

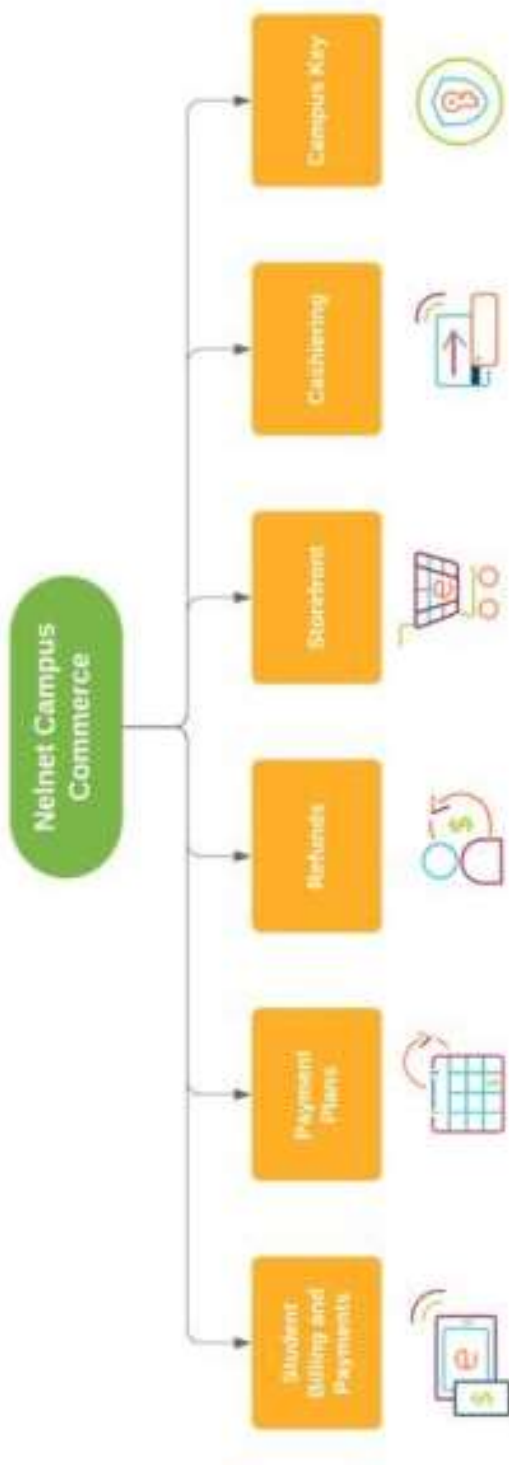


Embracing Compliance and Security, and Moving to the Cloud in a COVID World

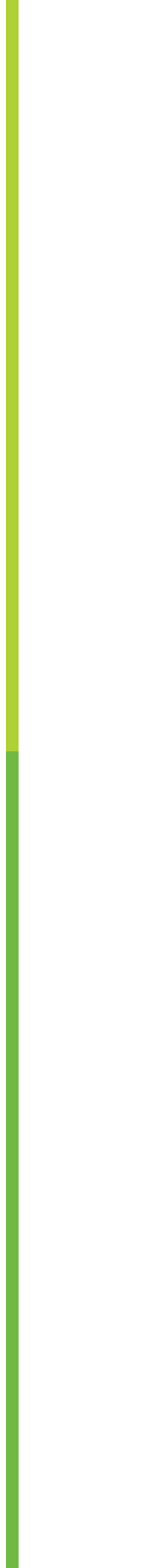
ICCCFO 2021 Virtual Conference



Good Afternoon!



Virgil Lopez
Regional Vice
Nelnets Campus



Discussion Points and Learning Objectives

Topics

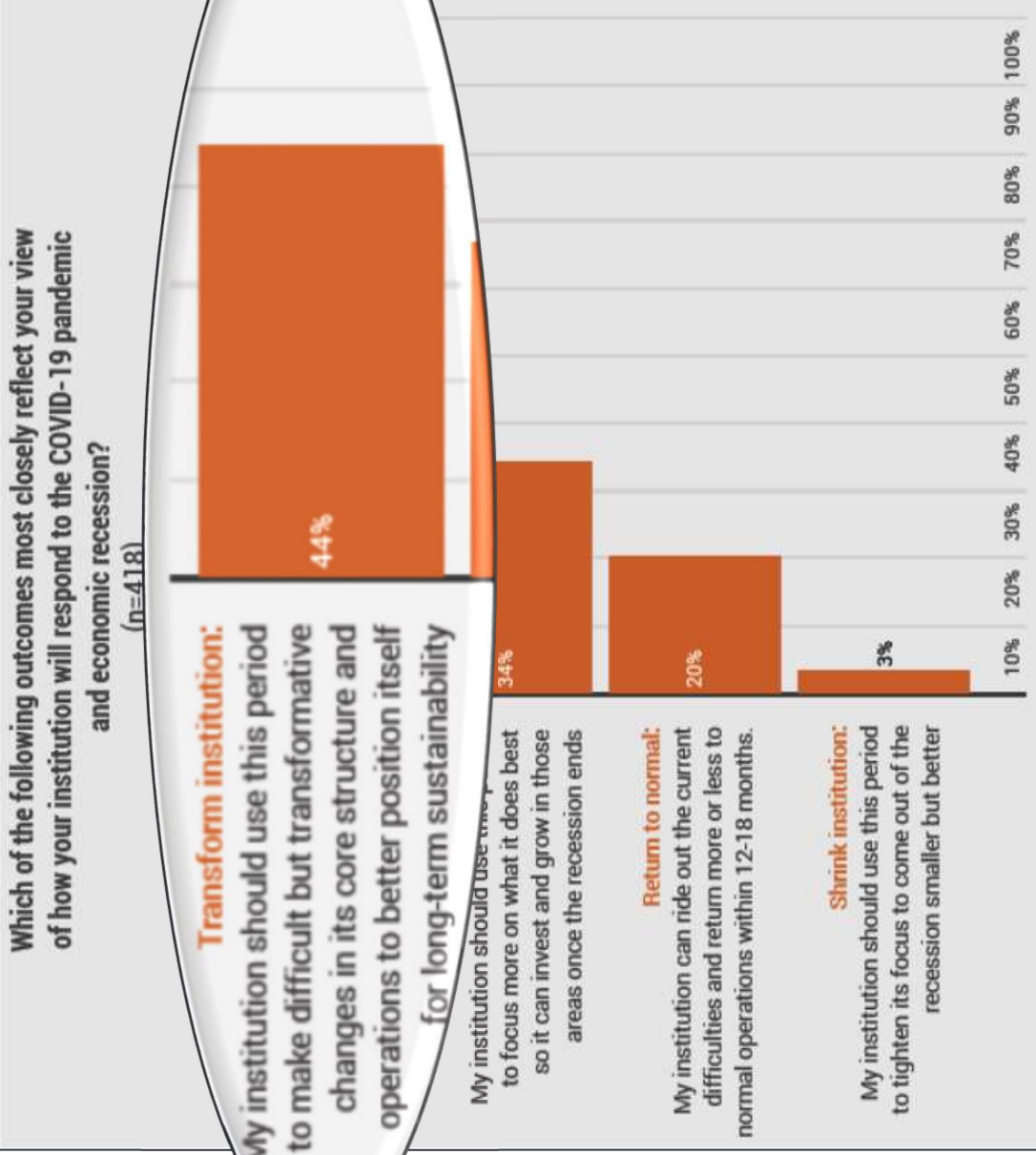
1. Security
2. Compliance
3. Cloud

Goals

- ✓ Awareness of security threats facing institutions
- ✓ Understand compliance expectations and contactless payment solutions
- ✓ Learn more about cloud integration and where Nelnet fits in



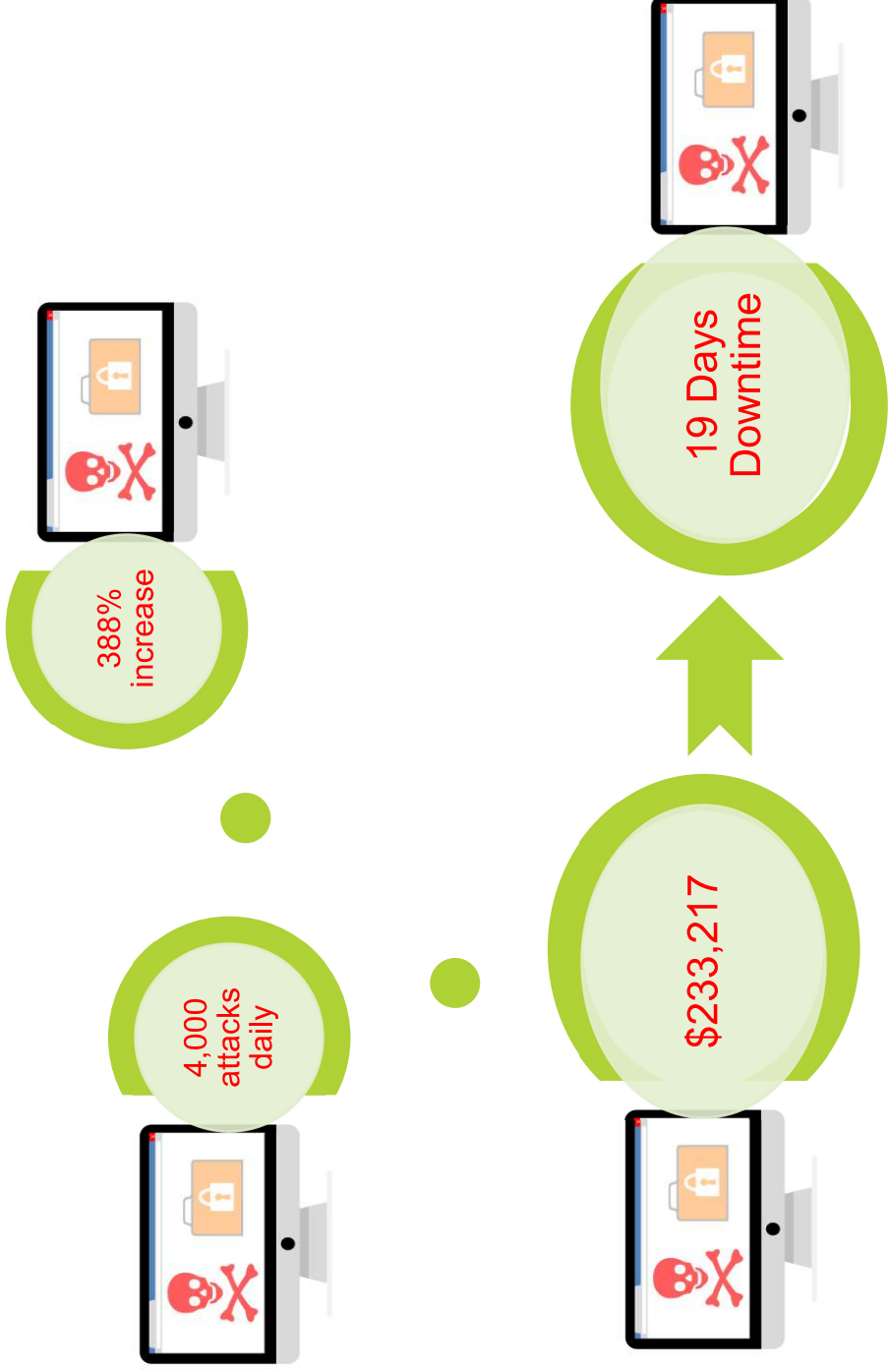
Responding to COVID-19 and Recession



I believe my institution needs fundamental changes in its budget programming, or other

74%

Security Threats, Ransomware



Higher Ed ransomware attacks spiked from 8 in Q2 to 31 in 2020. Ransomware attacks on educational institutions typically follow a specific pattern

\$200 Billion

Security Prevention

Prevention and Response Plans

- ✓ Monitoring the dark web
 - [Research and Education Networks Information Sharing and Analysis Center \(REN-ISAC\)](#) at Indiana University plays an important role in helping institutions stay on top of cyber threats
- ✓ Verify your vendor partners
- ✓ Evaluate user readiness
- ✓ Training and awareness
- ✓ Put it on repeat
- ✓ Spend where it makes sense



Compliance

Payment Techn a **Smarter** Cam

- Team of 80+ professional and experts
- Nelnet Campus Commerce is PCI Level 1 assessed
- P2PE devices via Bluefin
- Relieving the burden with a hosted solution

Clarifying PCI-DSS assessment

Partnering with a provider who maintains Level 1 PCI-DSS Service Provider can relieve most of the burden of securing payment information, allowing them to focus their efforts on providing students with educational opportunities.

PCI DSS 4.0

What to know?

- ✓ Does *not* alter 6 key goals and 12 requirements of PCI DSS
- ✓ Does adjust methodologies and processes to keep up with new technologies in payments

Suggested changes

1. Access Management may include revision requirements to reflect latest industry best practices and multi-factor authentication
2. Risk Assessment requirement could be revised to reflect changes in threat landscape and management process.
3. Customized Approach may be the major change. Organizations are allowed the flexibility to tailor requirements and implement them on the in

PCI DSS v4.0 Development Timeline*



* All dates based on current projections and subject to change

Question

Q: Is your institution considering a move to the Workday or Ethos cloud enviro

Answer Options:

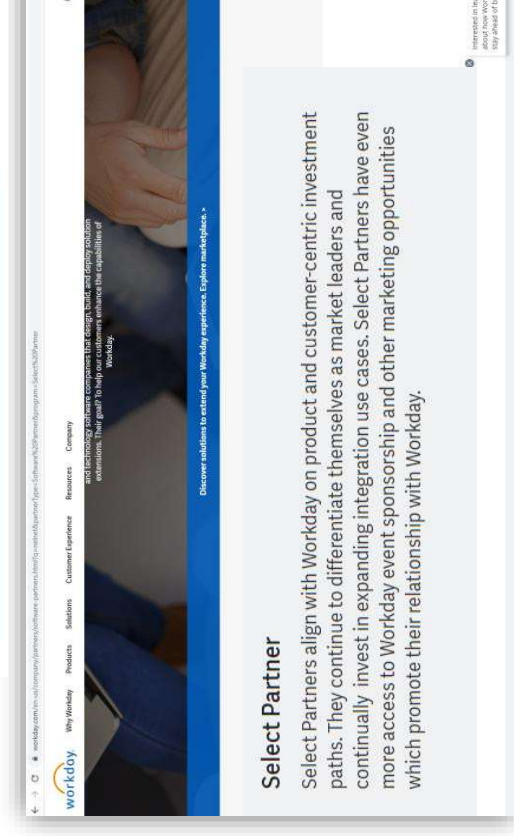
Yes

No

Moving to the Cloud

○ Workday

- Nelnet is the **ONLY** Workday Select Partner
- 1 Select partner: Real-time or End of Day
- Select Partner: LIVE Client Integrations with deep integration



○ Ellucian Ethos

- Ellucian Silver level partnership
- APIs completed
- Beta with several schools
- Enterprise and QuikPay platforms live



Moving to the Cloud

Nelnet Benefits

- 24/7 support model
- Real-time integration
- Speed up implementation timeline
- Auto debit payment plans, 97% collection rate
- Delivered Cashiering solution
- Continuing Ed solution—Workday collaboration
- Daily delivered reconciliation
- Full service ACH process
- One-stop-shop dashboard for student payments/billing

"The visibility we now have through a unified Workday creates greater efficiencies for processing payments, and helps us ensure our students as best as possible. We could not do this without the incredible people we work with."

Campus Commerce and Workday

— Ravi Ravishanker, Chief Information Officer



Resources

General

Inside Higher Ed

2021 Survey of College and University Presidents

<https://www.insidehighered.com/news/survey/survey-shows-college-presidents-emerging-covid-19-more-confident-their-institutions-can>

Technology

Gen Z Identity Lab

Generation Z Meets Artificial Intelligence

<https://genzidentitylab.com/generation-z-meets-artificial-intelligence/>

University Business Daily

4 must-haves for universities when considering Chatbots

<https://universitybusiness.com/4-must-haves-universities-use-chatbot-ai-artificial-intelligence/>

Security

Inside Higher Ed

Colleges a “Juicy Target” for Cyberextortion

<https://www.insidehighered.com/news/2021/03/19/targeting-colleges-and-other-educational-institutions-proving-be-good-business>

Safe At Last blog

22 Shocking Ransomware Statistics for Cybersecurity in 2021

<https://safeatlast.co/blog/ransomware-statistics/>

Bleeping Computer

FBI: Over \$4.2 billion officially lost to cybercrime in 2020

<https://www.bleepingcomputer.com/news/security/fbi-over-42-billion-officially-lost-to-cybercrime-in-2020>

EdTech: Focus on Higher Education

Hackers Evolve Attack Methods in Higher Education Breaches

<https://edtechmagazine.com/higher/article/2019/10/hackers-evolve-attack-methods-in-higher-education-breaches>

Information is Beautiful

World's Biggest Data Breaches & Hacks

<https://www.informationisbeautiful.net/visualizations/worlds-biggest-data-breaches-and-hacks/>

Compliance

Nelnet Campus Commerce blog

Relieving the burden of a hosted solution – the impact of PA-DSS.

<https://campuscommerce.com/blog-the-impact-of-pa-dss/>

PCI DSS v4.0 a priority for 2021: <https://blog.pcisecuritystandards.org/pci-dss-v4-0-a-priority-for-2021-priorities>

Timeline for PCI DSS v4.0: <https://blog.pcisecuritystandards.org/pci-dss-v4-0-timeline>

Becoming a PCI Stakeholder: <https://www.pcisecuritystandards.org/pdfs/RFC-2021-01-01-PCI-Stakeholder-Engagement-Process.pdf>

PCI RFC Process: <https://www.pcisecuritystandards.org/pdfs/RFC-at-a-Glance.pdf>

PCI Standards FAQ: <https://www.pcisecuritystandards.org/>

