

**opsdog**

**BPMN 2.0 FORMAT**

**BANKING**

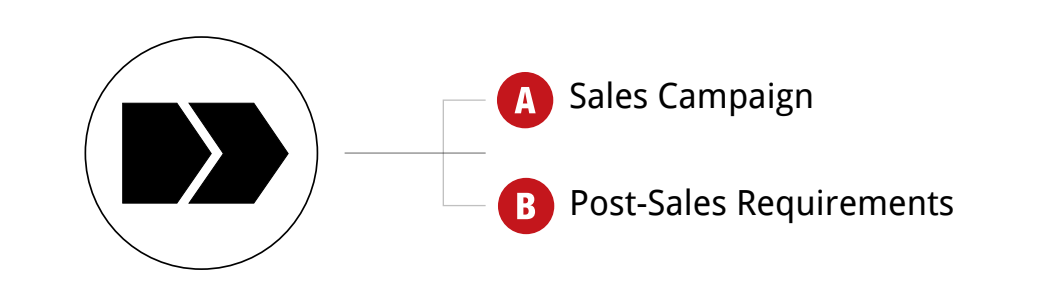
**Educational Loan Sales [Institutions]**

**The OpsDog Financial Services Hierarchy**

- Banking
  - Retail Branch Operations
  - Commercial Lending
    - Educational Loan Sales [Institutions]
  - Consumer Lending
  - Mortgage Banking
  - Electronic Banking
  - Wealth Management
  - Merchant & Lockbox Operations
  - Courier Services
  - Back Office Operations
  - Treasury Management
- Insurance
- Broker Dealer
- Investment/Asset Management
- Consumer Finance

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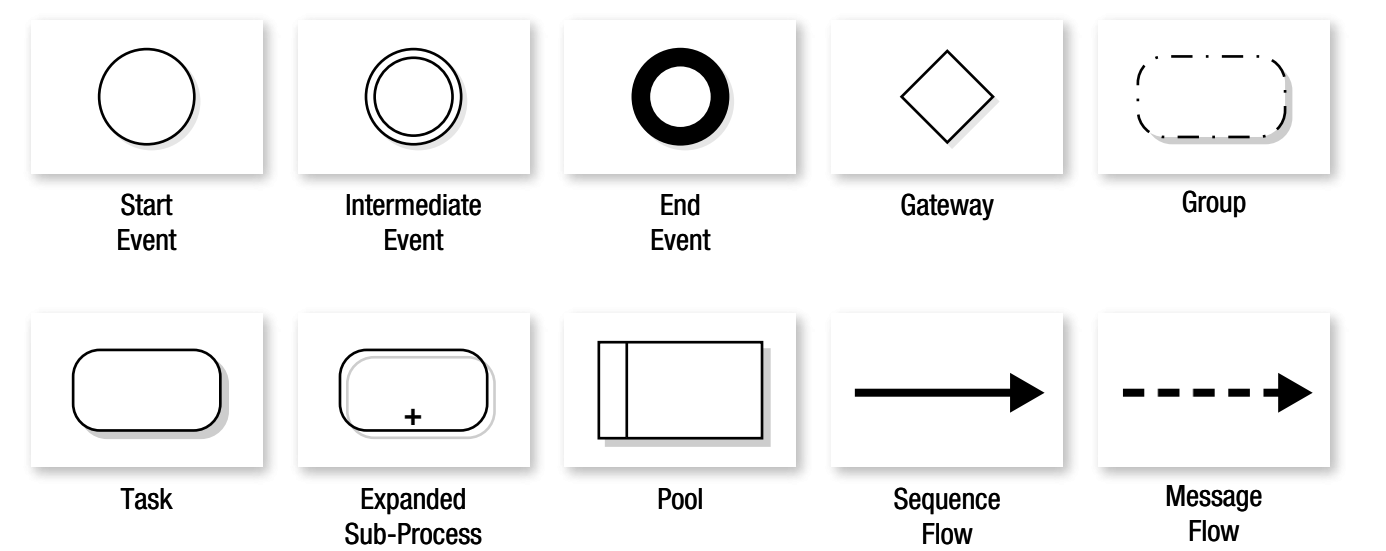
**Educational Loan Sales [Institutions]: Workflow**



**Workflow Description**

The sales of loans to educational institutions. Includes initial contact with the potential borrowing institution, request for proposal (RFP), application processing, and risk management (quarterly data requests for at-risk institutions).

**Legend**



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**Institution**

**Inside Account Support Executive**

**Field Sales**

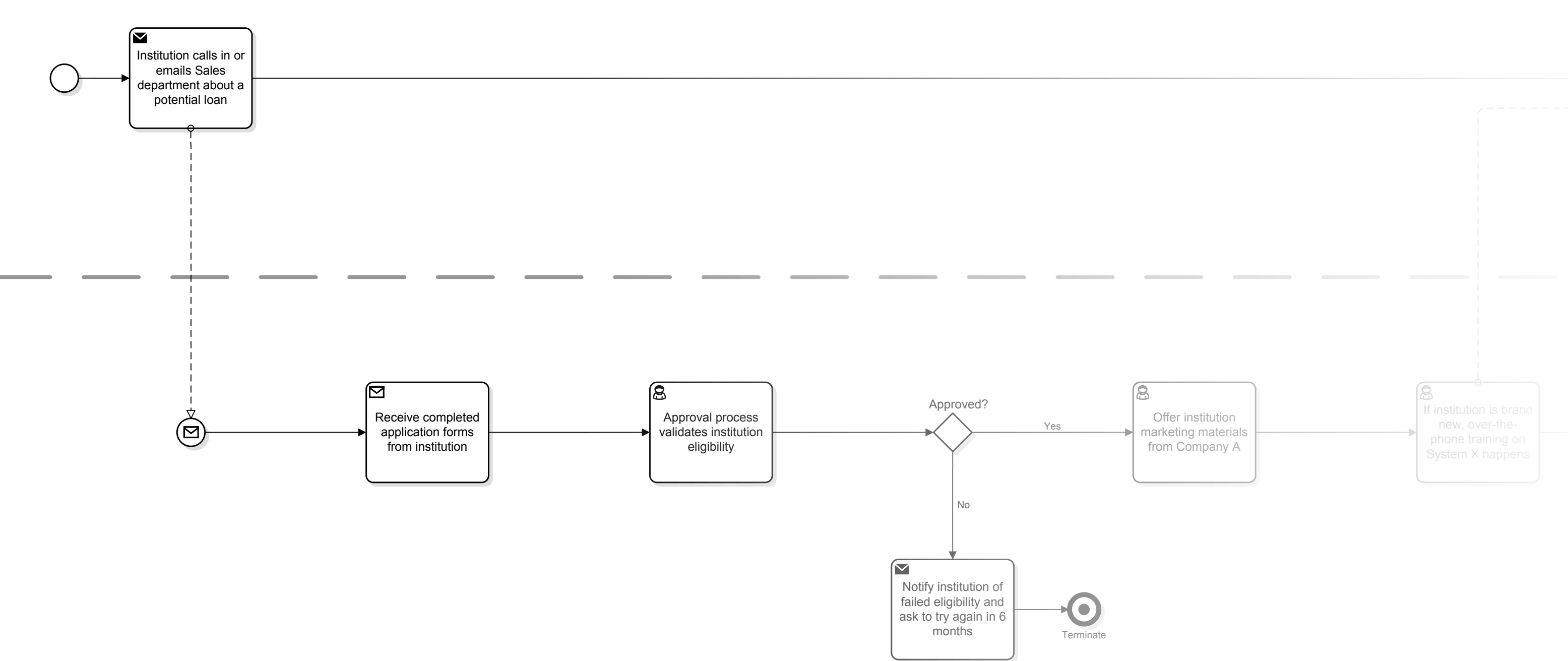
**Risk**

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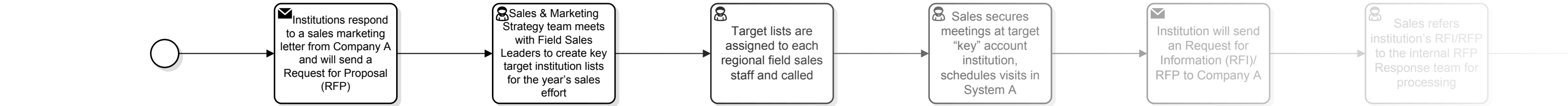
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**Banking: Educational Loan Sales (Institutions) Workflow [BPMN 2.0]**

**Sales Campaign**



**Post-Sales Requirements**



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DO-IT-YOURSELF BUSINESS PROCESS IMPROVEMENT WORKFLOW