COMPETING FOR STUDENTS
How you manage admission documents from start to finish can make or break the success of your school. Are you hitting bottlenecks or is it smooth sailing?

ENROLLMENT BY THE NUMBERS

<table>
<thead>
<tr>
<th>UNIVERSITY</th>
<th>BOTTLENECK TECH UNIVERSITY</th>
<th>STREAMLINED STATE UNIVERSITY</th>
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<tbody>
<tr>
<td>Admissions</td>
<td>527/1: 1 in 3 students transfer</td>
<td>Staff automatically process more incoming documents in less time with the same staff</td>
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<tr>
<td>Financial Aid</td>
<td>Students are automatically notified of status when documents have been received</td>
<td>Award letters are reviewed weeks faster, allowing for more informed student decisions</td>
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<tr>
<td>Transfer Credit</td>
<td>Students are automatically matched or orphaned documents and complete files for review</td>
<td>By eliminating manual data entry by more than 90%, staff have more time to spend on student service</td>
</tr>
</tbody>
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END RESULT
Working hard without enough to show for it. Students enroll or transfer to other schools for on-time graduation.

END RESULT
Working smart and achieving goals. Increased rates of matriculation, retention, graduation, and satisfied alumni!

WHICH UNIVERSITY WOULD YOU ATTEND?

BOTTLENECK UNIVERSITY
Throughout the enrollment process, paperwork, backup copies, and lack of automation mean staff work hard and don't see the right outcomes. Files and transcripts suffer, which causes service to suffer.

FINANCIAL AID
- 5 of 10 students are stuck in the financial aid application status.
- With records in multiple locations, staff have a difficult time locating and verifying the increased volume of documentation.

TRANSFER CREDIT
- 6 out of 10 students aren’t sure of their financial aid application status.
- Average number of transcripts per student: 2-3
- Students wait weeks, sometimes months, due to delays in processing transcripts.

END RESULT
- 1 in 3 students enroll or transfer to other schools for on-time graduation.
- Staff have a clear view of the incoming class - admitting the best-fit students faster than the competition.

STREAMLINED UNIVERSITY
- It’s a manual, time-intensive process for staff to match orphaned documents and complete files for review.
- Staff are already working too hard to get documents processed quickly enough, causing qualified students to look elsewhere.

FINANCIAL AID
- Award letters are reviewed weeks faster, allowing for more informed student decisions.
- By reducing transfer credit evaluation from months to days, students receive faster and more accurate degree audits - keeping them on track for graduation.

TRANSFER CREDIT
- 64% of colleges and universities have targeted automation as an application value.
- 15% through July

END RESULT
- Working smart and achieving goals. Increased rates of matriculation, retention, graduation, and satisfied alumni!

SOURCES:
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