



New York University

A private university in the public service

REQUEST FOR PROPOSALS

New York University is seeking proposals for competitively priced alternative loan programs to serve our undergraduate, graduate, and professional domestic population beginning with the 2009-2010 processing year.

Proposing institutions should be prepared to potentially finance an estimated \$100-200,000,000 per year in alternative loans.

We customarily seek proposals every three years.

ABOUT NYU

University web site: <http://www.nyu.edu>.

Office of Financial Aid web site: <http://www.nyu.edu/financial.aid> (you can find most of our costs of attendance here, as well).

Undergraduate Colleges:

- College of Arts and Science
- Steinhardt School of Culture, Education, and Human Development
- Stern School of Business
- Tisch School of the Arts
- School of Continuing and Professional Studies
- Gallatin School of Individualized Study
- Silver School of Social Work
- College of Dentistry (Dental Hygiene and Dental Assistant)
- College of Nursing
- Polytechnic Institute of NYU

Graduate Colleges:

- Graduate School of Arts and Science
- Steinhardt School of Culture, Education, and Human Development
- Stern School of Business
- Tisch School of the Arts
- School of Continuing and Professional Studies
- Robert F. Wagner Graduate School of Public Service
- School of Law
- Gallatin School of Individualized Study
- Silver School of Social Work
- College of Dentistry
- College of Nursing
- Polytechnic Institute of NYU
- School of Medicine

Non-Credit/Certificate/Diploma:

- School of Continuing and Professional Studies

You can learn more about each NYU division at: <http://www.nyu.edu/academics/>. Learn more about NYU's history, mission, and leadership at <http://www.nyu.edu/about/>.

AVERAGE LOAN AMOUNT

Approximate Average Annual Alternative Loans in 2007-2008 (among those who borrow):

Undergraduate:	\$24,000
Law:	\$33,000
Graduate Business:	\$31,000
Dentistry:	\$48,000
Other Graduate:	\$19,000

Approximately 7500 students borrowed alternative loans in 2007-08.

NEEDS

Domestic Students:

Interest Rate/Fees: NYU is accustomed to alternative loan rates of Prime minus 1% with 0 fees. This will be a baseline upon which proposed pricing is judged.

Annual Loan Limit: Cost of Attendance minus Other Aid

Aggregate Loan Limits: \$250,000 Undergraduate
(including all ed debt) \$350,000 Graduate/Professional
\$500,000 Dentistry/Medical

Aggregate limits should be independent of co-borrower.

Credit Eligibility: Our main focus is providing broad access to low-cost funds to as many students and families as possible. As a result, special attention will be paid to the credit score cut-off. We expect credit to be structured such that a co-borrower will ameliorate the poor credit score of a primary borrower (not simply extend loan limits, lower cost, etc. – though those could be additional benefits).

NYU welcomes proposals that include an option for the university to offer a guarantee on selected loans. Please note that we would use such an option extremely rarely, if ever, and as such, it should not be factored into predicted approval rates.

Ancillary Programs:

Law Bar Exam Study
Dental Residency
School of Continuing and Professional Studies Non-Credit/Certificate/Diploma
Funding for internship living expenses

Processing:

Processing should be primarily electronic, via secure exchange of Commonline compliant data. Please describe your electronic processing options, noting that, due to the large volume expected in these programs, processing options should focus on large batch processes (not individual web-certifications, for example, though that should be available, as well).

Proposal Process:

Use our Microsoft Excel spreadsheet that outlines the data points upon which we will make our initial program comparisons:

<http://www.nyu.edu/financial.aid/rfp-private-loan.xls>

You should complete a separate spreadsheet (save multiple copies) for each program permutation you wish to propose. If your program is tiered, you should complete a different tab within each spreadsheet to isolate each tier. If your program is not tiered, just use the first tab.

Please give your spreadsheets obvious file names, as well as clear program names within the sheet itself. If you wish to, you may save the spreadsheet with password protection and send me the password under a separate email.

In addition to the spreadsheets, you may also send traditional proposals (as email attachment only, no hardcopy) that flesh out more details.

Spreadsheet Details:

Most of the items on the spreadsheet should be self-explanatory. If the answer is '0', 'NO', or 'N/A', please indicate so.

There is a section that asks you to indicate what the interest rate was or would be based on July 1 of six historical years. Since we are historically accustomed to prime-based loans, we have included the prime rate on that date for reference purposes. In order to provide the most valid comparison, please base your example rates on what your base rate was on July 1 of each year.

There are also four simple scenarios, for which you should use historical data based on the assumptions provided on the spreadsheet.

Thanks for reviewing this request, and we look forward to seeing your proposal. Please address all inquiries, and the proposals, to finaid.rfp@nyu.edu. Please make sure the word 'DOMESTIC' appears in the subject line.

Proposal Deadline: November 10, 2008