



Business Efficiency Programs Update

October 2022 - Volume 12, Issue 10

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Latest from AICUP

PAICU MEP Recurring Conversation with AICUP - Weekly Zooms

Tim Alexander, VP of Finance & Administration at AICUP, is also the Vice-Chair and Treasurer of the Pennsylvania Association of Independent Colleges and Universities Multiple Employer Retirement Plan (PAICU MEP). He will be hosting a weekly Zoom meeting each Tuesday (2:30 – 3:30 PM) beginning November 1st for an open discussion about the PACIU MEP. This weekly, members-only Zoom call is open to any and all AICUP members.

[Go Here to Attend & Put It on Your Calendar!](#)

Lunch & Learn Series

Last winter, AICUP launched a [Lunch & Learn](#) webinar series on a variety of topics from [AICUP Endorsed and Member Preferred program \(AMP\) providers](#). This will be an ongoing series throughout the year with additional webinars being added as they are

scheduled. These webinars will be an hour in length allowing for 15 minutes of Q&A. Upcoming webinars:

- [A/P Automation Demo & Roundtable w/Harcum College](#) **10/27**
- [WasteStrategies AuditPro Demo](#) **11/03**
- [Clery Center-Experts on Your Side](#) **12/6**

Add AICUP to Email Safe Sender List

AICUP asks that you make sure AICUP is on your college or university's email safe sender list. This will ensure that important AICUP communications arrive in your email inbox.

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PAICU Multiple Employer Retirement Plan (MEP)

Tim Alexander, VP of Finance & Administration at AICUP, is also the Vice-Chair and Treasurer of the Pennsylvania Association of Independent Colleges and Universities Multiple Employer Retirement Plan (PAICU MEP). He will be hosting a weekly Zoom meeting each Tuesday (2:30 – 3:30 PM) beginning November 1st for an open discussion about the PACIU MEP. This weekly, members-only Zoom call is open to any and all AICUP members.

[Go Here to Attend](#) *Be sure to put it on your calendar!*

Background

The PAICU MEP launched with three charter member schools and AICUP on May 1, 2020 (just six weeks after the Covid19 shutdown on March 16, 2020). The past two years have been challenging for all, and yet, the PAICU MEP has experienced a very successful roll-out. Sadly, more than a dozen interested campuses stepped back as Covid19 dominated their campus's operating landscape. However, since then, two more campuses have fully enrolled and three other campuses have signed letters of intent. The PAICU MEP is recruiting new campuses now and are on the way to

establishing a \$1B plan by 2024.

Moving Forward

Now that the urgency of the Covid19 pandemic seems to have peaked (dare we say receded) and the “great resignation” has begun to work its way through the labor force, an effort to re-engage member campuses has begun. These weekly conversations will provide the opportunity to review the features and benefits of PAICU MEP, including:

- **Significant Operational Efficiencies for Your Staff**
- **Material Mitigation of Legal and Compliance Exposure for You and the School**
- **Improved Retirement Readiness for You and Your Employees**
- **Plan Expense Reductions**
- **How PAICU MEP Benefits Your Employees in Other Ways**

PAICU MEP is a true group program in which your statewide Association - **AICUP** - is a participant/servant-leader/board member; whose employees are enjoying the same benefits of the PAICU MEP. It provides all of these benefits, and more, with no disadvantage to any college’s existing plan; large or small.

If you are interested in learning more on Tuesdays via Zoom go [here](#) to join.

This one-hour timeslot is simply an informal opportunity for you (as an AICUP member) to review the ways this program works. The PAICU MEP professional team stands ready to meet with you personally to explore the specific benefits for your individual school. You can always contact them directly through Mark Hogan at Pentegra (see below). You should anticipate an email and/or phone call request from Mark in the near future.

Mark Hogan
Regional Director, Pentegra

www.pentegra.com

mark.hogan@pentegra.com

Direct: 1.513.259.9222

Please feel free to contact [Tim Alexander](#) directly any time for any questions.

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New Long Term Care Insurance Webinars *~AffinityLTC*

Tuesday, November 15th at 9:00 AM

Tuesday, November 29th at 1:00 PM

Program Highlights:

- Guaranteed Issuance
- No Cost to Institution
- Truly a win-win-win benefit

RSVP to info@affinityltc.com to receive the Zoom invite for the date that best fits your schedule.



[AffinityLTC](#), LLC has been an AICUP Board-endorsed program provider since 2006, specializing in the marketing and administration of employer and association sponsored Long Term Care (LTC) Insurance programs. AffinityLTC remains exclusively focused in the LTC insurance marketplace. AffinityLTC has developed a proprietary LTC benefits program for AICUP member institutions.

Contact: Mike VanGavree, mike@affinityltc.com or 717-737-3060 x300

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Experts in Your Corner *~Clery Center*

*Approachable Clery Act subject matter expertise?
Practical solutions for complicated tasks?
Collaboration with peers?
Free, current resources?*

Look no further than membership with Clery Center. Learn more about the full value of Clery Center membership through this presentation highlighting key benefits, networking opportunities, and costs.

Clery Center Membership: Experts in Your Corner

Tuesday, December 6, 2022

12:30 - 1:30 PM

[Register](#)

Presenter: *Rachel Matos (She/her)* | Assistant Director of Programs

As the Assistant Director of Programs, Rachel supports implementation and execution of programs and member services which address overall campus safety including compliance with the Jeanne Clery Act. Rachel conducts in person and virtual trainings, webinars, and provides technical assistance on the law itself.



[Clery Center](#) is the longtime endorsed program provider of the **AICUP Clery Center Membership Program**. Clery Center Membership connects campus safety professionals with ready-to-use materials, resources, and strategies to help guide them through understanding and implementing the provisions of the Clery Act. We not only guide institutions in implementation, but to exemplify the spirit of the law with a proactive commitment to campus safety. With Clery Center Membership colleges and universities receive unparalleled expertise in the form of annual security report reviews, unlimited technical assistance and support, free tools and resources, free and discounted trainings, workshops, and webinars, and access to the Clery Center Member directory and private discussion board.

Once you register, you will receive a confirmation email with your unique Zoom link. If you have any questions, please contact [Kelly Carli](#). Stay tuned for additional webinar topics and dates on the AICUP website.

Contact: Cheryl Levy, clevy@clerycenter.org or 484-584-4217

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Monthly Energy Market Intel Webinar **~Constellation**

Wednesday, November 9th

2:00 PM

[Register](#)

This webinar will provide updates on factors affecting energy prices, such as weather, gas storage and production, and domestic and global economic conditions. Don't miss out on this chance to ask or hear energy questions from businesses like yours.

This month's webinar will include:

- The most up-to-date forecast from Constellation's meteorology team
- Notable developments and insights on the economy
- A check in on the status of natural gas storage, and current supply and demand fundamentals
- An assessment of important changes in the regional power markets and their impact on prices

[Constellation](#) is the endorsed program provider of the Energy Management & Procurement Program. By participating in the program, AICUP members can be assured of getting excellent rates, stability over a longer term, and many other value-added products (e.g. Green Power). Member colleges are priced individually to assure that one does not subsidize another.

Contact: Blaire Miller at blaire.miller@constellation.com

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How JourneyEd Works for Your Campus

~JourneyEd

Integrating Adobe Acrobat Sign e-Signatures & Microsoft Solutions

Adobe brings a complete digital transformation solution to teams and institutions of all sizes through Adobe Acrobat Sign and our full suite of Adobe Creative Cloud apps, which include Photoshop, Illustrator, Premiere Pro, brand-new Adobe Express, and more.

[Register for the Free Webinar Series](#)

Top 10 Reasons Schools Choose iBoss for Web Filtering

Choosing a web filtering solution is a big decision. Today's schools face a plethora of challenges when it comes to cybersecurity: they are prime targets for hackers, they lack the resources available to large corporate organizations, and they must secure a widely distributed network of onsite, mobile, and remote users. The iBoss Secure Cloud Gateway is the only web gateway as a service that offers the advanced technology and enterprise-level security that schools require.

[Download Now](#)

Device Leasing Program for Schools

When managing technology resources across the full product lifecycle, leasing can provide an efficient, effective way to maximize the return from IT assets, while minimizing risk and aggressively managing costs. JourneyEd.com offers technology leasing solutions that can fit most any school's budget and technology plan.

[Learn More](#)

Save on Security & Antivirus Software Licensing

Get the best pricing on installs, upgrades and renewals for leading brands.

[Get a Quote](#)

Contact: Jason Watson at jwatson@journeyed.com or 800-876-3507, ext.7111

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AICUP Bond Finance Update *~Stifel*

[Municipal Market Update - Week of October 24th](#)

Stifel oversees the **AICUP Debt Financial Advisory & Bond Program**. Through this Program, AICUP members have managed all aspects of their debt portfolio. The program's highly experienced team includes the national Higher Education Practice Group of Stifel, Ballard Spahr and The Bank of New York Mellon Trust Company (as Trustee). The same individual team members employed by the program's participating firms have worked with the program since its inception in 1997, saving AICUP members both time and costs of issuance.

Contact: Linda Eremita at eremital@stifel.com or 412-923-5927

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Managing Mold: People 1st, Moisture 2nd, Mold 3rd *~WasteStrategies*

Managing Mold: People First, Moisture Second, Mold Third
Thursday, November 3, 2022
12:30 - 1:30 PM

[Register](#)

Don Abramowitz, Certified Industrial Hygienist, will discuss how to properly manage mold. Don recently retired as the Director of Environmental Health and Safety at Bryn Mawr College and over his career there, implemented strategies to reduce moisture intrusion and improve building productivity. Don will share his insight with you in this fast-paced presentation.

Once you register, you will receive a confirmation email with your unique Zoom link. If you have any questions, please contact [Kelly Carli](#). Stay tuned for additional webinar topics and dates on the AICUP website.

[WasteStrategies, LLC](#) is the AICUP endorsed program provider of EHS compliance program. They are the creator of the AuditPRO automated inspection platform, is

your one stop for comprehensive Environmental Health and Safety solutions.

Contact: Adam Waligora, awaligora@wastestrategies.com or 443-510-5513

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Cybersecurity - A Collaborative Solution

This is an issue for all AICUP member schools and it is like the proverbial iceberg—most of the problems never get airtime (for good reason). AICUP has been building our cybersecurity group network for the last 3 years, and now has 34 colleges who work, through AICUP, with an entity called NCTFA to provide this service to our colleges. AICUP uses it as well. Here is a comment one college IT pro wanted to share after a recent experience at a member school:

“an example where NCFATA showcased their exceptional value. The intelligence tips with technical guidance to implement fixes are vital to operating a secure network. Within minutes of receiving the bulletin, I was able to provide clear technical direction to protect our network. You just can’t piece enough information from each of the vendors and maintenance activities to see the big picture and take decisive action. NCFATA has the unique position to see the big picture and provide technical guidance to its members in a timely manner. They are way ahead of DHS/CISA in communicating this threat. Thanks again for helping me get connected with the excellent resources offered through AICUP.”

This is an important issue for every college, as stealing identity info is the lifeblood of the criminal side of the cyber world—and college IT networks hold tons of that kind of info. Larger, more research-focused schools have their own in-house cyber network professionals but most AICUP member schools don’t have that budget capacity or frankly the need to protect monetarily valuable research data.

Here is [how to engage with the NCTFA program through AICUP](#).



Lunch & Learn Webinar: *Payment & Invoice Automation Demo*

Payment & Invoice Automation Demo

Thursday, October 27, 2022

12:30 - 1:30 PM

[Register](#)

Join us for a *Payment and Invoice Automation demo* to learn how to automate from invoice receipt to payment reconciliation in one platform.

Putting check payments and paper invoices, and all the headaches that come with them, in the past is one of the best changes an AP department can make. Invoice Automation allows finance professionals to gain immediate visibility to all invoices and their approval status, along with enabling companies to go paperless through electronic processing and archiving. Payment Automation enables organizations to process all vendor payment batches at the click of a button, while streamlining reconciliation and reducing vendor inquiries.

Learn how much time and money your institution can save and hear real feedback from other higher ed clients currently using Invoice and Payment Automation solutions.

Once you register, you will receive a confirmation email with your unique Zoom link. If you have any questions, please contact [Kelly Carli](#). Stay tuned for additional webinar topics and dates on the AICUP website.

[Paymerang](#) is the ***AICUP Member Preferred (AMP) program provider of the A/P Automation program***. Paymerang offers a secure and efficient electronic payments program for AICUP member institutions. The terms of this AICUP Member Preferred program were negotiated by the Coalition for College

Costs Savings (AICUP is a member). Paymerang serves a viable need for campuses that are concerned about:

- Administrative expense of A/P check writing and student refunds
- Fraud protection/security of online and paper A/P payments and
- Validation of vendors in this world of phish, spam and international payment fraud.

Contact: Tom Smith, tcsmith@paymerang.com or 804-414-6621

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Aspect Consulting

Flipped Learning Model - Worth the Effort?

What is Flipped Learning? Flipped Learning “flips” the traditional learning technique of classroom lecture followed by reinforcing homework on its axis. Instructors prepare interactive digital content (video content, writing prompts, quizzes) to introduce new concepts, which students complete before class. Instructors spend class time reinforcing the new concept with additional discussion and guided problem-solving.

Does it Achieve Results? In many cases, [studies have shown](#) that Flipped Learning is more effective at helping students gain academic skills faster, improving concept retention when compared to the traditional model. The technique works well with traditional lecture-based subjects such as social sciences, but is also growing in mathematics and engineering, where students are instructed digitally, and class time is used to work through problem sets correctly. Even laboratory-based instruction can be “flipped” with the incorporation of VR technology.

What Technology is Shaping Flipped Learning? Developing content can be accomplished via a variety of [tools and resources](#) and decision of which to use is important for an institution to agree upon, so that implementation is consistent and

supportable.

Learning Management Systems provide the best basis for delivering flipped learning content. A [McKinsey study](#) found that both students and faculty want to use digital learning technology but are not always aware of all of the LMS features that are available for use. Underutilized features include Learning Analytics that can be used to determine which subjects work best when flipped, Learning Log prompts that encourage students to record goals and reflect on their performance, and Discussion Boards for feedback on content, so that instructors can continually improve courses.

While it can take additional up-front time to create digital content, it can be especially useful in increasing student understanding and improving engagement in a generation already experienced in absorbing information via digital methods.

Contact: Chris Bressi, cbressi@aspect-consulting.com or 610-783-0600 ext.130

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The Benecon Group

Shared Services Health Plan: The Safest, Long-Term Solution for Funding Employee Health Benefits

What if there was a solution that gave you more control of your health insurance spending and was seamless to implement and administer?

The Shared Services Health Plan Provides:

- Total Transparency - Know Where Every Dollar Is Spent
- Freedom to Select the Network & Administrator for your Benefits (*or keep the same!*)
- Complete Autonomy in Benefit Design for the Employees
- Limited risk share to protect all members from the risk we don't want you exposed to

- Protection from Volatile Claims
- Annual Rate Caps
- Surplus Retention - Each member controls and retains 100%
- Proven Funding Model for 30+ Years

Contact: David P. Wuenschel, dwuenschel@benecon.com or 888-400-4647

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FORVIS (formally BKD)

Closing Time - Fact, Fiction or Somewhere in Between?

The higher education industry is at the end of the long corridor called the COVID-19 global pandemic. Let us reflect on what we observed. We will start by looking at the current pace of change today, the recent prognostications about the health of the higher education industry, and the road ahead ... should institutions punt? Surge forward? Or opt for the status quo?

Looking back over the last three fiscal years (FY 2020, 2021, and 2022), industry observers who maintain a presence in the higher education community realize what a remarkable time it has been. **FORVIS'** observations and dialog from work with hundreds of colleges and universities give us great hope that innovation will continue at a "just-in-time" pace. Innovation and significant change happened at the outset of the pandemic when it was needed. Most feel they might have done things a bit differently, but the consensus seems to be most were, for the most part, able to make mid-course corrections faster than anyone thought possible.

This speaks to the resiliency and creativity of those who deliver higher education and those who lead and govern institutions of higher learning.

Looking at the data on college closures, one becomes aware of the increasing rise in the rate of closures from 2016 to 2021. Equally obvious is the increase of more mergers, consolidations, and collaborations than the past.

[Read More](#)

Contact: Adam Smith, adam.smith@forvis.com or 260-460-4047

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Graystone Consulting - Morgan Stanley

What's at Stake? Midterms & the Markets Webcast

Monday, November 7th

4:30 PM

[Register](#)

Join Morgan Stanley on the eve of Election Day for an exclusive virtual event with Lawrence H. Summers, Director of the Mossavar-Rahmani Center for Business and Government, Harvard Kennedy School and former Secretary of Treasury (1999-2001), and Niall Ferguson, Senior Fellow at the Hoover Institution, Stanford University and Senior Faculty Fellow, Belfer Center for Science and International Affairs at Harvard University.

Summers and Ferguson will share their perspectives on the dynamics influencing the midterms and how election results may impact domestic and global markets.

This event is part of the Morgan Stanley Wealth Management Lessons in Leadership series and will be moderated by Michael Zezas, Head of Global Thematic & Public Policy Research at Morgan Stanley.

ICYMI - Global Investment Committee (GIC) Monthly Perspectives: October 2022

Morgan Stanley Chief Investment Officer and Chief US Equity Strategist Michael Wilson hosted the Global Investment Committee Monthly Investment Perspectives webcast to discuss the current market conditions and outlook.

[Watch the Webcast](#)

Contact: Allan D. House, Allan.D.House@MSGraystone.com or 410-736-5534

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SafeColleges, a Vector Solutions Company

Spotlight on Dartmouth College: Preventing Organizational Misconduct & Fostering Campus Safety

Dartmouth College has clear health and safety regulations in place, however it became clear to the Office of Student Affairs that organizational misconduct was going unreported and that it was putting the safety of the campus community at risk.

See how Dartmouth used Vector LiveSafe to enable their community to report organizational misconduct and help build a safer campus environment.

[Read More](#)

Contact: Samantha Jones, Samantha.jones@vectorsolutions.com or 513-783-2751

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Sallie Mae

**How America Pays for College 2022
Wednesday, October 26th
2:00 PM**

[Register](#)

Join us for a discussion of findings of *How America Pays for College 2022* - Sallie Mae's annual national research study. We'll discuss the range of funding sources families rely on to pay for college--from scholarships to 529s, and from federal grants to private student loans, evaluate trends that impact families' strategies and uncover misconceptions that prevent some families from making college more affordable.

Save the Date for this upcoming webinar:

The Student Experience: Strategies for Driving Student Engagement

Thursday, December 8th

2:00 PM

[Register](#)

Contact: Keri Neidig, Keri.Neidig@salliemae.com or 610-216-2807

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Virtual Care

Supporting Critical Student Well-Being Virtually

Tuesday, November 1st

2:00 PM

[Register](#)

Over 50% of 2021 entering college students report being "Emotionally/Mentally" exhausted (BCSSE, 2021) as they were beginning college.

What will the entering students of 2022 need to be successful?

With the increase in student need running head first into exhausted front line caregiver staff, sustainable solutions are complicated.

How can we meet and support the increasing well-being needs of students?

This interactive session for AICUP member schools will highlight the national data on student wellness and supporting student success through telehealth solutions. A telehealth use case to address well-being and retention will be shared.

Contact: Emily Pettit, emily@thevirtualcaregroup.com or 860-391-5611

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Self-Funded Health Insurance Programs

During the recent AICUP Campus Leaders Forum, three AICUP Corporate Affiliates presented virtual sessions describing their self-funded health insurance plans; with each attesting to long- and short-term institutional cost savings and plan design flexibility. All three of these competing firms also participated in a joint panel discussion on the topic at the in person session.

Below are the three different corporate affiliates who presented the virtual sessions. Each link provides the video and slide deck from the virtual session and contact information.

- [Alera Group](#) - Health4edu
- [The Benecon Group](#) - Shared Services
- [Noveta Health](#)

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Business Efficiency Manual 2022-2023

Now Available

This [Business Efficiency Program Manual](#) outlines:

1. the range of business efficiency and research programs that AICUP sponsors for members;
2. institutional participation rates; and
3. the estimated cost-savings per institution from those programs. It is important to measure these programs over time as part of the normal performance measurement of our AICUP work.

How to Use & Share It

- Once you hit the link, it will ask you if you would like to take the tutorial. Please do so - it's quick and extremely helpful. Here are a few tips:
- In the upper right hand corner you will find an arrow to download as a pdf
- Also in the upper right hand corner is a square called CONTENT which allows you to look at specific content to print and/or share via email

Here are a few highlights:

- In 2021 AICUP offered 38 different cost savings programs – of which, 28 are vendor driven and the remaining 10 are driven by AICUP staff activities.
- Thirty (30) of these programs leveraged volume and lowered costs in a way that could be documented –resulting in \$23.1 million of calculable savings in 2021.
- Twenty (20) of these programs provided service to 35 or more AICUP members and only seven (7) programs had participation of less than 10 AICUP members. All 92 AICUP Members and Associate Members participated in at least one of these 38 programs.
- \$23.1 million of calculable 2021 savings equates to an average savings of \$248,118 per AICUP member or roughly 19 times the average 2021 membership dues (\$13,143).

- Five (5) of these programs each provided annual 2021 savings that exceeded the total 2021 AICUP membership dues of \$1,209,169. These include: Aggregate Group Purchasing, Purchasing Card Programs, Software Licensing Programs, Cyber-Security and Covid19 Response.

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Fair Use Policy of AICUP Name & Trademarks for Corporate Affiliates

Since the creation of the [Corporate Affiliate](#) program in 2005, AICUP corporate affiliates have been an important link between Pennsylvania's business sector and the independent non-profit higher education sector. AICUP enlists Corporate Affiliates as a means of providing resources to the AICUP membership. An invitation to become a Corporate Affiliate is extended only after a meeting with AICUP staff and having at least one AICUP member as a client.

There are three levels of corporate affiliate engagements with AICUP:

- AICUP Corporate Affiliate - a company designation
- AICUP Member Preferred (AMP) Provider - a program designation
- AICUP Endorsed Program - a program designation

AICUP appreciates the continued support of AICUP corporate affiliates at AICUP events such as the [AICUP Campus Leaders Forum](#) and the [AICUP Good Citizens Scholarship Golf Outing](#) as well as within various publications like [The Spotlight](#) and the [Business Efficiency Program Manual](#).

Last year an unfortunate misunderstanding occurred prompting the AICUP Staff and the Member Services Committee to develop written guidelines for the proper use of AICUP's Membership Directory and various tradenames/logos by AICUP

corporate affiliates. *A newly adopted Fair Use policy now sets forth the proper use of AICUP's tradename and trademarks in any communications by AICUP Corporate Affiliates.*

Anyone who would like to view these guidelines may do so by going [here](#).

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**AICUP
Business Efficiency
Programs**

www.aicup.org/Collaboration/BEP

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AICUP Leadership:

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