



*Student  
Financial  
Assistance*



## Financial Partners Channel

*<Name of Project>*

*(Ex: Default Reduction Support)*

*<Deliverable Name>*

*(Ex: Conceptual Design)*

*<Version Date>*

*(Ex: May 25, 2000)*

***DRAFT***



Overview

Current Environment

Industry Analysis & Best Practices

Opportunities for SFA

Recommendations

Next Steps & Timeline

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## Overview

### **<Goal of Deliverable>**

**(Ex: This deliverable is intended to summarize best practices and improvement opportunities around debt collections for related industries. It will include incentives and recommendations for reducing loan defaults.)**

- *<List here three or four bullet points on the business/technical needs the goal is aiming to fulfill.>*  
(Ex: Achieve partners satisfaction by listening to and responding to our partners' needs.)
  
- *<List here three or four bullet points on the business/technical needs the goal is aiming to fulfill.>*  
(Ex: The default reduction effort will involve looking at SFA's current, past, and projected default data, along with industry best practices to identify recommendations for managing delinquencies and defaults.)



## Overview - Assumptions

### <*List Assumptions*>

- (Ex.)



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## Current Environment - Overview

*<Provide current environment overview through visual representation and text>*



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## Industry Analysis & Best Practices

*<Include findings from research on industry and best practices>*



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# Opportunities for SFA

## *<Include Objectives and Ranking Criteria of Assessment>*

### **Example:**

### **Objectives**

This section provides a summary comparison of best practices to the current Financial Partner practices, and then identifies opportunities in which a risk model can improve the current practices. The ranking provided indicates the degree to which current FPC practices are consistent with best practices.



= Current FPC practices are consistent with the best practice standard with opportunities for enhancements to fully utilize the capability.



= Current FPC practices partially meet the best practice standard with opportunities for improvement in the area.



= Current FPC practices are not consistent with best practice standard with major opportunities for improvement in that area.



# Opportunities for SFA

**<Include Best Business Practices for default reduction and comparison to Financial Partners current practices>**

| Best Practice  | Current FPC Practice   | Ranking   | Opportunity   |
|--|--|---|---|
| Performance Measures are consistently and accurately measured across samples and over time | Currently, lenders and GA's are reviewed using different reports (e.g., financial statement, Form2000, audits, NSLDS, PEPS data) |  | Develop standard criteria and automate routine downloads and reports used in reviews, e.g., PEPS, NSLDS, FFEL |
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## Recommendations

*<In bullet point format, describe recommendations>*

**(Ex: Bullet points of high level recommendations which would aid in default reduction)**



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## Next Steps & Timeline

***<Include next steps and key dates>***



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## Appendix

***<Include any documentation in Appendix that supports the main conceptual design>***