Web-based Sales

- Continuation of the "paperless" effort

- All licenses sales will be conducted via the internet; Department's web sales system

- Provides a more efficient and accurate system for capturing license sales

Web-based Sales System

Multiple benefits for license vendors

- No Merchant Fees
- No Surety Bond Required
- No chance of a lost or stolen license
- System sells customer-appropriate licenses
- No end of month reconciliation

- No shipping fees
- No special equipment
- No special security measures
- Future ability to sell all Department licenses

Web-based Sales System

License buyers benefits

- Accurate data capture
- Customer purchase history
- Wider selection of licenses types to purchase locally
- Prevents erroneous duplicate purchases

- Sold appropriate license from vendor
- Accept credit cards or checks
- Future assistance with Draw Applications

Web-based Sales System

Multiple benefits for the Department

- Capture accurate license information
- Link to the law enforcement revocation and parental responsibility act listings
- Linked to hunter harvest reporting system for all license sales
- Immediate revenue recognition

- Management of paper system is eliminated; saves on production and data entry costs
- Allows more local businesses to become vendors
- Saves Department manpower and fiscal resources

Web-based Sales System

Business processes that need to be addressed

- How to handle voided licenses
- Because system is web-based, the collection of cash for payment is an issue
- Payment of the $1 vendor fee/license document to vendors; payment will happen but payment process needs to be identified
- Elimination of specialized carcass tag
- Validation of license information
- Use of "card readers" to collect license buyer any payment information

Web-based Sales System

Survey of the current 177 vendors:

- 152 vendors want to move to the web-based sales system. The main reasons for the support were: system would allow them to be more accurate, save time in monthly reconciliation, save time in issuing licenses and overall is a past-due development.

- 15 vendors like the idea but won't remain a vendor if there are higher costs associated with the new system.

- 10 vendors will not participate for two main reasons: not computer-savvy or there are internet connectivity issues.

Questions, Thoughts, Concerns?