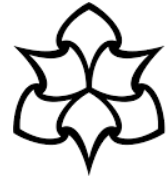


CASE STUDY



Manchester
Metropolitan
University

Procurement Made Easy:
*How Technology Cost-Effectively
Optimizes
the Payment Process*

flywire



Procuring a solution for the future

VISION

On a mission to:

- Offer the widest selection of payment choice in education
- Provide simple and transparent payment services
- Improve overall payer experience by reducing points of friction
- Creatively walk in the shoes of our customers

OBJECTIVES

Procure and implement a payment infrastructure to:

- Challenge the norm
- Deliver choice, ease of use and VFM solutions
- Support the use of innovative new payment technology
- Take advantage of immense buying power to control costs
- Tender with negotiation

VALUE

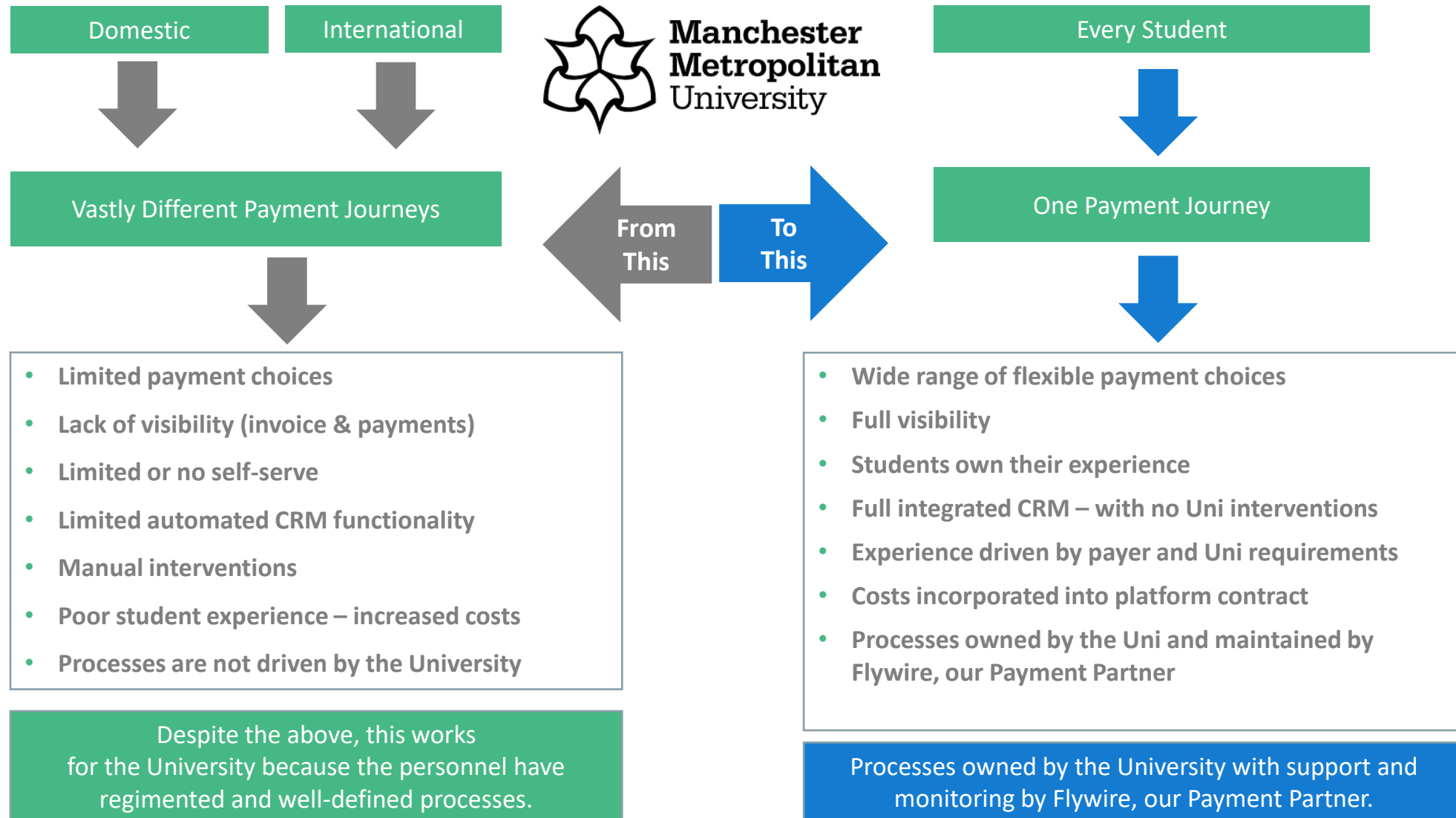
For our students:

- One payment journey
- Unrivalled choice and flexibility
- Simplified processes
- Service delivery driven
- Self-serve capability
- Recurring currency payments throughout

For Manchester Met:

- Simplified, unified system
- Cost and process optimisation
- Support new options (Open-source banking)
- Integrate transparent, improved cash-flow
- Support cashless campus

On a mission to deliver one payment journey for all students





Domestic Payment
Solution



International
Payment
Solution

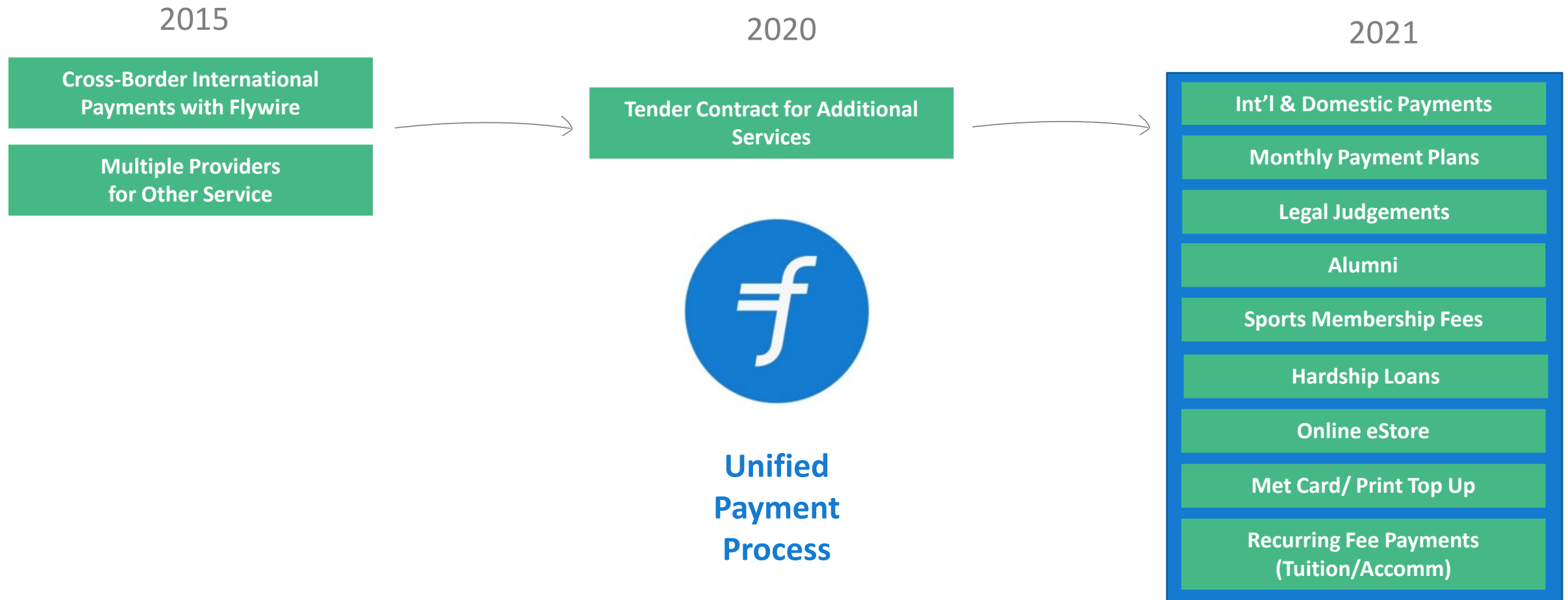


Online Store /
Peripheral
Payments

ONE SINGLE, INTEGRATED PAYMENT SOLUTION
underpinned by choice, flexibility & payer ownership



Phased Implementation Transformation





35,000 student enrolment

130+ countries of origin

60-80 currencies processed

Founded in 1824

Live with Flywire since 2015

Unified payment process drives efficiency and savings

Before Flywire

- ✗ Different international and domestic systems increased cost, complexity and workload
- ✗ Limited local currency payment options for students
- ✗ Manual, time-consuming processes for staff
- ✗ Higher costs to the university and students
- ✗ Overall confusing payment experience for students

With Flywire

- ✓ Automated, unified payment process drives efficiency and **improves student experience**
- ✓ Secure processing of **25,000+ education payments** in **60+ currencies** totals £150M
- ✓ Student self-service and multilingual support **reduces manual intervention** by staff
- ✓ Increased payment plan enrolment **improves cash flow**



Why Flywire?

The student experience is at the heart of its integrated comprehensive receivables solution, supporting:

- The concept of “one journey for all payers”
- Increased payment choice for all payers
- Self-serve functionality
- Automated communications hub engages with all payers on our behalf
- A new type of financial model
- The concept of investing in the infrastructure for the future
- All delivered irrespective of domicile, nationality or preferred currency of choice

We are working positively with Flywire & our third-party system providers to deliver a seamless transfer of responsibility. Thank you to our current payment partner(s) for their continued support during this change process.



Simon Read

Vice President, Education,
EMEA, Flywire

Real-World Results:

New way of buying paves path to higher adoption



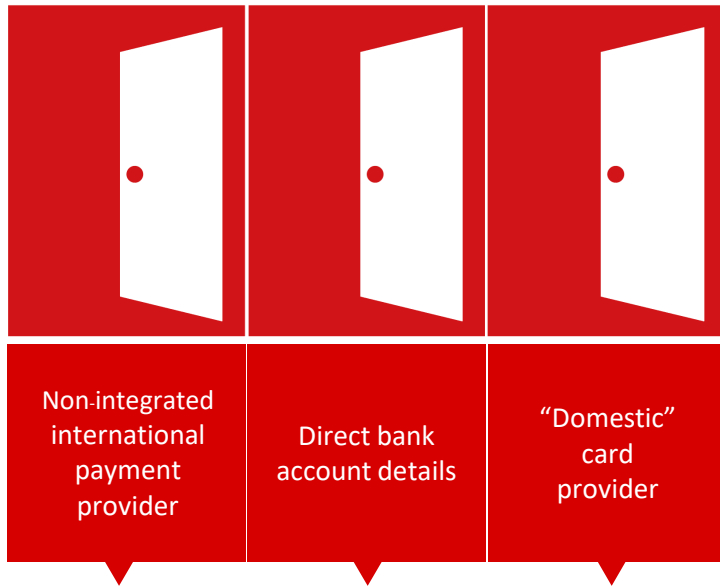
The more
payment “doors”
offered the lower
the adoption

*How do you
want to pay?*



Path to higher adoption

3 DOORS



Historical market deployment;
standard for most competitors

least efficient / highest costs

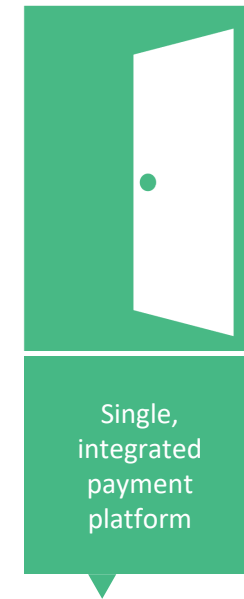
2 DOORS



International payments process through "domestic" gateway; make up ~30% of all domestic gateway payments

more efficient / high costs

1 DOOR



Single solution for domestic & international payments backed by first-class security & 24x7 multilingual support

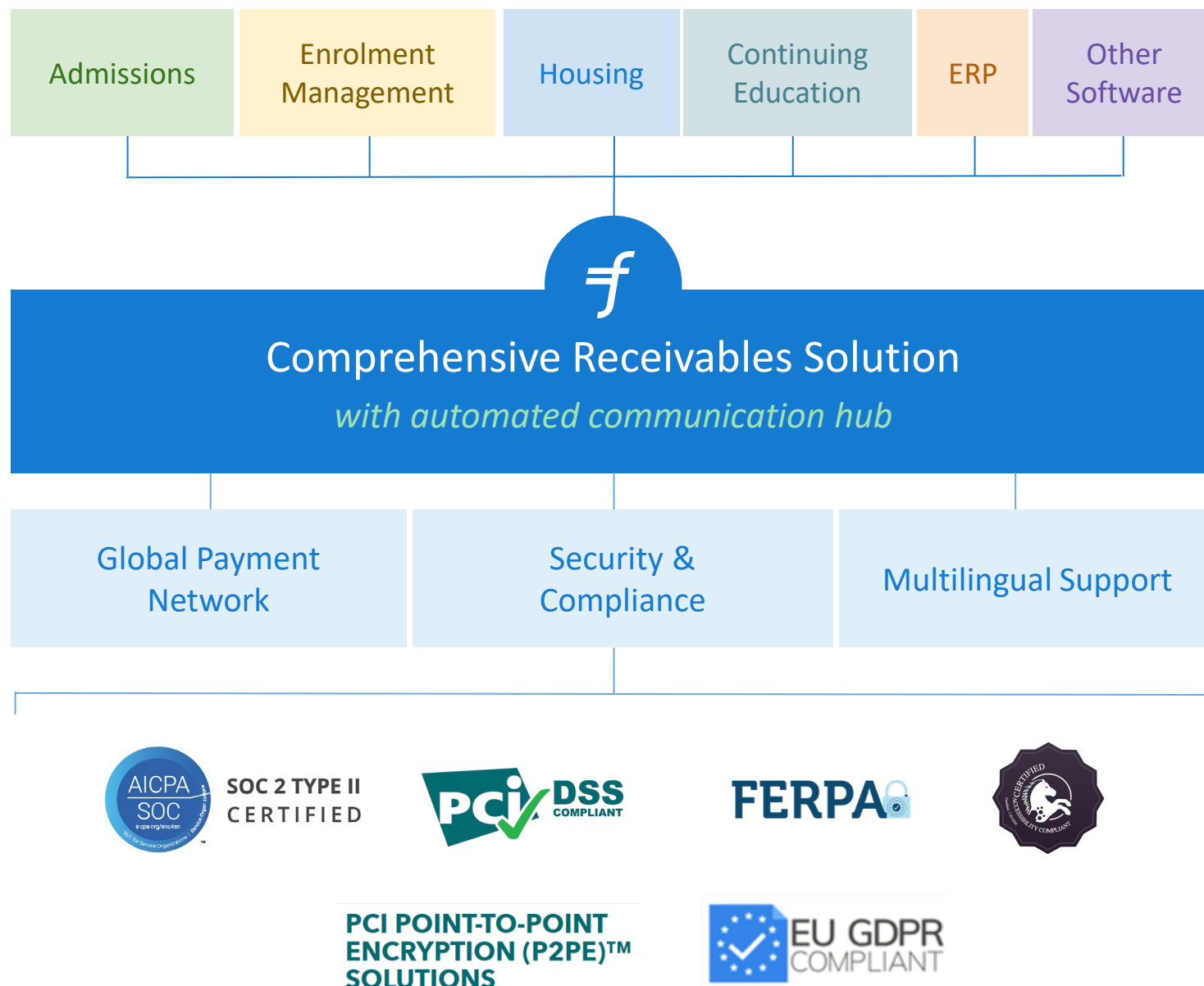
most efficient / lower costs

Seamless integration with your existing systems

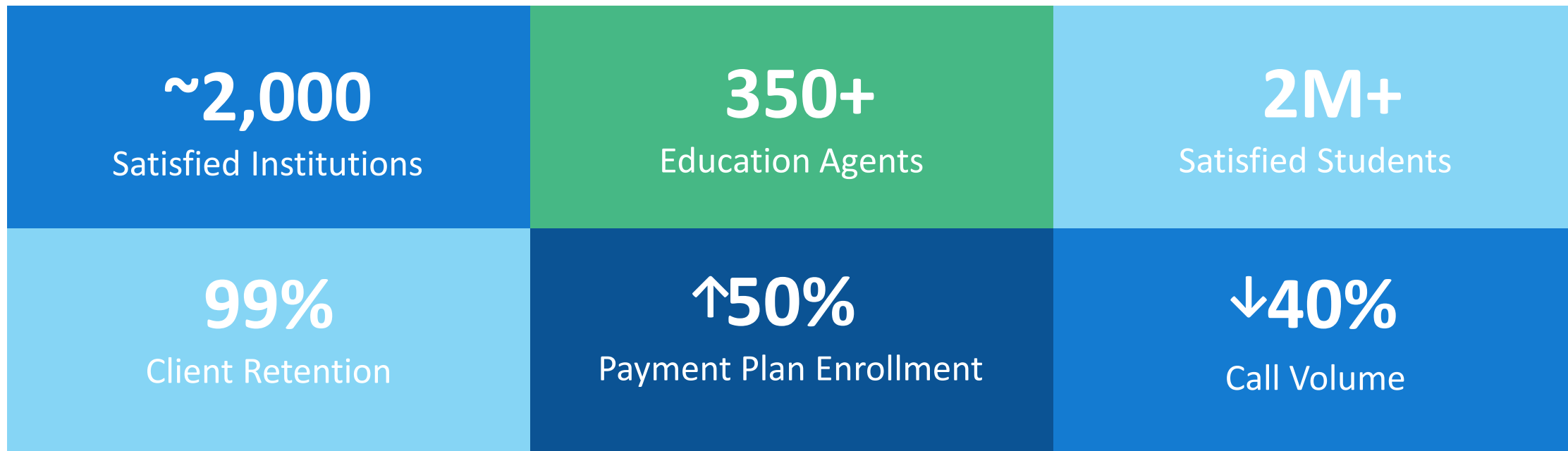


Nothing is too much trouble for Flywire.

- Manchester Met University



Our trusted solution solves all sides of the education payment equation



ual:





Awesome
Trustworthy
Smooth
Effortless
Fantastic
Successful
Innovative
Informative
Helpful
Dependable
Handy
Efficient
Useful
Agile
Ideal
Support
Love
Modern
Seamless
Effective
Low cost
Incredible
Brilliant
Partner
Approachable
Friendly
Great
Exceptional
Excellent
Easy
Customer-Focused
Trackable
Potential
Reliable
Amazing
Gamechanger
Competent
Straight-Forward
Fast
Service
Flexible
Comparable
Outstanding
Simple
Accommodating
Clear
Direct
Logical
Good
Stress-Free
Partners
Secure
Connected
Advantageous
Necessary
Class Act
Professional
Optimal
Accessible
Proactive
Responsive

EXPERIENCE
THE
DIFFERENCE

flywire



Thank You

edu.flywire.com

learnmore@flywire.com

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