



# Malone University Scales Transfer Success Without Scaling Staff

## Executive Summary

### Challenges

Prior to DegreeSight, Malone’s credit evaluation process was heavily manual and time-consuming. Without a dedicated transfer office, much of the work fell to a small team—primarily one admissions counselor working closely with the registrar. The lack of transparent, real-time communication around transfer credit evaluations created friction in the recruitment process and uncertainty for prospective students. Transfer candidates—along with undergraduates holding CCP credits—often lacked clarity around how their coursework would be applied.


### Solution


Malone implemented DegreeSight’s Inbound platform, enabling prospective students to upload transcripts via a branded credit evaluation tool on the university’s website. This tool empowered both students and staff with real-time visibility into how credits would transfer. The admissions team could instantly show students what they would see—creating a shared, transparent experience that instilled confidence.




CASE STUDY

### Malone State University

 Canton, OH

 1,200+ Students

 Private Christian University

**Product: Inbound**

## Results

**Automation:** 72% automation rate at launch

**Lead Generation:** Over 45 new inquiries right after launch

**Time Savings:** Significantly reduced manual transcript reviews

**Impact:** More transparency, faster commitments from transfers



### Eric Young

Vice President for Enrollment and Marketing

*“DegreeSight has transformed how we recruit transfer students. It gives them immediate clarity on how their credits apply, which builds trust and speeds up decisions.”*

*“With a small team, having this level of transparency and automation has been a strategic advantage.”*

**40** Average New Leads per Month

**30%** Boost in Transfer Student Deposits