



# National Student Clearinghouse

SERVICES YOU NEED. PEOPLE YOU TRUST.

## DegreeVerify<sup>SM</sup> Used by Schools, Employers, Background Search Firms

DegreeVerify, the Clearinghouse's comprehensive service for verifying student degrees, attendance and other educational achievements, is quickly gaining recognition as "the" preferred method for verifying educational credentials. Launched just two months ago, DegreeVerify is being embraced by schools, employers and background search firms nationwide.

More than 200 schools have authorized the Clearinghouse to use the enrollment data they already provide to verify attendance records for employers. Another 145 schools have signed contracts outlining their intent to provide degree data in the near future. Twenty-nine schools, including Dartmouth College, University of Nebraska at Omaha, SUNY Binghamton and San Francisco State have provided historical and newly conferred degree data to the Clearinghouse.

"Programming the degree reporting data took our systems department less than a week," said Diane Barnes, associate registrar at Wichita State University. "The investment of time was worth it, because the Clearinghouse now acts as our agent for verifying degrees to employers. A few days of work has saved

us countless hours of phone calls and administrative work." In addition, this service is seven days a week, 24 hours a day - we can't top that!", continued Barnes.

In the two months since DegreeVerify has been available, more than 225 background search firms and employers have already verified degree and attendance records — some by phone and others through the Clearinghouse's password-protected, secure Web site.

University of Nebraska at Omaha, was an early adopter of DegreeVerify. Mark Goldsberry, assistant director, admissions, records and registration said, "Our voice response system and our registrar staff have been referring callers to the Clearinghouse for degree verifications. The transition has been going smoothly, and I have not yet received even one complaint from an employer or alumnus. From our viewpoint, service levels have improved—the Clearinghouse answers the phone during regular business hours, and their Web site is up 24 hours a day, seven days a week."

Two of the nation's larger background search firms are enthusiastic users of DegreeVerify on the web. Kroll Background America was one of the first users of the DegreeVerify Web site. "Degree and attendance fraud exists, because it has been difficult, time consuming and expensive for employers and background search firms to confirm degrees. In today's hot job market, employers won't take the chance of losing a good job applicant while they wait around for verification of educational credentials," said Robert Schlossnagle, vice president of operations. "With the help of this service, employers can make job offers

**"This service is seven days a week, 24 hours a day - we can't top that!"**

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quicker and avoid hiring someone without knowing their true credentials,” said Schlossnagle.

**“In today’s hot job market, employers won’t take the chance of losing a good job applicant while they wait around for verification of educational credentials.”**

Brian Langlois, verifications team leader for Choicepoint® also uses our Web site for DegreeVerify. “By using the Clearinghouse’s services, we have the convenience of one central source, the speed of performing on-line immediate confirmations through their Web site and reasonable prices,” said Langlois.

Employers are charged a base fee of \$3.50 per verification. At a school’s option, an additional surcharge will be collected from employers and rebated to the school. A demo of the Web screens that employers use to verify degrees received by your students is available on our Web site.

“Employers have been particularly enthusiastic about our ability to confirm that a student attended a specific school, even when they didn’t graduate,” said Dan Boehmer, Clearinghouse president. “So, even if a school isn’t ready to provide us with historical and newly conferred degree data, they can still help to reduce credentials fraud by authorizing us to use the enrollment data we already have.”

## **EnrollmentSearch Receives Accolades From Its Users**

***“It helps us better understand student choice.”***

***“Money and time. We are saving on both these valuable commodities because of this service.”***

***“Our technical defaults are rapidly being eliminated.”***

These are just a few of the positive comments we’ve heard about EnrollmentSearch, a suite of Web-based search engine tools that schools use to mine the Clearinghouse’s database of 30+ million post-secondary student enrollment records. Launched earlier this year, EnrollmentSearch features the data of more than 2,400 post-secondary institutions, representing 82% of currently enrolled students in the U.S. To date, over 400 schools have signed-up to use EnrollmentSearch.

Designed to help a school identify a student’s enrollment at other institutions after they have declined

admission at their institution, dropped-out or graduated, this service provides research and planning experts, financial aid officers, directors of enrollment, registrars and other campus officials with critical enrollment information.

Richard Sukitsch, director of institutional research for Gannon University, Pennsylvania used EnrollmentSearch to research enrollment decisions on students who declined the school’s admission offers. “We use it to monitor two groups of students: those who we accepted but chose not to enroll and those who paid a deposit but didn’t enroll,” Sukitsch said. Overall, he was able to find information on more than 80 percent of the students whose information he requested.

“It allows us to better understand student choices,” Sukitsch

continued. “We can cross-reference which schools are attended by a student’s home residence and intended major and we can analyze how many enrolled in private vs. public schools. This information helps us define our competitive position and develop more strategic recruitment plans.”

“Our entire staff uses EnrollmentSearch to obtain enrollment verifications on borrowers who request a deferment,” said Judith Flink, director of student financial services, University of Illinois at Chicago, who primarily uses EnrollmentSearch to help manage the school’s Perkins loans portfolio. “We can easily look up borrowers who are 90 days past due and post deferments for those who are in school so that technical defaults are prevented. The best feature is that we can do this

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all online, which saves us an enormous amount of time and money.”

EnrollmentSearch can also be used by managers of outreach programs to help measure success in preparing students for college. Phillip Dirks, Director of Upward Bound and Talent Search at Portland State University recently used the Clearinghouse’s secure Web site to certify fall college enrollment for 88 of his 108 spring 2000 High School graduates. “I cut my verification effort by more than 90%. Every outreach program man-

ager should be using this [service]”, said Dirks.

Thomas Gavin, institutional research director at University of Northern Colorado has used the Clearinghouse for transfer-out data for the past four years. “Before EnrollmentSearch was available, my transfers-out data was incomplete because we could not capture those students who continued their education out of state. The Clearinghouse has enabled me to obtain the data I need,” he said.

## IPEDS Deadline Nears

Schools can use EnrollmentSearch to comply with the graduation rate survey portion of the IPEDS report. The report asks for the institution’s transfer out rate and is due on April 5 (March 1 for NCAA institutions).

## Old At Five? Not A Chance!

Bob, the Clearinghouse’s first-string J30 RS/6000 computer, has been sidelined. Early results show Stella, his replacement out-performing him in every category. Stella, an IBM S80 RS/6000, is clocking three times faster than Bob, and her ability to retain information is stunning. She currently holds 250 million records for over 30 million students, and her administrators say she isn’t even breaking a sweat.

Bob is five computer years old, equivalent to 50 human years. “I empathize with Bob, getting old stinks,” said Dan Boehmer, (51 human years), head coach of the Clearinghouse. “But, the bottom line is Bob was just too slow. He was fast enough in his day, but the competition is much quicker and more efficient, and we owe it to all our team members - schools, lenders, students, and Clearinghouse employees, to have the best there is.”

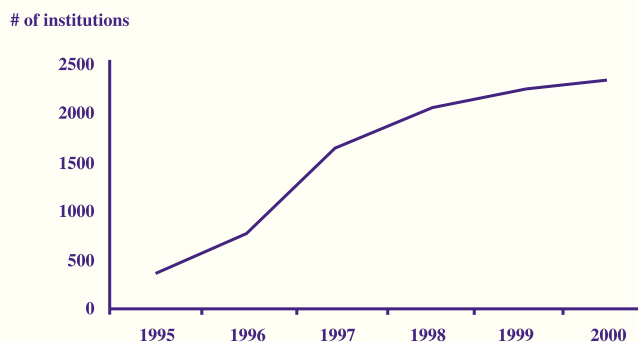
The American Association of Unused Processors (AAUP) intervened on Bob’s behalf, threatening a lawsuit if he was forcibly retired. After intensive negotiations, it was agreed that Bob would take over responsibility for the Clearinghouse’s DegreeVerify service.

“I have played a key role in helping the Clearinghouse team meet its objectives,” Bob said. “Just look at our stats. When I joined the team, we

were tiny and nobody thought we would succeed. Now, we are a national player with impressive scores, processing 82% of the nation’s enrollment. DegreeVerify may seem like a demotion to a smaller team, but I’ve got news for you - we’re going to be awesome!”

We’ll be watching.

### School Participation



2,401 institutions representing 82% of the nation’s enrollment are Clearinghouse members. Another 173 schools representing 6% of the nation’s enrollment will become members in the next six months.

# EnrollmentVerify Holds Promise of Eliminating Health Insurance Verification Forms

Two health care insurance companies have agreed to test a new process of confirming student attendance directly with the Clearinghouse, effectively eliminating the need for paper-based enrollment verification forms. This is the first step in reengineering the process that insurers, students and Registrars regularly engage in to establish an individual's eligibility for insurance coverage.

"Dependent children who have reached the limiting age typically cannot continue to be covered under a parent's health insurance unless they are attending school," said Marilyn Gleeson, manager of business processes at Aetna US Healthcare, the nation's largest health insurer. "This requires annual certification of enrollment, which today is a manual, paper process, where the parent must contact the school for the necessary information. This Spring, we will test the Clearinghouse's web-based EnrollmentVerify process for

confirming a student's eligibility for insurance. If the test is successful, we expect to eventually eliminate the many forms that schools and/or parents are asked to complete, Gleeson continued. This will not only simplify the entire process, but will reduce the number of times that the parent and the school must get involved."

Use of EnrollmentVerify will also help self-insured employers avoid providing coverage to non-students. The Illinois Department of Central Management Services (CMS), which provides health insurance benefits to employees of the state of Illinois, last fall began requiring school certification, which has caused additional paperwork for registrars.

"This added workload resulted in registrars urging us to partner with the Clearinghouse, said Ken Zuhlke, group insurance division manager at CMS. Beginning next semester, we intend to obtain enrollment certifications directly from the

Clearinghouse as long as the school has authorized release of the information."

This is the key. Schools need to sign an amendment to their existing contract allowing the Clearinghouse to release data to health insurers. "The Clearinghouse does not own enrollment data received from schools, we are simply holding it in trust for our schools and students," said Frances Moran, general counsel for the Clearinghouse. "If a school has not authorized release of its data to health insurers, we can't independently release it."

CMS and Aetna are just the first of many health insurers that will source their enrollment verifications directly from the Clearinghouse. To authorize the Clearinghouse to verify your student's health insurance coverage, download the authorization form on our Web site, or call us at 703-742-7791.

# Board Profile

This edition's Board Profile is pleased to introduce William R. Haid, the newest member of the National Student Clearinghouse's Board of Directors. Haid joined the Board in July 2000, and will serve a three-year term.

Haid is the executive director of enrollment services at Colorado State University and is one of five Board members representing educational institutions. At Colorado State, he is directly responsible for enrollment services, registration, student financial services, accounts receivable operations and PC & networking services. His detailed knowledge of these critical campus operations will prove invaluable to the Clearinghouse as it strives to better serve the needs of colleges and universities. "Bill's guidance and perspective on how we can assist institutions of higher education will enable the Clearinghouse to provide campus officials with state-of-the-art services," said Daniel Boehmer, Clearinghouse president. "In addition to his expertise in enrollment services, Bill is

nationally recognized as a leading authority on campus management issues. The Clearinghouse was delighted to receive his recommendation from the AACRAO Board of Directors."

Haid's distinguished history of leadership has earned him the respect of his peers in higher education. He has served on the Board of Directors of the American Association of Collegiate Registrars and Admissions Officers (AACRAO) since 1994, and was the association's president. He has also served as the president of New Mexico ACRAO and Rocky Mountain ACRAO. Prior to his move to Colorado State, Haid was registrar and director of enrollment services at University of Colorado at Boulder. His 25-year career in higher education also includes key positions in registration and academic records at the University of New Mexico and Arizona State University.

Haid is the third AACRAO president to serve on the Clearinghouse Board. He joins Jeff Tanner of Brigham Young University, and fills the vacancy

created by the departure of Kathy Plante of Louisiana State



University in Shreveport. "I believe the active involvement of campus officials in the governance of the Clearinghouse is an important distinction," Haid points out. "The higher education community's strong oversight of the Clearinghouse ensures that enrollment professionals will continue to play a significant role in its current and future activities." According to Haid, the Clearinghouse's services are unique because they have been designed with the needs of colleges and universities in mind.

# Have You Heard?

Effective September, 2000 - the National Student Clearinghouse's board of directors voted to drop the word "Loan" from our name in order to better reflect our new service offerings beyond those associated with the student loan function. "In 1993, we set out to create a national repository for the retention and reporting of student enrollment data for the education loan industry. Today we have 40 million student

records, which is not only a testament to our success, but an opportunity for us to meet the education community's need for new services," said Ronald F. Hunt, Clearinghouse Chairman.

Our expanded services include: DegreeVerify<sup>SM</sup>, EnrollmentVerify<sup>SM</sup>, EnrollmentSearch<sup>SM</sup>, LoanLocator<sup>SM</sup>, and our TRA Reporting Service. Log on to our Web site for more information about these new services.

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