

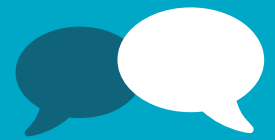


TOP 5 REASONS CUSTOMERS WANT PARCHMENT TO PRINT AND MAIL TRANSCRIPTS

And why you should too!

“Long term cost savings. More time to cross train our staff. Better service for our students and alumni ... I can't imagine going back!”

Matthew Schramm
Senior Assistant Director Combined
Enrollment Services
Boston University



1

MORE TIME MEANS MORE OF EVERYTHING

Allowing Parchment to print, fold, stuff, and mail your paper transcripts means you suddenly have staff time available to allocate to other tasks. Cross training? Improving customer service? Student outreach? What will you do?

2

EXEMPLARY SECURITY

Printed in the secure facility in Scottsdale, AZ, Parchment uses top of the line security paper to ensure the transcript's authenticity. Optionally, provide Parchment with your security paper.

3

PROVIDING THE CUSTOMER SERVICE WE WANT

Provide all of the service options today's learner wants: standard, expedited, or overnight delivery. Domestic or International delivery with FedEx or USPS tracking.

4

IT LOOKS JUST LIKE OUR TRANSCRIPT

Portrait or Landscape. Full color with your seals and signatures. Include a cover letter and legend. This is *your* transcript.

5

SAME DAY SERVICE

Orders received by 3PM PST will be printed and mailed the same day!

Our Members Also Love:

USPS ADDRESS
VERIFICATION

PRINTING STUDENT
ATTACHMENTS

FEDEX AND USPS
TRACKING



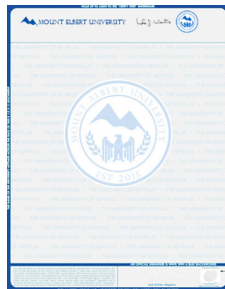
What to Consider When Deciding to Outsource Print:

PRINT & MAIL OPTIONS:

A Heritage of Printing Since 2004.

YOUR BRAND

- + Layout
- + Colors
- + Seal
- + Signatures



SECURITY PAPER

- + Coin-rub Watermark
- + UV Green Fluorescent Seals
- + Anti-copy Security
- + *Option to provide your own security paper*

DELIVERY:

- + Standard, Expedited or Overnight
- + Domestic and International
- + USPS Address Verification
- + USPS and FedEx Tracking

More than 350,000 transcripts are printed and mailed annually.

Get started today!

PARCHMENT'S PRINT FACILITY:

The print facility within Parchment's headquarters in Scottsdale, AZ, is accessible only by tenured print staff who have undergone extended background checks. The facility is only accessible with a key card and PIN.

Each day, our commercial printers and folder machines prepare thousands of transcripts and attachments to go out across the globe.

BOSTON UNIVERSITY'S EXPERIENCE

LABOR IMPACTS:

Saving 2 hours per day that was spent printing, Boston University (BU) could focus on email responses and cross-training student workers in understaffed areas: Veteran Affairs and Transfer Credit. The value that additional labor provided BU was a powerful motivator in making the decision.

SAVINGS:

Over time, reducing the hard costs of paper, envelopes and postage will save BU money.

COST RECOVERY:

BU evaluated the price they charged for printed transcripts and determined that they were on the low end. Raising the transcript price slightly more than paid for the benefit of having additional skilled staff time to serve students.

CONTROL:

Moving any operation outside of your office is a big leap. BU made the decision after talking with other schools about their experience. That, along with their confidence in Parchment's services and the support staff working closely with BU made it a positive experience.

BRANDING:

BU wondered how receivers would react to a BU transcript arriving in a Parchment envelope. Other institutions said that this had not been a significant problem for the thousands of receivers they had mailed. Since starting to use Parchment, BU has gotten fewer than 5 questions from receivers.

JULY 2015 - JANUARY 2016:

- + 9K eTranscripts
- + 9K Printed by Parchment
- + 1K Printed at BU