

SponsorPoint[®]

Streamline Contract Billing & Payments

Growing institutional revenue is a priority for campus administrators with an eye to the future. Sponsored student accounts (i.e., contract accounts) are gaining new interest as colleges and universities realize the financial value of these important relationships. This may be good news to senior campus managers, but not to the business office professionals who must manually handle these complex transactions.

TouchNet[®] SponsorPoint[®] is an innovative software solution designed to connect contract sponsors to your campus information systems using the latest web-based technology. Using SponsorPoint, colleges and universities slash the effort required to bill, process, and reconcile contract payments. SponsorPoint transforms contract billing and payments from a time-consuming task to a fluid and manageable business opportunity.

B2B Billing and Payments for Higher Education

Sponsor Benefits

Treat sponsors like partners, not just payers. Give contract partners self-service access to the details of their contract accounts, including activity at both contract and student levels. Let them manage their user and payment profiles online. Offer them the choice of making payments electronically or by traditional paper checks. You make it easy for sponsors to do business with your campus.

School Benefits

SponsorPoint eliminates the manual processes and excessive paper handling common to handling contract billing and payments. It makes distribution of periodic statements manageable; reduces communications needed to resolve billing questions prior to payments; and eliminates the time and effort required to accurately post a sponsor's payment. SponsorPoint reduces the costs of the third-party billing process.

The screenshot displays the SponsorPoint web interface. At the top, it shows the TouchNet + Heartland logo and the SPONSORPOINT logo. The user is logged in as 'Joe Student'. The main navigation includes 'Account', 'Payments', 'Profiles', 'Student Sponsorships', and 'eBills'. The 'Account' section is active, showing an 'Account Summary' for 'Merckx Corporation East Division' with a total of 249,022.00. Below this, there is a 'Payment Amount' section with options to 'Pay Full Balance' (249,022.00) or 'Pay by Detail'. A 'Payments' table is visible, listing various payment records with columns for Payment ID, Date, Amount, and Payment Status. A 'Sponsors' list is also shown, including 'Merckx Corporation East Division', 'Merckx Corporation West Division', and 'Cascade Farmers' with their respective ERP Entity IDs.

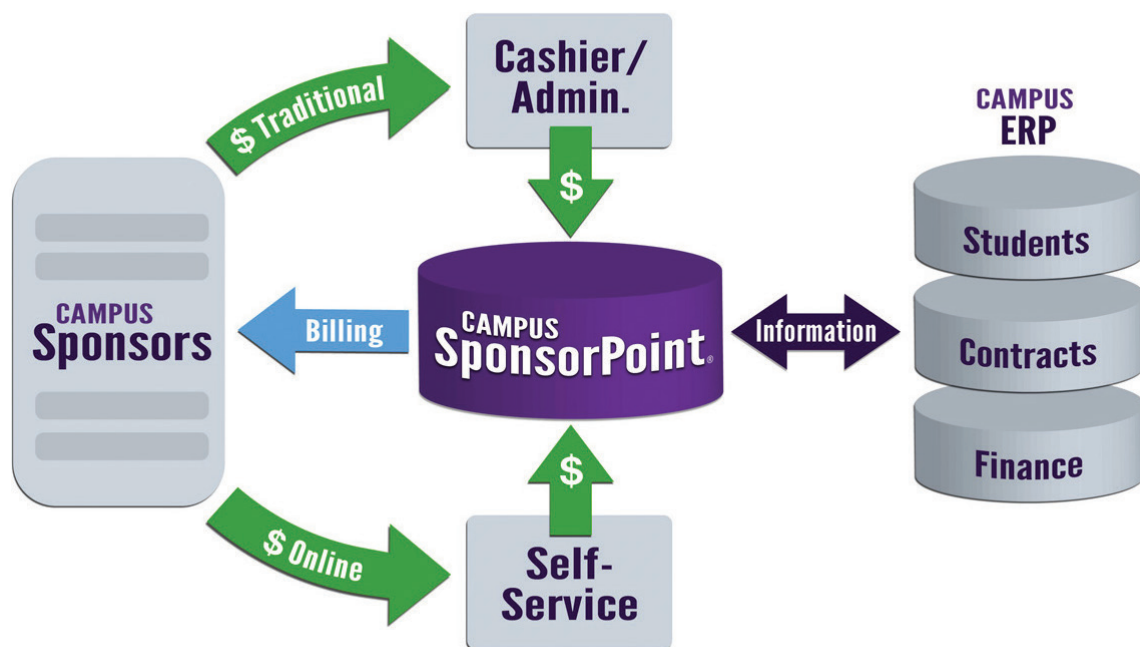
Payment ID	Date	Amount	Payment Status
20120105559189487	2012-01-05	31,002.00	PENDING
2012010443029484	2012-01-04	31,005.00	COMPLETE
20120104817342483	2012-01-04	41,004.00	COMPLETE
20120104579689482	2012-01-04	29,002.00	PENDING
20120103762450340	2012-01-03	25,005.00	PENDING
20120103282669339	2012-01-03	27,001.00	PENDING
20120102628111338	2012-01-03		
20120103557491337	2012-01-03		

Name	ERP Entity ID
Merckx Corporation East Division	B9000009
Merckx Corporation West Division	B9000010
Cascade Farmers	B9000035

Online vs. Traditional

Treat Sponsors Like Partners, Not Payers

TouchNet SponsorPoint streamlines the complex billing and payment workflow associated with contract accounts. Much like electronic billing and payments have become the norm for student accounts, SponsorPoint is becoming the standard for business-to-business billing and payments. Sponsors can view bills, create remittance advice, and pay bills online. They also can pay by traditional paper check. Payments update campus ERP systems in real time. The result is a more efficient business operation.



Sponsor Self-Service

Sponsors can review statements, prepare remittance advice, and make payments online without manual assistance by school staff.

Sponsors

- View statements and payment history online
- Manage account details and user profiles
- Make payments: credit, debit, ACH, or corporate checks
- Use remittance forms to specify payment intent
- Access online student billing details

Cashiering/Administrative

Administrative staff use SponsorPoint, too. For traditional check payments, they can create payment records online, then post to the ERP.

Staff

- Create online statements
- Post payments using sponsor-provided remittance
- Manage the billing and payment process online
- Accurately post payments in lieu of remittance
- Streamline reconciliation