting changes that take place nearly monthly.

This reporting is essential, as Clay County District Schools' funding, compliance and accountability relies on accurate data being sent to the state. As the public educational landscape is getting more competitive, our district must leverage every tool to make work more efficient. We want the best tools for our students, parents and staff.



Why go to Focus in 2026?

Efficiency

Process Improvement

Data to Inform Decisions

Maximize Funding



What's the cost savings?

	Focus	Focus - Description	Synergy	Synergy - Description
Year 0 2025-2026	\$177,250.00	Project Management (\$0 Subscription)	\$457,767.01	Subscription
Year 1	\$392,150.00	Subscription	\$463,767.01	Subscription
Year 2	\$403,914.59	Subscription	\$469,767.01	Subscription
Year 3	\$416,031.94	Subscription	\$475,767.01	Subscription
Year 4	\$428,512.89	Subscription	\$481,767.01	Subscription
Year 5	\$441,368.28	Subscription	\$487,767.01	Subscription
Total Cost	\$2,259,227.70		\$2,836,602.06	

\$577,000+

cost savings
over 5 years



What are factors that should be benchmarks of a conversion to the Focus Student Information System?



Let's make the **registration process simpler for parents** by providing integrations to systems like Florida Shots and FASTER to speed up transfers. Also, by going to Focus we can participate in an upcoming record exchange program with the other 50 districts in Florida.

Efficiency



State Reporting should be simplified. Focus is based in Florida and understands the changing landscape in FLDOE reporting. With over 50/67 districts, Clay would be able to lean on collaboration with other districts.

Maximize Funding



State reporting is how a district claims its share of funding. The ability to be able to **predict FTE as well as monitor trends in enrollment** is important in the **competitive** educational landscape.

Maximize Funding



What are factors that should be benchmarks of a conversion to the Focus Student Information System?



Time is money! Focus will allow us to be able to **improve district processes**. Every click saved is important in making sure our work is as efficient as possible. How can we help support our people better?

Efficiency



A student information system conversion is a great **opportunity to build tighter relationships between IT and district stakeholders** to ensure compliance to state/federal rules.

Process Improvement



Data is needed to be able to inform school decisions. Teachers, staff and school leaders should have access to customizable reports to make sure we are **serving our students to the best of our ability**.

Data to Inform Decisions



Let's take a look at how Focus can help improve our processes in Clay County District Schools...



What's the timeline for the project?

2025-26 SY

SEP. - OCT.



Purchase of
Focus SIS



IT:
Data Migration #1



Business
Process Owner
Groups

NOV. - JAN.



Data
Validation



IT:
Data Migration #2



Redefining
Processes



Record Secretaries
& Scheduling Teams
Basic Navigation
Training



* PEER Training



Testing
Documentation
& Training

FEB. - JUNE



End User Training
• Registration
• Scheduling
• Other processes
(ESE, ELL,
Attendance
Discipline, etc.)



Teacher Training
(Early Adopters)
• Attendance
• Rosters
• Gradebook
• Referrals



Redefining
Processes



IT:
Integrations

2026-27 SY

JULY - AUG.



Focus SIS goes live
in July 2026 for
all users



Teacher Training
(Preplanning)
• Attendance
• Rosters
• Gradebook
• Referrals



Testing
Documentation
& Training