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[Business Efficiency](#) | [Collaboration](#) | [AMP Programs](#) | [Corporate Affiliates](#) | [Endorsed Programs](#)



## ***Business Efficiency Programs Update***

**November 2022 - Volume 12, Issue 11**

### ***AICUP Trending***

- **AICUP--[Latest from AICUP](#)** *Weekly PAICU MEP Zooms, Lunch & Learn Series*
- **AICUP--[Lunch & Learn Webinar: Clery Center - Experts in Your Corner](#) 12/6**
- **AICUP--[The Business Efficiency Program Manual](#) *How to Use & Share It***
- **AICUP--[Calendar of Upcoming Events](#)** *Learn about upcoming webinars & seminars*

### ***Finance & Treasury***

- **Constellation--[5 Energy Trends Here to Stay](#)**
- **Stifel--[New Variables Affecting Higher Ed Borrowing Costs](#)**
- **Paymerang Webinar--[Holiday Fraud Training](#) 12/7**
- **Forvis (previously BKD)--[Strategic Planning in Higher Ed: Victory May Be Close](#)**
- **Graystone Consulting--[Global Investment Committee Monthly Perspectives-November](#)**

### ***Facilities & Administration***

- **Constellation**--[5 Energy Trends Here to Stay](#)
- **Kimmel Bogrette**--[Smaller is New Bigger-Campus Planning Case Studies from 4 AICUP Member Schools](#)

### ***Technology & Telecommunications***

- **JourneyEd**--[How JourneyEd Works for Your Campus](#)
- **AICUP**--[A Collaborative Solution for Cybersecurity](#)
- **Aspect Consulting**--[2023 Priority: Well Designed Single Sign-On Portal](#)
- **Collegis Education**--[Take the Higher Ed Tech Quiz](#)

### ***HR, Compliance & Legal***

- **AffinityLTC Webinar**--[Learn About New LTC Program!](#) **11/29**
- **Benecon**--[A Collaborative Self-Funding Solution for Healthcare Benefits](#)

### ***Student Services/Enrollment Management***

- **AICUP--Lunch & Learn Webinar:** [Clery Center - Experts in Your Corner](#) **12/6**
- **Pharos Resources**--[Chatham U Launches Cougars Care](#)
- **Sallie Mae Webinar**--[The Student Experience: Strategies for Driving Student Engagement](#) **12/8**

### ***AICUP Resources***

- [AICUP--Collaboration Mission & Business Efficiency Programs](#)
- [AICUP--Corporate Affiliate Listing by Category](#)
- [AICUP--Fair Use Policy of AICUP Name & Trademarks](#)
- [AICUP--Privacy Policy](#)
- [AICUP--Leadership & Staff](#)
- [AICUP--The Spotlight Archives](#)



## 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)*** 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](#)

### **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. The last one of 2022 is the [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.

[Top](#)



## **New Long Term Care Insurance Webinar** *~AffinityLTC*

**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](mailto:info@affinityltc.com) to receive the Zoom invite for the date that best fits your schedule.**



**[AffinityLTC](http://AffinityLTC.com)**, 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](mailto:mike@affinityltc.com) or 717-737-3060 x300**

[Top](#)



## **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](mailto:clevy@clerycenter.org) or 484-584-4217

[Top](#)



## 5 Energy Trends That Are Here to Stay ~Constellation

The energy industry is evolving at a rapid speed. Driven by a combination of environmental, social and governance (ESG) initiatives, competitive pressures, and compliance with new federal, regional or statewide policies, organizations are exploring the implementation of new sustainability strategies in their overall strategy.

Constellation strives to keep you apprised of the latest trends as they relate to energy, and most recently, sustainability. In a recent survey with Constellation customers, they learned that only 15% have a sustainability plan in place and 85% have limited knowledge of where to start or are just getting started with developing a strategy.

These are the five important terms to know:

1. Net-zero emissions (or climate neutrality)
2. Carbon Offsets
3. Scope Emissions
4. RECs
5. EFECs

[Read More](#)

[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](mailto:blaire.miller@constellation.com)**

[Top](#)



## How JourneyEd Works for Your Campus

~JourneyEd

### Preparing the Next Generation with In-Demand Skills

Put the world's best creative tools at your students' fingertips so they can engage more deeply with their learning and build essential digital literacy skills in any discipline or major. Adobe Creative Cloud brings you 20+ desktop and mobile apps and services at an affordable price — just \$142 per student license per year (minimum 100). Creative Cloud also comes with a web-based Admin Console that makes it easy for you to deploy and manage your licenses. Plus, the software integrates with your existing education solutions like Google, Microsoft Azure, Canvas, and more, so students and faculty can access projects more quickly and streamline their workflows. Empower students with powerful digital tools at an affordable price — all without IT overhead.

[Get A Quote](#)    Already an Adobe Customer? [Go Here for Deployment Resources](#)

### Save Big on Your School's Current Technology

JourneyED can provide comparison pricing on technology leasing, security and antivirus, device management, disaster recovery, virtualization and web filtering.

[Get a Quote](#)

### Get the Best Deal for Your School's Microsoft Agreement

There are over 6 million ways for schools to combine Microsoft product licensing. Let our experts help you determine the ONE that's right for your school.

[Learn More](#)

**Contact: Jason Watson at [jwatson@journeyed.com](mailto:jwatson@journeyed.com) or 800-876-3507, ext.7111**

[Top](#)



## New Variables Affecting Higher Ed Borrowing

Costs

~Stifel

Current issues affecting borrowing costs for colleges and universities in the post-COVID era including: inflation;

- the LIBOR to SOFR transition;
- prevailing wage litigation; and
- the availability of tax-exempt forward delivery bonds.

***What Stifel Hears...***

- Enrollment & tuition trends remain key drivers as student-derived revenues average approximately 75% and 50 % operating revenues for private and public institutions, respectively.
- How will increased costs for food, energy and labor impact higher education operating budgets
- 2021 saw the last of the Federal COVID funds awarded to higher education institutions, at a time when investment returns were also robust. On the other hand recent market disruptions without Federal COVID support, may impact endowment draws.

***[View the video](#) & [download the slide deck](#) from the **2022 AICUP Campus Leaders Forum.*****

***[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](mailto:eremital@stifel.com) or 412-923-5927***

[Top](#)





## **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 NCFTA 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. NCFTA 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.](#)***

[Top](#)



***Smaller is the New Bigger!***

***Kimmel Bogrette Architecture +Site***

### ***Doing Small "Surgical Strikes" When Campus Planning***

During the 2022 AICUP Campus Leaders Forum, Kimmel Bogrette, along with Juniata College, presented a virtual session on deploying capital to fund multiple smaller projects with bigger impacts that have more value than funding a giant project.

Colleges and universities are constantly striving to be competitive by offering bigger and better facilities, but many institutions have limited budgets. This interactive workshop uses case studies to demonstrate how any institution with a limited budget can do smaller 'surgical strikes' in planning, designing, and constructing facilities. Repurposing existing buildings can also contribute to meeting sustainability goals, saving money by using a holistic, integrated facilities planning process "designed" to maximize creativity while minimizing costs.

Case studies include AICUP Member Schools Rosemont College, La Salle University, St. Francis University and Washington & Jefferson College, among others.

[View the video](#)

**Contact: Buck Collins, [bcollins@kimmel-bogrette.com](mailto:bcollins@kimmel-bogrette.com) or 610-834-7805**

[Top](#)



### ***Aspect Consulting***

#### ***2023 Priority: A Well-Designed Single Sign-On Student Portal***

Information overload and password fatigue are real. With a recent [Forbes survey](#) reporting upticks in student stress levels from information overload, a student portal that consolidates and presents all the information a student needs without the need to constantly reauthenticate is a priority. There are several key factors to keep in mind, so that your portal improves the student experience.

#### ***Incorporate Single Sign-On***

With Single Sign-on now available within common student and faculty applications such as Blackboard LMS, Canvas LMS, SharePoint, and Office 365, harnessing this capability allows institutions to create and brand a consolidated student dashboard that expands and optimizes access to information, improving the student experience.

### **Organize the Right Information**

Include the following information as a baseline:

- Courses: Course List/overview (with access to previous classes), degree progress, and registration information
- Grades: assignments, grades, advisor contact info, final exam schedule, calendars.
- Financial Aid: outstanding payment information, financial aid status, and any outstanding pay.
- Resources: Campus health resources, Upcoming events, Housing information, Dining information.
- Directories: Departments and faculty listings, Sports information, Maps, Bookstore.
- Mail/Social Media Block: links to mail and ability to link to other social media.

### **Ensure the Portal Incorporates a Mobile Responsive Design**

Ensure that your portal is designed using responsive controls that automatically size and adapt for mobile use, use menu option controls that are large enough to select and navigate, and place the most frequently utilized resources such as current semester information in prominent location on the mobile page.

### **Ask for Feedback and Utilize Statistics**

Finally, ensure the portal is working for users by gathering feedback from students regularly, and use website statistics to further understand which features users are utilizing so that students ultimately stay engaged with the tools they need to stay enrolled and be successful students.

**Contact: Chris Bressi, [cbressi@aspect-consulting.com](mailto:cbressi@aspect-consulting.com) or 610-783-0600 ext.130**

[Top](#)



## ***The Benecon Group ~ Shared Services Health Plan***

### ***A Self-Funding Solution for Employee Health Benefits***

Shared Services Health Plan (SSHP) involves 11 AICUP schools working together to lower health benefit costs through a collective self-funding risk model. This program was featured during the **2022 AICUP Campus Leaders Forum**.

[View the video](#) & [download the slide deck](#).

**Contact: David P. Wuenschel, [dwuenschel@benecon.com](mailto:dwuenschel@benecon.com) or 888-400-4647**

[Top](#)



## ***Collegis Education***

### ***Knowledge Check: Do You Know How Tech Affects Your Campus?***

Go anywhere on your campus, in person or online, and you'll find another application or piece of technology. Do you know how each affects teaching, learning and operations? Test your understanding of technology's impact on your institution.

Your results will provide you tailored content and actionable next steps, to help you see how essential an integrated, data-enabled technology ecosystem is for you, your students, faculty and staff.

[Take the Quiz](#)

**Contact: Tony Fell, [Tony.Fell@collegiseducation.com](mailto:Tony.Fell@collegiseducation.com) or 630-463-4018**

[Top](#)



***FORVIS (formally BKD)***

***Strategic Planning in Higher Education: Victory May Be Close***

Recent headlines pointing to record fall 2022 enrollments seem to bring vitality and stability to higher education. It remains to be seen if increased headcounts convert to increased net tuition revenue. Volume growth is a fun story to tell—it excites the crowd. Enrollment is not the only indicator of financial viability. The true story of financial viability is told through a multitude of metrics such as discount rates, enrollment trends within academic programs, retention and graduation rates, and the actual cost to educate students.

[Read More](#)

**Contact: Adam Smith, [adam.smith@forvis.com](mailto:adam.smith@forvis.com) or 260-460-4047**

[Top](#)



***Pharos Resources***

***How Chatham U is Using Pharos 360 on Their Campus - Cougars Care***

Chatham University launched a new referral system for students called Cougars Care. It allows students to alert the University of any struggles that they or their peers may be having, including difficulty adjusting to college, mental health struggles and challenges with coursework.

The site also gives students the ability to look at their relationships with advisers, professors and coaches. Cougars Care has been under development since 2021 as a better way of managing care alerts. The platform also allows for Chatham students

to receive messages of encouragement for positive milestones reached in and out of the classroom.

[Read More](#)

**Contact: Loree Houghton, [loree.houghton@pharosresources.com](mailto:loree.houghton@pharosresources.com) or 304-212-0227**

[Top](#)



***Sallie Mae***

***The Student Experience: Strategies for Driving Student Engagement***

**Thursday, December 8th**

**2:00 PM**

[Register](#)

Delivering a positive student experience relies on understanding their service expectations. This session will focus on distancing yourself from previously held expectations and exercising empathy in your student services role. Sallie Mae and a panel of college and university colleagues will discuss strategies for increasing the engagement with the students you serve.

**Contact: Keri Neidig, [Keri.Neidig@salliemae.com](mailto:Keri.Neidig@salliemae.com) or 610-216-2807**

[Top](#)



## **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.



## 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](#).*

[Top](#)



**AICUP  
Business Efficiency  
Programs**

[www.aicup.org/Collaboration/BEP](http://www.aicup.org/Collaboration/BEP)

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