

## Questions & Answers

Below are the responses to questions received which were relevant to the present procurement:

1. In light of the current events related to COVID-19, please confirm HESAA requires physical delivery for original and copies of the response to the RFP.  
***If a bidder is unable to send hardcopies of proposals due to the COVID-19 pandemic, HESAA will accept proposals that are sent solely as a PDF. Please note, that it is preferable for proposals to be sent both as hardcopies and as PDFs.***
  
2. What are HESAA’s current expectations for loan volume for the 2021-2022 academic year by product type? Projections on Option 1, 2, 3, Consolidation and Refinance loans would be helpful. We understand if given the current uncertainty this may not be available.

***HESAA anticipates similar NJCLASS volume levels to what it has originated in the recent past.***

	NEW LOAN ORIGINATIONS LIMITS					
Series	10-yr STD	15-yr STD	20-yr STD	Consolidation	ReFi+	Graduate/Professional
2018*	\$15 M	\$42 M	\$30 M	\$15 M	\$15 M	\$3 M
2019	\$35 M	\$55 M	\$30 M	\$15 M	\$20 M	-0-
2020	\$25 M	\$55 M	\$25 M	\$20 M	\$25 M	-0-

***\*2018 loan products offered both a 10-yr and 15-yr P&I repayment option as well as a 15-yr interest only while in school repayment option. This was discontinued with the 2019 loan program.***

3. Per 5.1(c), can the Authority provide respondents with the Authority’s loan program model in order to determine optimal simulation capacity?

***HESAA cash flows are produced utilizing a commercially available software program, DBC Student Loan. The DBC Student Loan software is offered through SS&C Technologies, Inc. Their contact information is as follows:***

***www.sstech.com  
844.994.SSNC***