

## PROTEGE CASE STUDY

# \$377K in Stable Cash Flow: The Power of Consistent Repayment Plans in Title IV

Learn how Lumion's Payment Plans not only bridge the funding gap but also boost student enrollment and improve collections at Protégé Academy.

## OUR PROVEN RESULTS

### Expanded Access to Education

Opened doors for 112 students who otherwise would not have had a viable source of funding. It enables a broader range of students to access education.

### Personalized & Manageable Payments

Lumion's ability to create tailored repayment plans allows schools like Protégé to **effectively close funding gap at Title IV institutions.**

### Improved Collections Process

Despite potential fluctuations in student admissions, Lumion's consistent repayment plans provide a reliable and stable source of income, **contributing to an anticipated cash flow of \$377K from Payment Plans.**

"The assistance Lumion has provided for gap funding has been huge. We have students that I know, firsthand, there's no possible way they would have been able to come up with the money up front to go to school."

**CALVIN STIER**

Protégé Academy, Admissions  
Director



### Background



- Established in 2005, Protégé Academy aims to provide students with a specialized education from qualified instructors and professionals.
- They gained accreditation in December 2010 and have been operating as an accredited institution since.
- Protégé expanded its operations by opening a second location, the Mount Pleasant campus, in 2014.



### Challenges



- Protégé primarily relied on Title IV-A for funding which presented limitations in addressing the financial needs of all students, not covering the full cost of education.
- The school faced challenges from their other payment options, related to tracking payments and lack of notifications.
- Students who signed up for the payment plans were not held accountable for posting and making payments.



### Solutions



- Implemented Lumion Payment Flow to offer payment plans as a flexible payment solution.
- Addressed the limitations of previous funding options, effectively bridging the gap between the cost of education and the funding available.
- Lumion streamlined the repayment process, making it easier for schools to manage student accounts and collect payments.