

# Visa Direct: VSPs Student Loans

October 03, 2017



[Visa Direct overview](#)  
Fast funds payment solutions[Funds disbursements](#)  
Convenient + cost efficient[Person-to-person payments](#)  
Fast + easy

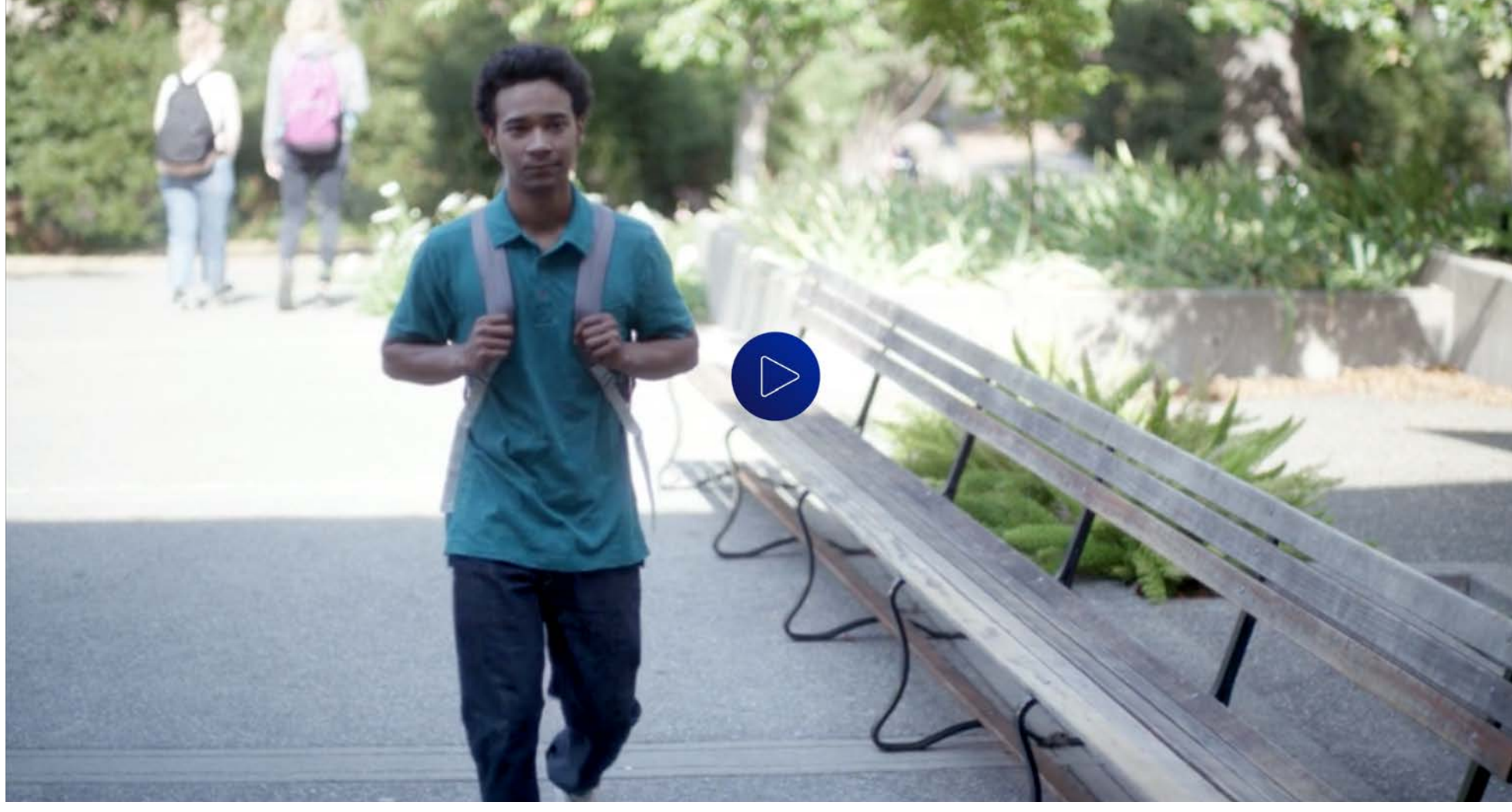
## Student Loans

Fast, convenient and secure ways to disburse funds to students

[Get started with Visa Direct](#)

## Deliver loan disbursements in minutes, not days

Students demand real time speed and digital access to funds



## Differentiate your lending product with real-time payments and capture market share

Students demand real time speed and digital access to funds

47%

### Dissatisfaction with present options

62.5 percent of students receiving tuition reimbursement are not satisfied, creating significant opportunity to capture market share with improved loan disbursement experience.

47%

### Strong & continued demand

47% of students across all institutions take out student loans<sup>1</sup>

3.7

### High Loan frequency is an opportunity to deliver real-time payments

3.7 the average amount of loans taken out per student, up from 2.4 in 2007.

<sup>1</sup> Source: NCEES, Digest of Education Statistics, 2017.

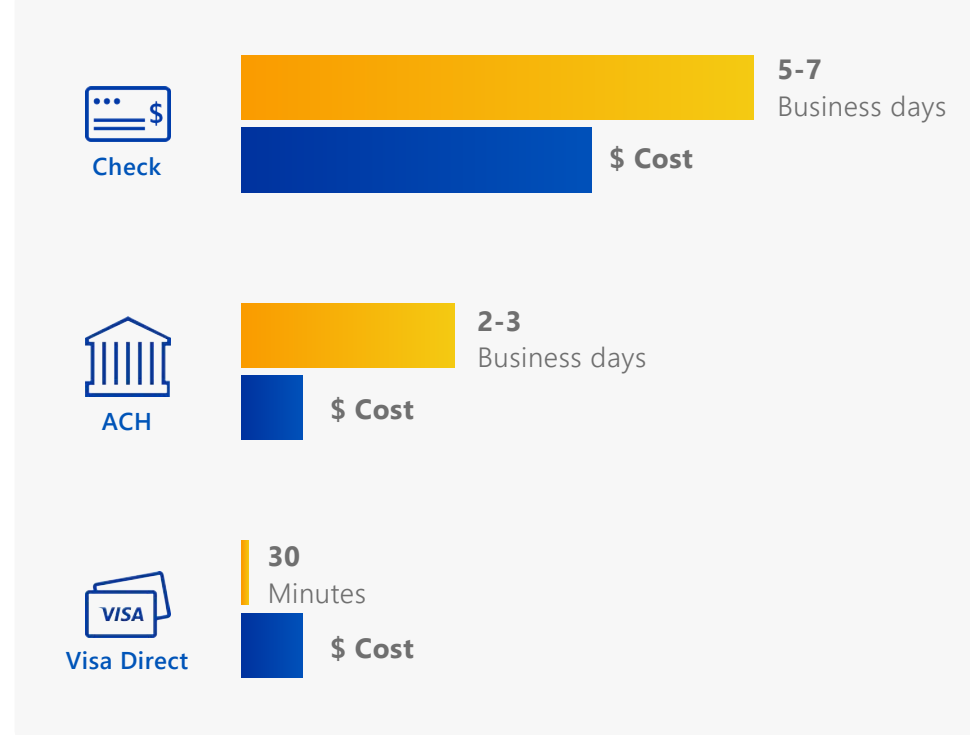
<sup>2</sup> Source: Experian, The State of Student Loan Debt in 2017.

## Don't just compete on industry percentage rates, win on customer experience

Real-time loan disbursements beat ACH and checks, enabling students to focus on academics

Attract and retain student demand by providing solutions that fit their lifestyle. Compared to ACH and checks, Visa Direct enables tuition disbursement in a fraction of the time. When surveyed consumers rate their satisfaction with paper check disbursements at 4.4 out of 100. Speed and convenience drive satisfaction, with Visa Direct funds are available to debit or prepaid cards within 30 minutes.

- 95% of debit and prepaid cards in the U.S. already enabled
- Transactions & notifications process in real-time
- Don't just compete on industry percentage rates, lead the industry on customer experience



<sup>1</sup> Source: PYMNTS, Disbursement Satisfaction Index 2017.

## Visa Direct transforms the student loan experience

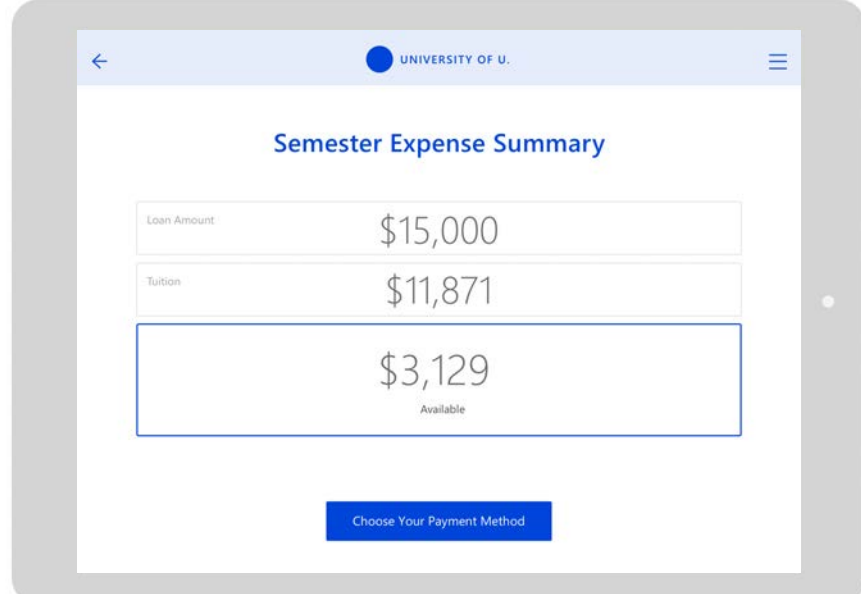
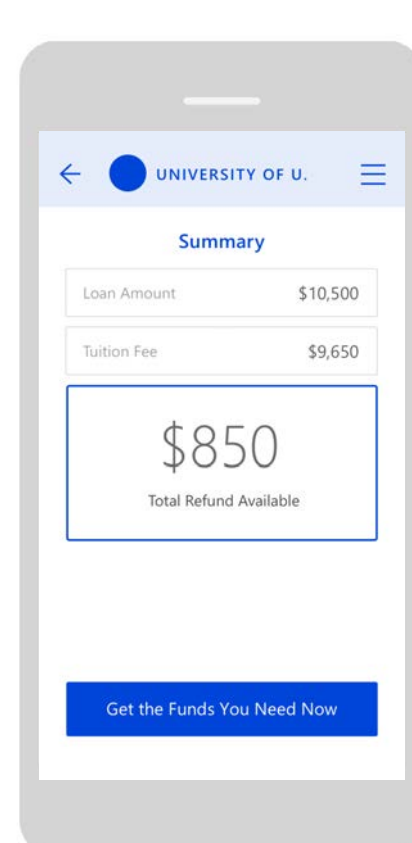
Address new disbursement opportunities with both speed and convenience

### Build innovative new payout solutions

Visa Direct enables completely new payout solutions for lenders and schools of any size. Create new revenue opportunities through real-time solutions never before possible using Visa Direct.

#### Benefits

- New use cases**  
Visa Direct enables new and innovative real-time payment experiences for students.
- New revenue opportunities**  
These use cases open up the real-time payments market to you, opening up new revenue opportunities.
- Brand differentiated services**  
Stand out from the competition with features that meet the demands of mobile device users.



### Add real-time payment options to existing payouts

Expand your range of student services while reducing administrative expenses by adding real-time payment options to existing payout methods. Exchange yesterday's paper checks for today's digital speed while easily communicating the values and benefits to your customers.

#### Benefits

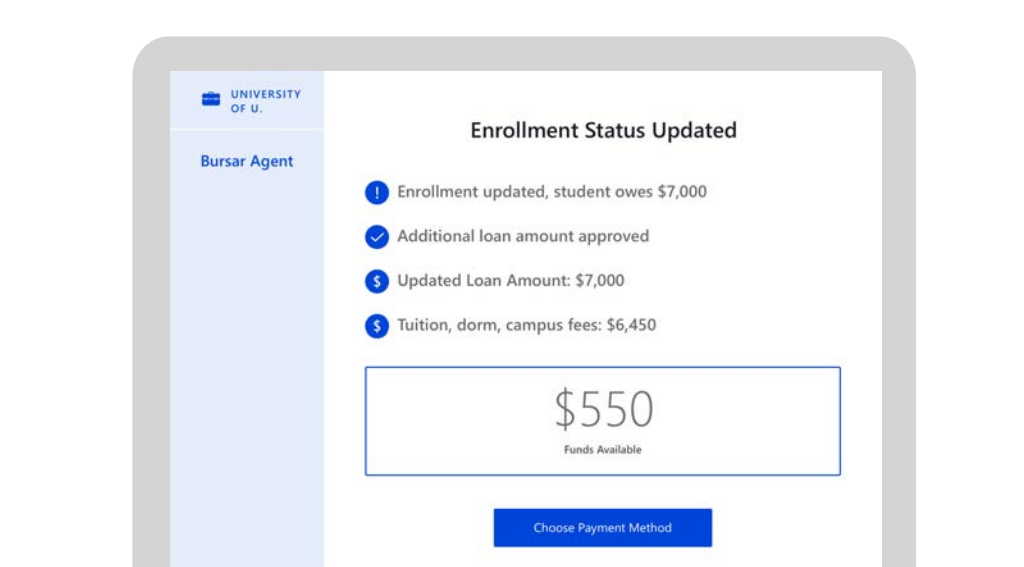
- Reduce paper admin costs**  
Provide electronic payments and reduce the costs of administering paper payments.
- Improve customer convenience**  
Provide your customers with more convenient payment choices and improve your brand experience.
- Brand differentiated services**  
Provide differentiated services and remain ahead of your competition.

### Enhance customer service operations

Enable your university partners to improve student service outcomes by resolving student service issues quickly. Customer service representatives are enabled to offer customers real-time payment options while resolving their issues. Differentiate your organization's brand by saving your customers both time & money.

#### Benefits

- Reduce probability of losing customers**  
Visa Direct will enable instant resolutions of customer issues, improving positive outcomes.
- Mitigate negative PR risk**  
Cut the chance for poor PR with instant resolutions at the point an issue arises.



## Visa Direct's real-time payment solutions covers an array of use cases

Enable student success by staying ahead of trends in digital payments



### Full time student, part time employee

For students who work directly for the college or university, enable real-time payouts for work rendered



### Housing allowances

Furnish housing allowances to new employees in record speed, by enabling push-to-card services



### Research study grants

Reduce time and friction when issuing research study grants

<sup>1</sup>Actual fund availability varies by financial institution. Visa requires U.S. issuers to make funds available to its cardholders within a maximum of 30 minutes of approving the transaction.

## Get started with Visa Direct

Begin delivering loans with real-time payments today

[Get Started with Visa Direct](#)