Illinois Community College Chief Financial Officer’s

Spring Meeting

Surround yourself with nature, history and comfort...

Starved Rock
April 17, 2008
Thank You For Another Great Year!

Spring ‘08 Student Participation-Up 22%!!
29,764 Students Served

Let's Take a Look!!
<table>
<thead>
<tr>
<th>College</th>
<th>Students Using Facts</th>
<th>Web Enroll eCashier</th>
<th>Students Choosing Banking</th>
<th>Students Choosing Credit Cards</th>
<th>30 Day +</th>
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Some Ideas !!!

Key - Data Integration to Your SFS Explore Plan Options
- Programmatic Approach
- Book Plans

Pending Aid

QuikPAY
- Campus Commerce - Today
- Refunds Management (direct deposit)
- eBilling
- ePayments
- Cashiering
Pending Aid – One Less Headache!

• Do you allow students to attend class while financial aid is pending?

• Do ALL your students receive 100% of the aid they apply for?

• How do you go about collecting money from the students who DO NOT receive 100% of the aid they applied for?

• What happens when a Financial Aid student drops out and you have to return Aid?
Pending Aid Solution - Proactive

**Group #1:** Students paying in full

**Group #2:** Students start a payment plan now (those without aid – maximizing their number of payments)

**Group #3:** All Students waiting for financial aid resolution. If there is financial aid shortfall, student can pay in full or will be automatically activated for a late term payment plan.
Our Unique Solution – History

Case Study: Ozarks Technical College

Number of students: 8,000
- 1,500: Paid in full
- 1,500: On payment plan
- 5,000: Applied for financial aid and tracking began

Results of the 5,000
- 2,700: Students received 100% aid
- 2,300: Students had financial aid shortfall
- Less than 70 students with balance at end of term
Pending Aid – **Student Choice**

Student chooses Group 1, 2 or 3 prior to the start of class

A student choosing Group #3 is not charged a fee unless activated into the pending aid payment plan (preset by the institution)

Payment plan start date is preset (by the institution), no surprises for students!

NBS notifies student both as to their options and if their pending aid balance changes

If student has financial aid shortfall, college uploads this information to NBS on the preset activation date

**NO MORE** chasing students with financial aid shortfalls!
Gaining Control of eCommerce Across Campus
With Commerce Manager

ICCFO Spring Meeting
April, 2008
I. WHY?
II. What is Commerce Manager™
III. Commerce Manager™ Components
IV. Examples
   I. Checkout from existing store
   II. Simple store setups
V. Potential Questions
What is Commerce Manager™?

A tool for the College to:

- Manage campus business processes
- Promote standard payment practices
- Centralize and control e-commerce 
  *e-mediately!*
- Control funds
- Quickly setup and meet small department commerce needs
- Reduce business risk
- Manage All compliance issues
- ‘Worlds Simplest Storefront’
Why?

Disparate Departments collecting money and processing Credit Cards Compliance Regulations
Lack of control
Time to set up and configure payment gateways
No consistency across campus
Pain in the #!*
Step 1 – Set up Payment Processor

– How to process a payment
  • Credit Card – merchant information
  • ACH – where to deposit funds

– Reporting category
Step 2 - Order/Department Setup

- Associate Credit Card processor
  - Define card types
- Associate ACH processor
- Define Order details
  - GL number (if necessary)
  - Setup item (define user choice fields)
  - Set amount of item
Step 3 – Go Live

- Integrate Storefront.
- Test transaction processing
- Import to Live Status
- Can turn on/off at any time
Example – Shopping Cart Checkout

School has an existing shopping cart system

QuikPAY® can be the “Pay Now” button

Storefront
Example – Parking Pass

Define how people will pay for it
  – Credit card only

Defined what it is I want to sell and its attributes
  – A Parking Pass
  – What do I need to capture
    • Car Model, make, and license plate
  – How much am I selling the item for
  – Example of Parking Pass Online Application
  – YOUR College Parking Application!
Example – Application Fees

Define how you allow people will pay
  – Credit card
  – eCheck

Defined what information you need to collect
  – What type of application – brief description
  – What do you need to capture
    • GL Number – hidden
    • Applicant name
    • Date of Birth
    • Amount of payment

Now, let’s sell it.
  – Let’s Pay Application Fee!
Potential Questions

Is a merchant ID a processor?
  – A merchant ID is associated with a processor. One merchant ID can be associated to one processor OR one merchant ID can be associated to many processors. The decision is based on the reporting requirements.

Can I use the same merchant ID for multiple orders/departments and report on the orders separately?
  – Yes. You set up a processor for each order/department.
Potential Questions

Can a GL number be associated with an order and sent with the payment information?
  – Yes. You can enter a GL number with an order and make it “non-visible”. It will be sent to you with the payment notification.

Can I limit who can report on which transactions?
  – Currently no. Whomever has access to reports can see all transactions. The next release of the product will have role based reporting.
Potential Questions

Can each department have their own look/feel and content?
   – No. This will be coming in the next release.

Will a school have a dedicated test environment?
   – Yes.
Potential Questions

How does a school migrate information from test to production?

– The school will be able to import configured and tested orders from the test system into production on their own timeline.
Thank You

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