



*Student  
Financial  
Assistance*



**Department of Education - Student Financial  
Assistance (SFA)**

**Vendor Visits Report for Common Origination and  
Disbursement - Phase II  
(Version 1.0)**

**September 2000**



## **COD VENDOR VISITS REPORT**

### **Overview**

The objective of the Common Origination and Disbursement (COD) Vendor Visits Report is to document the results of visits conducted in August and September, 2000. These visits were conducted to gather information regarding each vendor’s functional, technical, and organizational capabilities relative to the COD solution. Modernization Partner also validated information received by each vendor from a Request For Information (RFI), obtained additional details to questions raised in follow-up conference calls, and assessed the contribution each vendor could offer to the COD solution.

### **Progress to Date**

Prior to conducting the vendor visits, the COD team prepared and distributed packages including a request for information (RFI) to nine vendors:

- ACS Government Solutions Group
- AFSA
- Colorado Student Loan Program
- EDS
- PHEAA
- Sallie Mae
- Texas Guarantee Student Loan Corporation (TGSLC)
- Total Systems
- USA Group

Upon receipt of RFI packets from responding vendors, the COD team analyzed the responses and evaluated each vendor based on four groups of requirements (Functional, Technical, Core Values, and Financial). These requirements were considered important to forming a partnership with potential organizations to deliver financial aid to students through a common process. Follow-up conference calls were conducted to supplement information in the RFI, and to address additional questions that were identified by the team. The results of the RFI and conference call analysis are detailed in a Partner Selection Scorecard, and are available for review upon request.

To date, conference call meetings and initial vendor visits have been completed with the following four vendors:

- ACS Government Solutions Group
- AFSA\*
- EDS
- Total Systems

\* Note: A conference call was not conducted with AFSA due to scheduling conflicts

Vendor visits were not conducted at the remaining vendors for the following reasons:

<b>Vendor Name</b>	<b>Site Visit Not Pursued</b>
Colorado Student Loan Program	Vendor did not respond to the COD RFI
PHEAA	Vendor did not respond to the COD RFI
Sallie Mae	Vendor did not respond to the COD RFI



<b>Vendor Name</b>	<b>Site Visit Not Pursued</b>
TGSLC	Modernization Partner did not to pursue a site visit based on the evaluation and analysis of the vendor's RFI and follow-up conference call.
USA Group	Modernization Partner did not to pursue a site visit based on communication from Sallie Mae stating inability to provide ample support to a COD solution.

In addition, a visit had originally been scheduled with USAA as a commercial example of best practice activities in loan origination and disbursement. Due to scheduling conflicts, this visit has been canceled.

### **Deliverable Components**

The following materials have been collected from the four vendor visits, and are presented in this deliverable:

- Vendor visited
  - Site visit agenda
  - SFA and Modernization Partner attendees
  - Vendor contact information
  - Inventory list of materials presented by the vendor
  - Information gathered from the visits, documented in a Partner Selection Scorecard
- COD Overview presented by SFA and Modernization Partner

### **Next Steps**

The information gathered in this document will serve as input to Deliverable 19.1.3 – Preferred Solution Selection. Detailed analysis of each vendor, paired with the COD reengineering options selected by the IPT, will result in the identification of a recommended COD solution. This deliverable will also include a summary of follow-up meetings with identified vendors. These meetings are intended to gain a better understanding of the vendors' capacity to support the COD solution.