



**Always expand  
your reach.**

**And deliver  
education opportunities  
around the world.**

**WesternUnion** **WU**

**Business  
Solutions**

# Rethink international payments

Whether you are receiving tuition from a student in India, making an equipment purchase in China or sending funds to a professor on assignment in Africa, the transfer of funds around the world is now essential to everyday life at your institution.



The education sector has globalised.



The challenge is... you're probably investing far too much time on tedious international payment tasks.



It's simple to send and receive money globally using our innovative education solutions.

## Our innovative solutions address your new realities:



Forecasts show that international student mobility is forecast to continue to grow to 2027<sup>1</sup>.



Student expectations are evolving. They expect to use payment methods they know and trust from their home country, and to use mobile technology.



Alternative payment methods are rising to meet the needs of consumers online, led by eWallets and bank transfers<sup>2</sup>.

# Save time & money

Our solutions for the education sector help you manage both payables and receivables. This means no more endless hours spent on reconciliation, or chasing funds that have gone missing overseas. We can even integrate with student management systems to reduce double entry of student data and reconciliation information.

Saving time and money is just a click or two away with our solutions.

## **WU® GlobalPay platform**

Our payables solution helps reduce the hassle of making payments in foreign currencies.

## **WU® GlobalPay for Students platform**

Our innovative student payments solution offers a strong student payment experience, and easy reconciliation.

## **Our incoming and outgoing payment solutions can help your education institution...**

- Reduce costs and free up time, so you can focus on high-value activities.
- Secure rates on foreign currencies to protect your bottom line.
- Make payments in more than 130 currencies.
- Easily match payments to student accounts.
- Make quick refunds with a partner committed to compliance and global regulatory standards.
- Manage international payables from one easy dashboard.
- Receive and disburse government and private loan funding.
- Receive tuition payments in full, so you're not chasing after short payments.
- Let students and payers track the status of their payments online, leading to fewer calls from worried students.





**Payables need not be  
a responsive game.  
With WU GlobalPay,  
it's strategic.**

# Let's talk payables

WU GlobalPay provides everything you need to do, and everything you need to know about sending a payment in one online platform.

Help to improve your budgets by locking in an exchange rate at the time of payment so you know how much you're paying.

## Now you can:



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**The more students  
that use GlobalPay  
for Students, the  
more time and money  
you may save.**

# Let's talk receivables

When students use GlobalPay for Students, payments are quickly reconcilable, trackable and refundable. Our student interface is just as intuitive as online shopping, and they can pay direct from their mobile phone using online payment options they know and trust.

## Here are four major benefits:



It's easy to pay by smartphone, thanks to a friendly, mobile-first design.



Students and payers get realtime status updates on their payments via text~ or email.



Students view a selection of payment options upfront and make a choice that suits them, thanks to a modern, e-commerce experience.



Students use payment methods they know and love including^:

Unionpay, AliPay, SOFORT, POLIpayments, iDeal, Net Banking, Trustly, Visa, Mastercard and ChinaPay.

## Consider this receivables scenario\*:

Let's say **8,000** international students each make a tuition payment of **\$15,000** per year. That totals **\$120,000,000** received every year. Of that, let's say an estimated **1.6%** of that total goes towards bank transfer and card network fees.



### If 50% of those students use GlobalPay for Students:

On tuition payments alone, you can save a total of

**\$974,000**

per year in fees.



### If 100% of those students use GlobalPay for Students:

On tuition payments alone, you can save a total of

**\$1,948,000**

per year in fees.

## Conclusion:

It can make sense to funnel all student payments through GlobalPay for Students. You may also significantly reduce your reconciliation hours, saving even more money each year.

^ Visa and Mastercard are available in specific jurisdictions.

~ If selected by payors. Message and data rates may apply.

\* This example is for illustrative purposes only. Your results may vary.



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**8 of the top 10  
highest ranked  
universities  
trust us to  
manage their  
international  
payments<sup>^</sup>.**





# Let's talk reputation

Nefarious individuals and organisations seek to launder money. The harsh reality is, in today's political climate, universities and colleges are more at risk than ever before.

You need to be sure the people you are transacting with are in fact students, parents and agents... not individuals with criminal intent.

We make compliance a priority because we know you cannot afford the risk of accidentally making a mistake with your payments.

**Your reputation is paramount. This is why you need an international payments partner who makes compliance a priority.**



~200 regulatory licenses held  
by Western Union



Dedicated regional teams  
focused on local compliance  
requirements

## 5 crucial questions

Ask yourself these questions, as you consider your international payments partner:

1

Can your partner meet all of your payment needs, allowing you to send and receive funds internationally?

2

Is your partner legally authorized to send money internationally (so you make legal refunds and purchases, for example)?

3

Does your partner have the appropriate licenses to carry out its global business?

4

How much money does your partner spend every year to meet compliance standards to help ensure your reputation is protected?

5

Do you have proof that your partner is financially stable?

# We believe in education

We believe education is the most certain path to financial inclusion for everyone. For this reason it's our cause of choice, and the primary focus of the Western Union Foundation.

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The amount pledged  
to support education  
initiatives around the world  
from 2014–2018

**\$10.7 M**

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The number  
of students  
we helped so far

**191,000**

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We believe our long history of serving the education sector, our vast global network, and our financial stability make us an ideal fit for institutions like yours.

## We believe in partnership

Let's talk about your biggest international payment challenges. We have so much more to offer than ever before – new cost efficiencies, time savings, and a world-class student payment experience.

Working together, we can make your international transactions convenient and simple.

**[business.westernunion.com/en-hk/education](https://business.westernunion.com/en-hk/education)**

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**More than 700  
universities,  
colleges and  
schools around  
the world use  
our solutions.**





# Simplify international payments with innovative payment solutions.

For more information, please visit:

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**WesternUnion**  **WU**

**Business  
Solutions**

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\*The cost of your call will vary depending on your network provider and it is likely that calls from mobile phones will cost considerably more. We strongly recommend that you check with your network provider for potential costs. 591951446-2020-11