

CAMPUS eCOMMERCE POP QUIZ

WHAT ELLUCIAN COLLEAGUE SCHOOLS NEED IN AN eCOMMERCE PARTNER

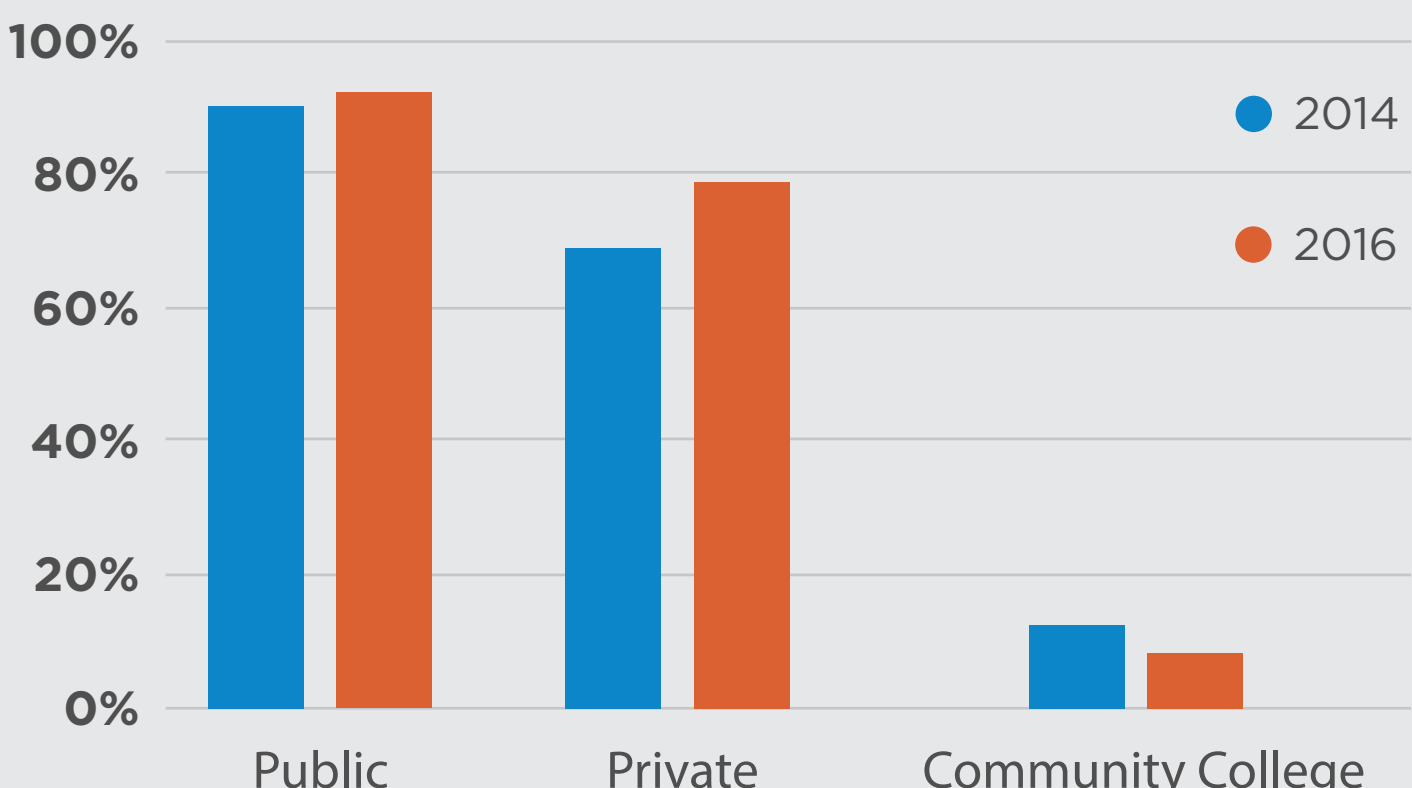
1) How can schools eliminate 100% of card payment fees*?

- ☒ By charging a small service fee
- ☐ By not offering online payments
- ☐ By absorbing the costs

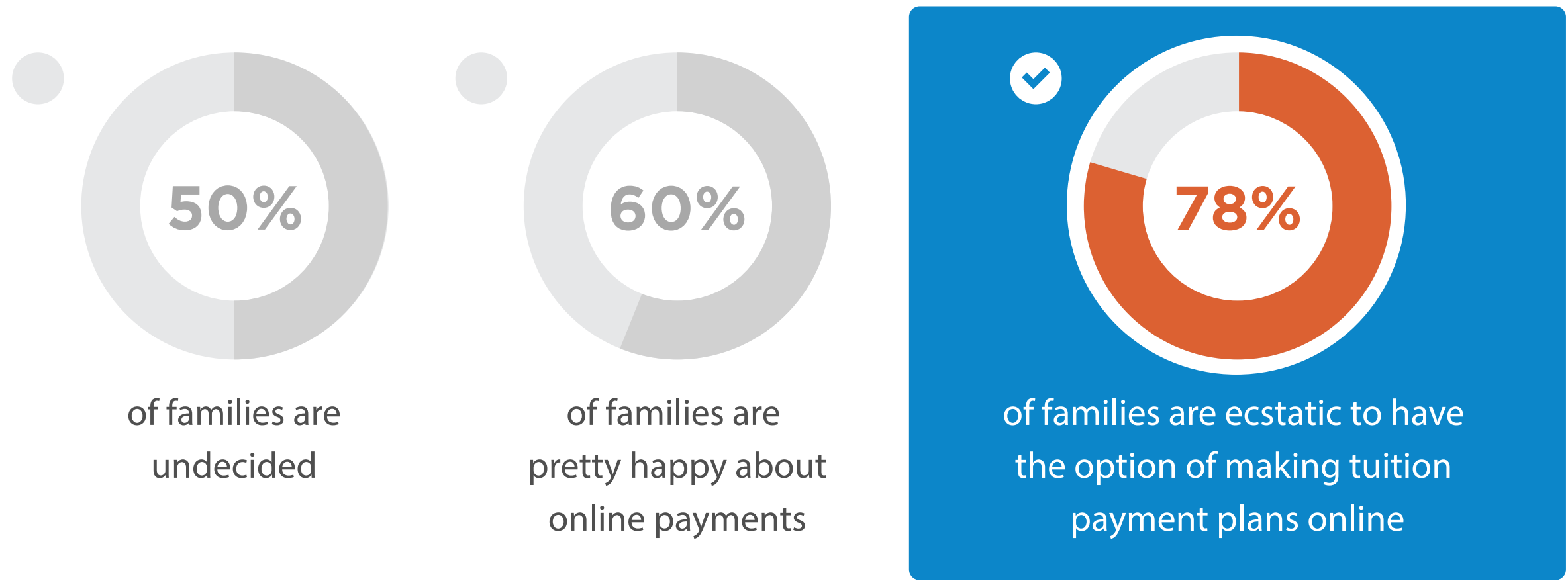


Indiana Wesleyan University saves **\$500,000 a year** by switching to service fee payments.
[Read their story](#)

Higher Education Institutions Charging a Service Fee for Tuition



2) How do families feel about being able to make online payment plans?



3) An eCommerce payment solution that integrates seamlessly with Colleague by Ellucian enables schools to make the most of their investment

☒ TRUE

OR

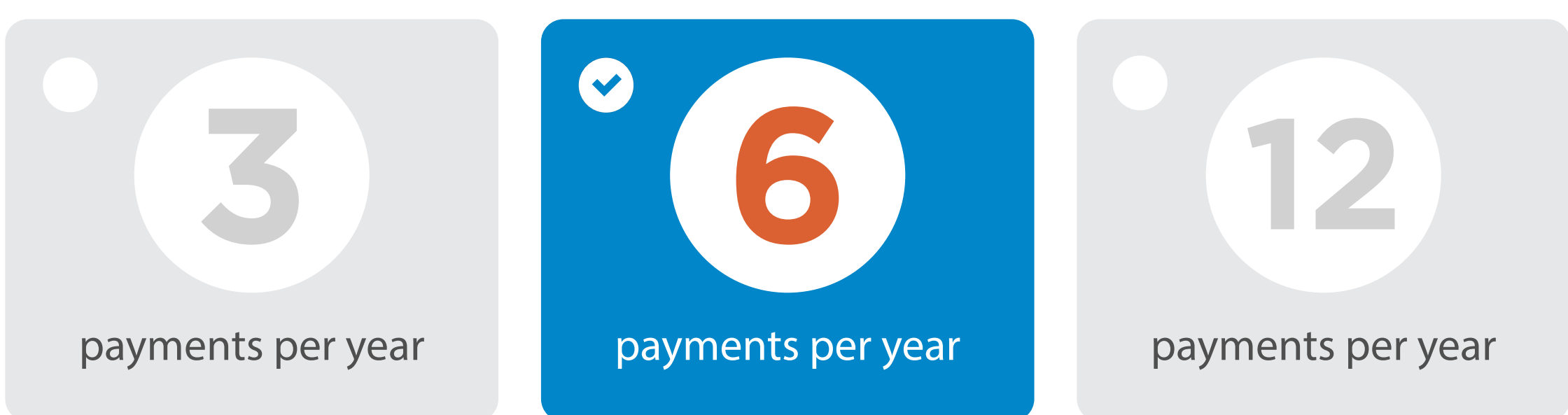
☐ FALSE

4) Which of the following did American families say colleges should offer if campuses want to move 90% of walk-in and call center payments online? (Check all that apply.)

- ☒ Online answers to billing questions
- ☒ Text reminders to pay
- ☒ Credit card payments and ACH payments
- ☒ Incentives

HOW FAMILIES UTILIZE UPGRADED PAYMENT SYSTEMS

5) On average, how many tuition payments do American families make per year?



6) How much does upgrading online payments reduce staff time?

- ☐ Not at all
- ☒ 90% of the time they spend processing payments
- ☐ 25% of weekend overtime

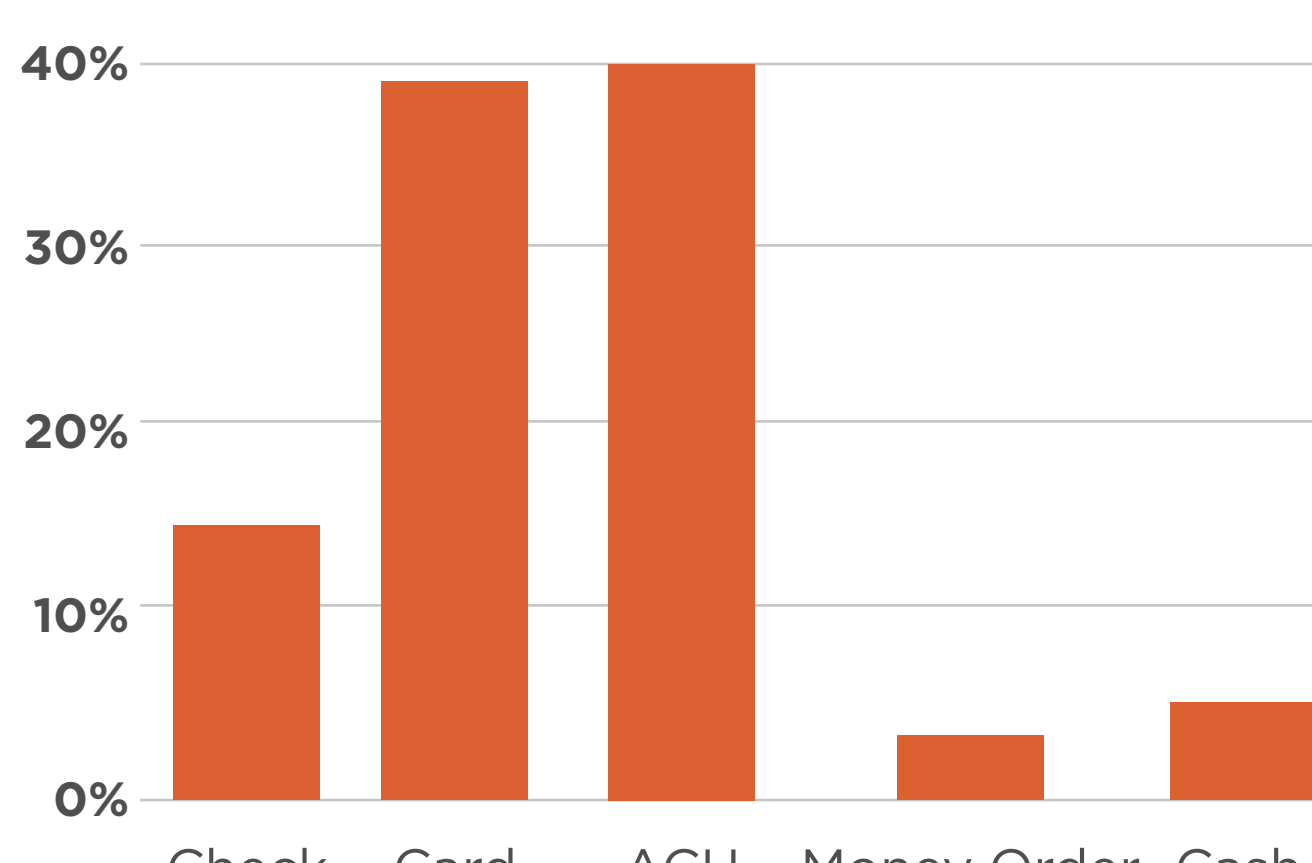
7) An integrated ecommerce solution offers students and parents: (Check all that apply.)

- ☒ More satisfaction
- ☒ Card and ACH payments
- ☒ Online answers to billing questions
- ☒ Text payment reminders

8) What are the top two preferred payment methods? (Refer to the chart).

- ☐ Cash and money order in person
- ☒ Card and ACH from the comfort of home or on the go
- ☐ Check and money order through the mail

% of Tuition Payments by American Families



See how [Ursinus College](#) raised satisfaction by 25% and eliminated card payment costs.