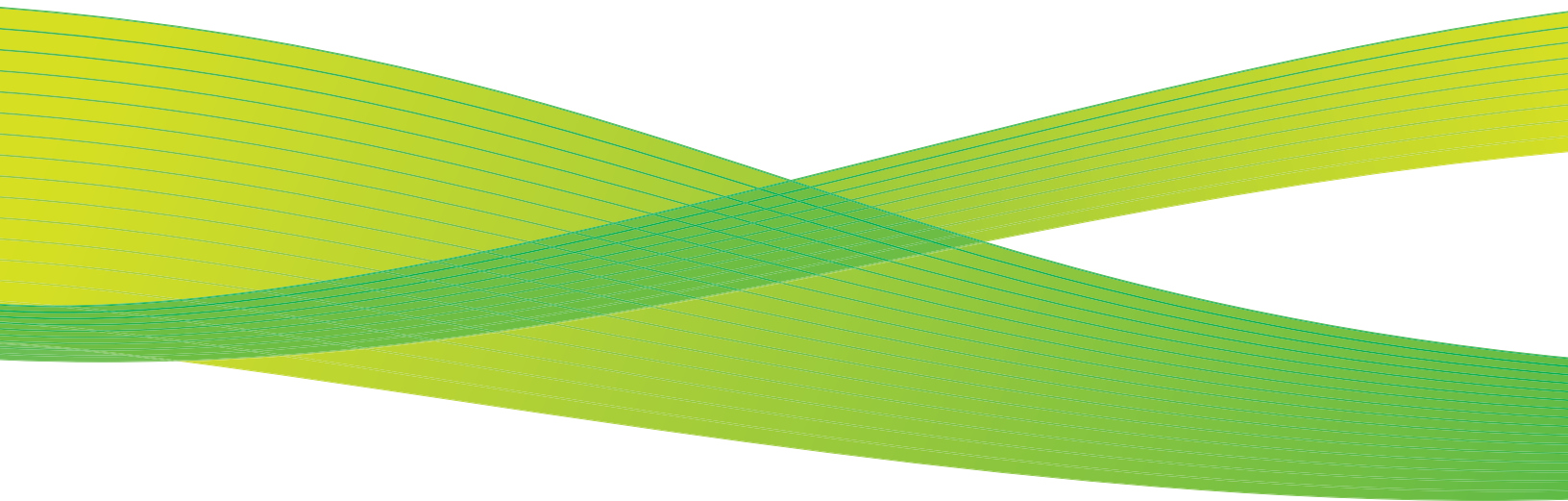


# Our student loan repayment program for a major lender? It's in a class by itself.

Within just three months of its launch, our innovative early-repayment program became the #1 choice for borrowers.



# When we helped a lender create a student loan early-repayment program, it immediately recouped its investment... and became a market leader.

## The Challenge

A large lending institution with national marketplace recognition wanted to create a loan repayment plan with unique flexibility and a variable payment schedule. It wanted to offer one- to six-year, interest-only payment options, followed by a 10-, 15- or 25-year amortization repayment schedule.

The primary challenge: The lender didn't have a servicing platform or programming resources to manage the repayment schedule. Aware of our solid reputation supporting lending institutions and our customizable loan servicing platform, the lender turned to us to design its variable repayment solution.

## The Solution

Our team met with the client to determine the program's parameters. They identified the support components and functionality, as well as backup and security features needed to ensure ongoing accuracy and reliability.

Our programmers built the customized repayment plan capability into our student loan servicing platform. Next, our compliance and regulatory teams analyzed the system's performance to ensure that:

- All disclosures accurately reflected interest amounts
- Amortization totals were the same as in manual amortization calculations
- The system performed error-free for different loan balances.

Finally, we put the program through our rigorous quality assurance protocol to ensure that it performed in a secure live-test environment. Upon passing all the quality assurance tests, we implemented and launched the system. The lender branded the new program and marketed it to student loan borrowers.

## The Results

Within the first few months, nearly half of borrowers had signed up for the new program – making partial payments while in school and reducing interest capitalization and amortization repayment on their loans. With borrowers making earlier loan payments, the lender realized an immediate return on its investment in the system. And the kicker: it quickly became a preferred loan provider in the market.



**Sector:** Higher Education

**Solution:** Private Loan Servicing

**Client:** Nationally recognized lender

**Challenge:** Incentivize borrowers with variable interest-only and amortization repayment

**Results:** Fully customized repayment program became the primary choice for borrowers within three months

You can learn more about us at [www.xerox.com/businessservices](http://www.xerox.com/businessservices).

## The Bottom Line

A large lending institution wanted a flexible repayment plan to let student loan borrowers begin making interest-only payments while still in school. The program would give borrowers variable repayment options and let them reduce their overall interest costs. We built and launched a customized, variable repayment solution

that worked in tandem with our existing loan servicing platform. Within a few months, nearly half the lender's borrowers had signed up. The company immediately recouped its investment in the new system, and today is a preferred lender in the student loan market.