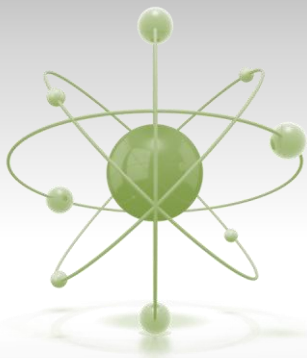




For your convenience, all ECSI Management Reports may be generated through SAL's Report Menu or from your Monthly CD-ROM. Most importantly, every ECSI Management Report is uploaded and stored forever on ECSI's secure, state-of-the-art, Website and is instantly available in MS Excel, Text, and PDF Formats. To access your Monthly Management Reports through SAL, simply press the "Forms Button" from the Primary Window and select "Reports Menu". By double-clicking any of the Monthly and/or Special Reports from the Reports Menu, you'll have instant access to "Create, Look, or Print". By selecting "Create", you're asking SAL to overlay the previous Month-End Report and create a new report from the beginning of the current month, until today. Upon completion, you may "Look" at or "Print" your new report, if desired. As an alternative, you may also access your Monthly Management Reports through the Client Section of our Website. To do so, simply go to www.ecsi.net, select the "Are You A Client" Tab, and enter your School's User Name & Password. Next, select the On-Line Services Option and enter your Client ID, Login ID, and Password to enter this secure area of our Website. Once you've successfully logged in, you may select the "Web Reports" Option to find the specific ECSI Management Report that you desire. It's that simple.

Monthly Reports

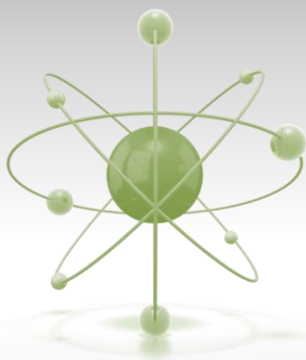
1. In-School Borrowers – This report provides a detailed listing of all borrowers In-School (Loan Status Code = 1).
2. Grace Borrowers – This report provides a detailed listing of all borrowers in their Grace Period (Loan Status Code = 2).
3. Repayment Borrowers – This report provides a detailed listing of all borrowers in Repayment (Loan Status Code = 3).
4. Paid In Full Borrowers – This report provides a detailed listing of all borrowers whose loan(s) are Paid In Full (Loan Status Code = 4).
 - 4a. Paid In Full (Archive Totals) – This report provides the accounting totals of those borrowers whose accounts have been archived and are now in View Only Mode within SAL. (ECSI archives all zero balance accounts, by moving them into a separate sub-directory, to make SAL more efficient).
 - 4b. Paid In Full (Retired Totals) – This report provides the accounting totals of those borrowers whose accounts do not reside on the SAL System. This data may have been purged prior to your ECSI Conversion. (Retired records are used to accurately build up your accounting totals within SAL for FISAP and/or AOR Reporting purposes).
5. Paid In Full Borrowers This Month – This report provides a detailed listing of all borrowers who have paid their loan(s) in full this month (Loan Status Code = 5).





Monthly Reports

- 9c. Bankruptcy and Legal Codes – This report provides a detailed listing of all borrowers whose accounts are in either bankruptcy or legal status.
10. Names and Addresses – This report provides a detailed listing of all active borrowers, including: Name, Address, and Telephone Number.
- 10a. Cosigner Addresses – This report provides a detailed listing of all active Cosigners, including: Name, Address, and Telephone Number.
- 10b. Bad / Foreign Addresses – This report provides a detailed listing of all of Bad, Foreign, and Military Addresses.
- 11a. Monthly Loan Changes – This report provides a detailed listing of all changes made to a borrower's account on a monthly basis (excluding Demographic and General Ledger Updates).
- 11b. Monthly Name Changes – This report provides a detailed listing of all changes made to a borrower's Demographic Information.
- 11c. Monthly Production Report – This report provides detailed information to help monitor SAL-User productivity.
- 11d. Rescheduled Report – This report provides a detailed listing of all borrowers who are currently under a temporary payment arrangement (i.e. Reschedule Agreement).
- 11e. Loans Brought Current Report – This report provides a detailed listing of all borrowers that were delinquent last month and are now current.
- 11f. Agency Payments Processed As Regular – This report provides a detailed listing of all borrowers who have been assigned to a Collection Agency and payments were processed within SAL without the Collection Agency's knowledge (i.e. The borrower made a payment directly to ECSI or the School, instead of directly to the Collection Agency).
- 11g. Agency Accounts With Zero Balances – This report provides a detailed listing of all borrowers who have been assigned to a Collection Agency and currently have a zero balance (or credit balance) on their account.
12. Monthly Transactions (General Ledger Report) – This report is your source for monthly accounting information. Our General Ledger Report is sorted by fund and lists all deposits, adjustments, advances, cancellations, transfers, NSF's, and journal entries.
- 12a. General Ledger Entries – This report provides a detailed listing of all Journal Voucher (JV) Entries applied during the month.
- 12b. Balancing Report – This report checks all monetary transactions against the Trial Balance Report's current month's accounting figures to verify accuracy and ensure reconciliation.





Monthly Reports

- 14. Fiscal (FISAP) – The Fiscal Operations Report and Application to Participate Report (FISAP) provides the information required by The U.S. Department of Education on an annual basis.
- 14a. Balancing Report / FISAP / Trial Balance – This report checks the accounting totals from the FISAP Report to Fiscal and To-Date figures on the Trial Balance Report for reconciliation purposes.
- 15. Federal Capital Contribution (AOR) – The Annual Operating Report (AOR) provides the information required by The Department of Health and Human Services on an annual basis.
- 16. Skip Trace (TransUnion) – This report provides a detailed listing of accounts that require skip tracing through TransUnion, if applicable.
- 16h. Skip Trace (HPSL loans) – This report provides a detailed listing of accounts that require skip tracing through The Department of Health and Human Services, if applicable.
- 16p. Skip Trace (Perkins loans) – This report provides a detailed listing of accounts that require skip tracing through The U.S. Department of Education, if applicable.
- 17. Credit Bureau - This report provides a detailed listing of the accounts and statuses reported to the National Credit Bureaus.
- 18. GASB Report - This report provides a projected income forecast by fund type.
- 19. Management Collection Report – This report compliments our Collection Review Report (Report-20) and provides a detailed listing of the accounts that have been reviewed / addressed by each SAL User.
- 20. Collection Review Report – This report compliments our Management Collection Report (Report-19) and may be used as your Daily Collection Worklist to provide a detailed listing of the accounts that need to be reviewed / addressed by each SAL-User.

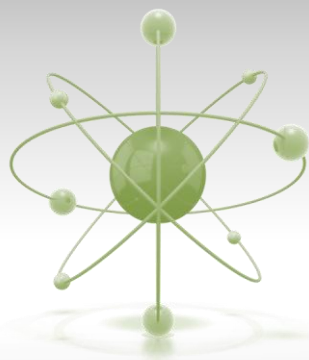


Monthly & Special Reports Reports



Special Reports

1. Advances by Alpha - This report provides an alphabetical listing of all new loans and advances by fund and specified date range.
2. Advances by Social Security Number - This report provides a social security number listing of all new loans and advances by fund and specified date range.
3. Cash Transactions - This report provides a detailed listing of all cash transactions processed by fund and specified date range.
4. Adjustment, NSF, Refund, Payoff, Transactions - This report provides a detailed listing of all adjustments, NSFs, refunds, and payoffs transactions by fund and specified date range.
5. Cancellations - This report provides a detailed listing of all cancellations processed by fund and specified date range.
6. Deferments by Date Range - This report provides a detailed listing of all deferments processed by fund and specified date range.
7. Active Deferments / Postponements - This report provides a detailed listing of all active deferments and/or postponements processed by fund (and/or all funds) by specified date range.
8. All Transactions - This report provides a detailed listing of all monetary transactions processed by fund and specified date range.
9. View Monthly Reports Folder - Each time a Monthly Report is "created" within SAL, it overlays the previous Month-End Report. This report folder allows you to quickly view all of your previous Month-End Reports for instant access.
10. Collection Agency Placements - This report provides a detailed listing of the accounts assigned to a specific Collection Agency and/or all Collection Agencies by specified date range.
11. Rehab in Progress - This report provides a detailed listing of all active rehabilitations.
12. Active / Archive Summary Totals - This report provides a loan portfolio summary of your active and archived loans.
13. Agency Payments Processed as Regular (Date Range) - This report may be created by Collection Agency or specified date range and provides a detailed listing of the borrowers who have been assigned to a Collection Agency and payments were processed within SAL without the Collection Agency's knowledge (i.e. The borrower made a payment directly to ECSI or the School, instead of directly to the Collection Agency).
14. Advances Summary by Fund - This report provides summary advance totals by fund for the current month, fiscal year, and non-fiscal year.
15. Suspense Report - This report provides a detailed listing of accounts with money remaining in Suspense. (Suspense is defined as an advance payment applied to future installments).



Monthly & Special Reports Reports



Special Reports

- 16. Monthly Cash Detail Report – This report provides a detailed listing of monthly payments by fund.
- 17. NSLDS Menu – This report option provides the ability to add and remove NSLDS Error Codes and create an NSLDS Error Report, Correction File, and Extract File.
- 18. Stop Code Report – This report provides a detailed listing of accounts assigned with a temporary or permanent Stop Code.
- 19. Special Memo Report – This report provides a detailed listing of accounts noted with a Special Memo.
- 20. Accurant Skip Traced Accounts – This report provides a detailed listing of accounts skip traced through Accurant by specified date range.
- 21. Monthly Cash Totals – This report provides a detailed listing of the cash collected by fund and month for a specified fiscal year.
- 22. Collection Agency Report (Date Range) – This report provides a detailed listing of the accounts assigned to your Collection Agencies by specified date range.
- 23. Primary Care Compliant Report – This report provides a detailed listing of borrowers listed as compliant with their Primary Care Loans.
- 24. FCW Comparison Report – This report provides a detailed listing of possible discrepancies associated with Collection Agency Fees.

- 25. Repayment Begins Report (Date Range) – This report provides a detailed listing of the accounts that have gone into Repayment (Loan Status Code = 3) by specified date range.
- 26. Consolidated Payments for Current Month – This report provides a detailed listing of the accounts for which consolidated payments were processed.
- 27. Email Address Report – This report provides a detailed listing of the SSN, ID#, Name, and Email Address for every account at your school.
- 28. All Transactions (except Cancellations) – This report provides a detailed listing of all monetary transactions processed by fund and specified date range, but does not include Cancellations.

