Tuition and Fee Payment Plan Review

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Background

• Georgia Tech was pursuing several ways to increase affordability

• Presented a proposal to implement a tuition payment plan that would be self-managed by the Institute (Touchnet software)

• Received approval to pilot this program April 18, 2012
Georgia Tech Proposal

- Conducted a pilot for 2012-13 Academic Year
- Offered three installments for tuition and mandatory fees only
- $75 enrollment fee to cover program costs

<table>
<thead>
<tr>
<th>Installment</th>
<th>% of Payment</th>
<th>Due Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>50%</td>
<td>Prior to first day of class</td>
</tr>
<tr>
<td>2</td>
<td>25%</td>
<td>25% into term</td>
</tr>
<tr>
<td>3</td>
<td>25%</td>
<td>50% into the term</td>
</tr>
</tbody>
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Implementation

- Engaged Touchnet for the payment plan software and programming requirements
- Developed office procedures for implementation
- Performed workforce training (Bursar, Financial Aid, Admissions, etc.)
- Reviewed working capital implications
- Created an initial communication plan (for a soft roll out)
- Implemented in Fall 2012
Results (Fall 2012 and Spring 2013)

- 845 students enrolled
- 85% were undergraduate students
- An average of $4,200 was deferred
- $3.5 mil deferred in total
- Reduction in class cancellations
- 76% of enrollments were receiving Financial Aid (of 76%, 26% were HOPE)
- No accounts receivable were created
- Goals achieved successfully
Plans for Next Phase

- Enhance and expand communications
- Develop a financial aid award strategy
- Review plan for opportunities to increase retention during the class cancellation process
- Prepare and plan for increased participation
Implementation Considerations

- Impact on working capital
- Appropriate infrastructure
- Student population
- Diligent and thoughtful application of policies
- Cost per student
- Keep it Simple
Questions/Comments