



Business Efficiency Programs Update

February 2023 - Volume 13, Issue 2

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Latest from AICUP

AICUP Campus Leaders Forum - Save the Date!

Upon discussion with the Member Services Committee, beginning this year, the ACLF will be moved from June to November. It will be held on **November 1-2, 2023** at the Penn Harris Hotel, Camp Hill, PA. Stay tuned for more information.

AICUP Good Citizens Scholarship Golf Outing

This year's outing will be held at the Heritage Hills Resort in York on **September 25, 2023**. This outing was held at this golf course in 2010 and 2011. It's a beautiful course and AICUP is excited to return.

Rental of Office Space at AICUP Headquarters

AICUP is seeking a tenant or tenants(s) for 3 offices at 101 North Front Street, Harrisburg, PA (the James McCormick Mansion/home to AICUP). These three (3) offices are on the 2nd floor (by walkup) and contain roughly 1,000 square feet and one private bathroom. AICUP would be very interested in securing a tenant that is a member college, but any interest from a current Corporate Affiliate or Endorsed Program Provider would also be welcomed. For more information about this space and/or to schedule a visit, please contact [Tim Alexander](#) or 717-418-9670. The McCormick Mansion is not ADA compliant.

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. Upcoming Lunch & Learn Webinars:

[Which Came 1st - Chicken or the Egg? Solving Educational Planning Challenges](#) **3/2**

[SECURE 2.0 Act](#) **3/9**

[Strategies to Finance Digital Infrastructure](#) **4/6**

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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Mass Attacks in Public Spaces 2016-2020

Encore Event

Tuesday, March 14th

1:00 - 4:00 PM

[Register](#)

Please join the U.S. Secret Service National Threat Assessment Center (NTAC) for an encore presentation on our latest study, *Mass Attacks in Public Spaces: 2016 - 2020*. This study examines 173 mass attacks perpetrated from 2016 through 2020 in public and semi-public spaces, including businesses, restaurants, bars, retail outlets, houses of worship, schools, open spaces, and more. This report highlights commonalities in attackers' planning and behaviors, and the importance of proactive and preventative approaches to mitigate the risk of mass violence in our communities. This free virtual event will feature presentations from NTAC researchers and special guest speakers.

All who register below will receive a Microsoft Teams event link, via email, prior to the event date.

Last month, the Secret Service's National Threat Assessment Center (NTAC)

published, *Mass Attacks in Public Spaces: 2016 – 2020*, which analyzed 173 attacks impacting workplaces, schools, houses of worship, military bases, public transportation sites, open spaces, and other public locations. In conjunction with this release, NTAC held a nationwide virtual presentation via Microsoft Teams to highlight the report's findings. AICUP is aware that many of you did not receive a link to join this webinar or were unable to register as it was full.

To receive email notifications about future events, register for NTAC notifications [here](#).

Printed reports from the January webinar can be found [here](#).

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AEDs & CPR Training

~Cintas

The unfortunate events on Monday night football, a few weeks ago, has brought Sudden Cardiac Arrest to the national stage. As part of Cintas cooperative contract with Omnia Partners, a variety of options for AED's and CPR training is available to AICUP member schools.

[Review Cintas AED Products & Services](#) (*American Heart CPR classes, p.17*)

[ABCs, 1-2-3s & AEDs](#)

[Cintas](#) is the industry leader in supplying uniform programs, providing entrance and logo mats, restroom supplies, first aid, safety, fire protection products and services, and industrial carpet and tile cleaning. AICUP Members can access products and services through the Cintas contract through Omnia Partners - a longtime AICUP Endorsed Program provider.

Contact: Tom Best, BestT@Cintas.com or 570-687-7766

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Energy Buying: Managing Your Price & Timing Risk

~Constellation

[Energy Market Update for the Week of 2/20/23](#)

Staying on top of the factors that impact the energy market makes energy procurement a daunting task at times. By deploying a managed, or layered purchasing strategy, energy buyers can effectively manage risk and price.

As organizations emerge from the COVID-19 pandemic, they are proactively re-evaluating their energy strategies for two reasons:

- Curtailed commercial and industrial demand for energy during the pandemic, creating new volatility in fossil fuel markets. In 2020, demand for energy delivered to the four U.S. end-use sectors (residential, commercial, transportation, and industrial) was down 90% compared to 2019 levels.
- A stronger focus on environmental, social, and corporate governance (ESG), along with increased government scrutiny and regulation for carbon emissions is driving the demand for renewables. According to the U.S. Energy Information Administration, the renewables share of U.S. generation will rise from 20% in 2020 to 21% in 2021 and 23% in 2022.

Energy managers are recognizing that they need more than energy. They need a plan—a strategy that balances the pursuit of a sustainable future with the reality of attaining a strong bottom line.

[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

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Update on Title IX New Regulations & Training

~*D.Stafford & Associates*

AICUP wants to keep updated on Title IX and what's coming up. AICUP staff has been in close communication with our endorsed program provider of Title IX Coordinator/Investigator Training, [D. Stafford & Associates](#) (DSA). You will find below information about the following:

- Title IX Training on New Regulations Anticipated in May
- New Title IX Redesigned Training for 2023
- Investigative Services

(Anticipated) Title IX Training on New Regulations

DSA stands ready to provide AICUP members a Zoom webinar in May once the new Title IX regulations are released by the US DoEd. D.Stafford & Associates will also be providing more extensive Title IX training at the [AICUP Campus Leaders Forum](#) on November 1-2, 2023 (mark your calendars now!). More information will be provided as it's available.

Upcoming Title IX Training

Typically, DSA's Title IV training classes are four days in length. Upon feedback from participants, DSA has created a new tier system enabling participants to receive the same high-quality training in one or two day increments. DSA created this to provide greater flexibility for participants and it allows DSA to quickly adjust to any new regulations or guidance from the Office of Civil Rights. Here are more details:

[Title IX Coordinator Track](#)

These classes are appropriate for Title IX Coordinators (including Deputy Coordinators). We suggest Title IX Coordinators take the classes in the Coordinator Track in order of the Tiers (Tier 1, Tier 2, etc.) unless they have received other Title IX training that covers similar content.

In that case, Title IX Coordinators are welcome to take any available classes in the order that suits their needs and schedules. Additionally, Title IX Coordinators are welcome to take any classes in the Title IX Investigation Track.

Title IX Coordinator Classes:

Tier 1: Law and Policy

Tier 2: Sex Discrimination Response

Tier 3: Safety & Risk Analyses for Sex-Based Harassment Emergency Removals

Title IX Investigative Track

These classes are appropriate for Title IX Investigators. We suggest that Title IX Investigators take the classes in the Investigation Track in the order of the Tiers (Tier 1, Tier 2, etc.) unless they have received other Title IX Investigation training that covers similar content.

In that case, Title IX Investigators are welcome to take any available classes in the order that suits their needs and schedules. Additionally, Title IX Investigators are welcome to take any classes in the Title IX Coordinator Track.

Title IX Investigation Classes:

Tier 1: Sex-based Harassment Investigations

Tier 2: Dating/Domestic Violence and Stalking Investigations

Tier 3: Interviewing-Case Study and Simulation

Tier 4: Statement Analysis

Tier 5: Report Writing

Tier 6: Technology & Investigations

Tier 7: Violence Against Men

Investigative Services

DSA) provides investigations services for incidents that fall under the jurisdiction of Title IX, Title VII and other civil rights matters. DSA also conducts administrative investigations for institutions of higher education. [Learn More](#)

[D.Stafford & Associates](#) is longtime endorsed program provider for Title IX training.

Contact: Dolores Stafford, dolores@dstaffordandassociates.com or 302-344-5809

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Strategies to Finance Digital Infrastructure

~First American Education Finance

Thursday, April 6, 2023

12:30 - 1:30

[Register](#)

The higher education team at First American will review how strategic finance options can help schools proactively address aging digital infrastructure from endpoint device replacement to ERP software implementation. The utilization of these strategies can help reduce upfront investment, promote a consistent refresh cycle, and outsource needed deployment and recovery services. We will also highlight trends focused on transitioning technology from a CapEx to OpEx mindset in order to better support the alignment of useful life and expenses. This interactive discussion will examine various finance solutions and lifecycle services available to schools along with key considerations for implementation.

[First American Education Finance](#): A financial services company providing AICUP institutions with specialty finance solutions for campus projects.

Contact: Matt Rankin, matthew.rankin@faef.com or 585-643-3459

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How JourneyEd Works for Your Campus

~JourneyEd

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](#)

Device Leasing

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](#)

Free AVID Headphone Sample

When taking a test or connecting with students online, the last thing you need is complex audio to stand in your way. Through collaboration with industry professionals, we've created affordable audio solutions that make connecting online effortless, safe and tailored to your learning needs.

[Learn More](#)

[JourneyEd](#) provides AICUP members with contractual pricing for commonly used software products from vendors such as Microsoft, Adobe, and VMWare. [Download the Product Linecard](#)

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

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Municipal Market Update

~Stifel

Top Takeaways from Last Week:

- The January CPI report was released last week. CPI rose 0.5% last month and 6.4% year-over-year. December's year-over-year difference was 0.1% higher.
- Last year, electric power and utility sectors saw the smallest volume decreases. Experts point to federal tax credit supports and the need for long-term system improvements as the reason for a more consistent annual issuance within these sectors.

[Read the Full Update for Week of 2/20/2023](#)

[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 eremita@stifel.com or 412-923-5927

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Hess Consortium Collective ERP Program

The AICUP Member Services Committee has approved the Hess Consortium Collective ERP as an AICUP Member Preferred (AMP) Program. This program is a

growing subgroup of independent, non-profit colleges and universities from within the HESS Consortium that are interested in:

- Moving together to a common, modern, integrated, and affordable cloud-native enterprise system solution
- Using a fully solicited contract vehicle(s) for software, implementation, and ongoing support services
- Developing a shared archive of resources to ease migration and implementation costs
- Creating a network of institutions to both share staff expertise and other resources to lower operational overhead costs and increase efficiencies
- Building a community of practice that supports one another

The HESS Collective Benefits are:

- “Most Favored Nations” pricing for Oracle Cloud for Higher Education
- “Most Favored Nations” pricing for implementation from other providers than Drivestream (plus a 3-year support subscription)
- “Most Favored Nations” contract for terms and condition than the Mythics contract with E&I
- “Most Favored Nations” plan for continuing support through the HESS Assist
- network of Collective schools
- Collective is now working with Drivestream on a pooled support hour model for support out from 3 years subscriptions.
- Additional key business partners are now coming on board for ancillary software services and shared staffing options.

The Higher Education Systems & Services Consortium or "The HESS Consortium" is:

- Founded in 2014
- A fully incorporated 501(c)(3) non-profit, membership-run organization
- A collaborative effort between small to medium private colleges and universities
- A community of practice among CIOs and CFOs of member institutions
- A collective desire to lower costs and to build efficiencies in the area of administrative systems and services together
- Currently 264-member institutions and growing

- Several cohort groups based on vendors that are important to us

Together, we realize that, throughout the country, private colleges and universities need to provide mission critical administrative services in an environment of almost flat, if not decreasing, net revenues. As a Consortium, we are asked to maximize the effectiveness and efficiency of administrative software services and related information technologies to meet the increasing needs of diverse users while minimizing the resources required.

~Tim Alexander, AICUP VP of Finance & Administration

Contact: Keith Fowlkes, Executive Director & Co-Founder
at keith.fowlkes@hessconsortium.org or 859-516-3571

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NCFTA Cyber Security Collaborative

Open for Enrollment!

Deadline: March 1, 2023

Four years ago, the National Cyber Forensic and Training Alliance (NCFTA) and AICUP established a shared-service cyber-security program. When this program was first started, a small cohort of 10 Pittsburgh-based AICUP members shared a cyber-security technical resource at a low consultancy expense to each campus. Today, 34 campuses now participate in this program and the NCFTA is prepared to accept 10 additional AICUP members for a potential new total of 44 participating campuses.

This one-of-its-kind program serves AICUP and AICUP members by leveraging the experience of the program's first four years while extending the geography to AICUP members all over the Commonwealth. In spite of the past few years' COVID19 campus restrictions, this group regularly meets by Zoom, participates in secure

listserv communications and is engaged in a variety of activities that support cybersecurity protection. As we have reopened in-person operations, a number of table-top exercises and in-person campus experiences are now happening more regularly.

The program has developed an advisory panel to provide informal governance and direction for the collaborative. A group volunteers make up this panel and has been directing new program support areas including

- subject matter expert presentations (cyber-insurance, FBI, HLS, law enforcement, etc.)
- table top and peer opportunities for cyber training,
- cyber training for EE and C-level staff/faculty,
- technical Cyber-IT resources and
- outreach mechanisms to promote cyber-best practices internally in campus communities (targeting faculty, staff, student services, president's office, etc.).

New Enrollment for 2023

If you wish to secure your campus's position in this limited group of ten members, please review, sign and transmit the [MOA](#) and [Confidentiality Agreement](#) as soon as possible. AICUP and NCFTA will hold open the enrollment and renewal until **March 1, 2023** so new campuses have sufficient time to review the Zoom webinars and understand the expected outcome of the program. New members will be accepted in the order their signed MOA/Confidentiality Agreement is received by AICUP.

Contact Tim Alexander at tim.alexander@aicup.org or 717-232-8649

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Which Came 1st - Chicken or the Egg?

~Kimmel Bogrette Architecture + Site

Solving the Educational Paradox of Matching Need, Funding & Outcomes

Thursday, March 2nd, 2023

12:30 - 1:30

[Register](#)

This workshop helps to solve the Educational Planning Paradox of matching need with funding when considering new facilities, renovations, expansions or upgrades. Presenter, Martin Kimmel (Kimmel Bogrette Architecture + Site), is an architect / planner whose firm has developed a unique planning process that promises an economical and expedient process to flesh out facilities projects, through development of targeted Project Missions and Needs Analysis, intensive research into building and site constraints, detailed cost estimating, programmatic planning and 3-dimensional site and building renderings. Through this process, the need, funding, and designs are all aligned and the successful outcome is a constructed building that looks exactly as it was proposed.

This MasterConcept Planning process has been used for more than 95+ educational facilities projects at 25 AICUP Schools. The process is part of the AICUP Member Preferred Pricing Program, offered at a discounted, fixed price so schools will be aware of the investment in advance.

Case studies from Rosemont College, Washington & Jefferson College, and La Salle University, among others will demonstrate how this process helps educational institutions to fulfill the mission, realize strategic planning goals, meet the budget, and then transform the resulting Action Plan into a built reality.

[Kimmel Bogrette Architecture + Site, Inc](#) is the AICUP Member Preferred (AMP) provider of the MasterConcept program, is a full-service design firm specializing in Master Planning, Architecture, Interior Design and Site Planning for Mission Driven Institutions. To date, they have worked with 20 AICUP members to further their Missions with projects that build their individual brands and attract the students

they desire most.

Contact: Buck Collins, bcollins@kimmel-boqrette.com or 610-834-7805

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Secure 2.0 Act

TIAA and Pentegra, in conjunction with AICUP, is hosting a webinar on the **SECURE 2.0 Act** which is now law.

What this means for you and your employees?

This webinar will provide an overview of key provisions, the potential impact to your retirement plan design and plan administration, as well as guidance on where (and when) you need to start taking action. As part of the discussion we will also address how a Multiple Employer Plan can help bring relief.

Don't Manage SECURE Act 2.0 Changes Alone

Thursday, March 9th, 2023

2:00 - 3:00 PM

[Register](#)

Additional Resources:

[Secure 2.0 and How MEPs Help](#) – includes insights on administrative relief

[SECURE 2.0 Provision Summary](#) - includes detailed information on all provisions

TIAA.org/SecureAct2 - additional insights and resource



The Pennsylvania Association of Independent Colleges & Universities Multiple Employer Plan (PAICU MEP): For the past three years, with the advisement of the HR Working Group, AICUP has been working with industry leading consultants to develop a new 403(b) Multiple Employer Plan (MEP). These consultants are: Millennium Advisory Services, Pentegra, PlanPilot, PRM Consulting Group and TIAA. This program helps members collaboratively administer their retirement plans in order to better comply with IRS regulations and gain cost efficiencies under the MEP. This solution is gaining traction with private colleges in other states where Virginia, Wisconsin, Indiana and Michigan, have all implemented MEPs for private colleges in their states. Under the MEP, colleges have reduced financial liability exposure, reduced administrative burdens, and enhanced employee education.

Contact: Mark Hogan, mark.hogan@pentegra.com or 914-821-9579

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Gain Instant Visibility into Cash Flow w/AP Automation

~Paymerang

Poor cash flow is detrimental to businesses and leads to failure. Accounts Payable Automation provides enhanced visibility, making it easier to increase cash flow while successfully managing your finance department. Business owners have an endless list of responsibilities as they are responsible for their company's success. One of the most critical duties is maintaining good fiscal health for the business, starting with cash flow.

The net balance of cash moving into and out of a business at a specific point in time¹ – plays a significant role in determining whether a business will flourish or fail. When companies fail for financial reasons, poor cash flow is to blame 82% of the time².

Poor cash flow is often the result of several factors, including not paying attention to expenses, uncertainty about future cash flow³, poor financial planning, unexpected expenses, low profits, and over investments⁴. These factors also determine if a business will have positive or negative cash flow.

Cash flow is complex and fluid; thus, finance leaders must always consider new ways to improve visibility within their organization. If not, they risk potentially causing irreparable damage to a business because of the inability to pay suppliers, late or unpaid debt repayments, the inability to buy new inventory, unpaid staff wages, and lost sales⁵. The quickest way to gain visibility into your organization's finances is with Accounts Payable (AP) Automation.

[Get more info & download](#)

[Paymerang's](#) A/P payment automation frees higher education from repetitive manual tasks, reduces fraud, and eliminates compliance risks.

Contact: Tom Smith, tcsmith@paymerang.com or 804-395-6193

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Alera Group

Employee Benefits Program - Your Plan to Succeed

As the old adage goes, “people don’t plan to fail, they fail to have a plan.” In 2023, let

us help you be the person who has a plan. Watch the video below to see how Alera Group can help you put a plan in place to manage your employee benefits program and spend!

[Watch Video](#)

[Alera Group](#): is dedicated to understanding our clients' business needs, human resource objectives, financial goals, and long-term strategic plans. We strive to find new and innovative ways for employers to offer high quality, affordable benefits to their employees now and in the years to come. We are focused on all areas of Employee Benefits. Alera Group Pittsburgh provides the best of both worlds—national scope combined with local service. Our mission is to transform the client experience by providing a greater depth and breadth of resources, innovative thinking, and constant collaboration, while maintaining strong local relationships

Contact: Donald Balla, don.balla@alera.com or 412-430-3090

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Aspect Consulting

Staff Changes at AICUP Member School Generate Need for Fast, Flexible Functional ERP Training

The Challenge: ERP Knowledge Loss after Staff Turnover

It's a common story faced by small colleges: departments are small, and turnover can be painful: a departing employee can end up taking key ERP workflow knowledge with them as they leave. Activities repeated only once or twice a year (such as beginning or end of semester tasks) may not be performed by more than one person, compounding the vulnerability of knowledge loss associated with a departing employee. With limited resources, finding someone to fully train new department members on important but infrequently repeated processes can be daunting.

A higher education client in this circumstance recently reached out to Aspect looking for a solution. The client, a small Southeastern Pennsylvania college with 250-300 full time students, had first reached out to their ERP vendor looking for specific workflow training for their new Registrar. The vendor explained that the specific training the college was seeking was not part of their standard service offering, and the service they were offered (a gap analysis with recommendations for potentially upgrading to a new version) was definitely not what the college required at that time. The college needed an expert with familiarity of the current ERP version and modules in use, who would provide specific functional training that their new Registrar needed to get off the ground and running quickly.

The Solution: Expert Functional ERP Training Tailored to Your Departmental Processes:

With access to both technical and functional ERP experts, Aspect was able to quickly match the college with a functional trainer with the specific ERP subject matter expertise the college was looking for. The Aspect resource stepped in immediately to help, meeting with college leaders to identify the most critical current workflows at risk.

[Read More](#)

[Aspect Consulting, Inc](#) provides low cost/high quality higher education functional and technical support across the entire campus ecosystem; specializing in Academic ERP/CRM/LMS systems.

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

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Baker Tilly

Strategic Conversations for Small College & University Boards &

Administrative Leaders

Higher education leaders continue to seek innovative solutions to achieve institutional sustainability in a dynamic environment. This report features strategic conversations between governing boards and institutional leaders to overcome fiscal challenges and strengthen the higher education business model.

Colleges and universities that embark on revitalizing or strengthening their business model will be better positioned for sustainability and success. This report includes examples of business model transformation from candid and constructive leadership conversations to help secure institutions' futures. The guide also outlines business model risk mitigation steps as a series of collaborative leadership discussions.

[Get the Report Now](#)

[Fraud Summit 2023 \(Virtual\): March 28-30\) - Agenda, More Info & Register](#)

Upcoming Webinars:

[How Your NFP Can Manage Cyber Risk When Cyber Insurance Costs Rise](#) **3/1**

[Beyond Borders: Navigating HR & Payroll Compliance Challenges of a Changing Workforce](#) **3/16**

[Baker Tilly](#) is a national full-service advisory and accounting firm, providing assurance, tax, internal audit and consulting services to colleges and universities and collaboratively addressing areas such as risk management, research and institutional compliance, fiscal resiliency, data analytics, cybersecurity, talent management, cost reduction, fraud, construction and other strategic and operational issues.

Contact: David Capitano, dave.capitano@bakertilly.com or 610-927-4512

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The Benecon Group ~ Shared Services Health Plan

A Self-Funding Solution for Employee Health Benefits

Shake up the status quo with Shared Services Health Plan. Unlike fully-insured plans or carrier sponsored level-funding, Shared Services puts you in control.

With choice of plan design and 100% surplus retention, Shared Services is the only option where you only pay for what you use and keep what you don't.

Shared Services is administered by Benecon.

[The Benecon Group](#) is recognized nationally in the self-funded market as the expert in designing, pricing and administering self-funded programs and operates 15 health insurance consortia and cooperative programs.

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

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CliftonLarsonAllen

Inflation Reduction Act Unlocks New Cost Benefits for Tax-Exempts

The Inflation Reduction Act includes a host of new tax incentives aimed at spurring

clean energy investment and production — giving tax-exempt organizations an unprecedented opportunity to monetize federal tax credits through cash refunds.

[Read More](#)

[CliftonLarsonAllen](#): Exists to create opportunities for our clients, our people and our communities through our industry-focused advisory, outsourcing, audit, tax and consulting services.

Contact: David M. Jacobson, david.jacobson@CLACONnect.com or 484-567-1721

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Collegis Education

Get Ahead off the Enrollment Cliff

As if the post-pandemic enrollment drop-off wasn't enough to keep higher ed leadership awake at night, there are also major demographic shifts on the horizon. Birth rates are shrinking, and that means expectations for the long-term pipeline and make-up of future enrollees needs to be rethought.

As [Vox reports](#), "In four years, the number of students graduating from high schools across the country will begin a sudden and precipitous decline, due to a rolling demographic aftershock of the Great Recession ... leaders in the higher education industry call it 'the enrollment cliff.'"

To secure a more sustainable future, schools are launching microcredential programs to partner with area employers on attracting lifelong learners and focusing on data-driven strategies to improve student retention and limit stop-outs and drop-outs. That's on top of urgent efforts to squeeze every ounce of performance out of

the recruitment and enrollment process.

Is your enrollment team working every angle? [Download](#) the *Six Ways to Boost Enrollment* infographic can serve as a checklist of smart strategies. As always, our experts are ready to help.

[Collegis Education](#) -with over 25 years of experience, Collegis Education provides comprehensive technology-enabled services to help grow enrollments, deliver high-quality learning experiences, manage the technology ecosystem, and inform strategic decisions.

Contact: Tony Fell, Tony.Fell@collegiseducation.com or 630-463-4018

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FORVIS

2023 Annual Education Higher Ed Outlook

Join FORVIS as we dive into the *2023 Annual Higher Education Outlook* for knowledge about the latest trends and challenges in higher education. Download your complimentary copy and gain valuable insights to help your institution develop a strategy and tactics moving forward.

Tuesday, February 28, 2023

3:0 PM

[Register](#)

With so much uncertainty, increasing challenges, and few solid answers, the state of the industry boils down to a question—what’s next? Download a free copy of the 2023 Higher Education Outlook to gain valuable insights on current issues in higher education to help your institution develop the strategy and tactics you need for

moving forward.

[Download Now](#)

[Forvis](#) (formally BKD) serves the various needs of more than 200 public and private colleges and universities throughout the U.S. Clients look to FORVIS for strategic solutions that demonstrate foresight, transparency and accountability. Our dedicated team of advisors works with schools of all shapes and sizes, offering audit, tax and consulting services, including financial sustainability support, cybersecurity, enterprise risk management, forensics and litigation support.

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

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Graystone Consulting

Global Investment Committee (GIC) Monthly Perspectives

Why are equity markets rising with the expectation the US economy is about ready to go into recession? Morgan Stanley Chief Investment Officer and Head of the Global Investment Office Lisa Shalett hosted the Global Investment Committee Monthly Investment Perspectives call/webcast to discuss the current market conditions and outlook.

[Listen to the call/webcast](#)

[Graystone Consulting – Morgan Stanley](#) is a business unit of Morgan Stanley under the Global Wealth Management Group. For over 40 years, they have been serving the specialized needs of educational institutions, where they currently have relationships with over 1,300 higher education institutions. This work includes public and private universities, foundations and endowments, college preparatory,

research institutes and theological seminaries.

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

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SafeColleges ~ a Vector Solutions Brand

DEI Conversation Guide for College Campuses

Today's students require their campuses to be committed to diversity and inclusion. They recognize that diversity is intersectional and multifaceted, extending beyond ability, age, gender identity, race, religion, and sexual identity. Whether you just hired a Chief Diversity Officer or you have had one for years, it is critically important to sustain these important conversations on your campus.

Vector Solutions developed exercises and lesson plans that you can use to facilitate these conversations in your student population. These resources were developed for our customers, but we are releasing to the general public for a limited time only.

In this conversation guide, you will receive:

1. Identity exploration exercises to celebrate individualism and challenge common stereotypes
2. An identity framework and wheel to facilitate conversations
3. Practical exercises for viewing issues and opportunities from alternate perspectives

[SafeColleges](#) - a Vector Solutions brand, is a leading provider of award-winning safety and compliance solutions that help create safer and more inclusive colleges and universities. Its product portfolio includes management solutions for employee and student training, anonymous tip reporting system, incident tracking, and SDS management. SafeColleges believes that our intuitive, web-based solutions help

administrators address critical issues affecting campuses across the U.S., such as sexual harassment and violence, alcohol and drug abuse, diversity and inclusion, safety, hazing, and more.

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

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Sallie Mae

The Real Scoop on Paying for College: Students' & Families Expectations Vs. Reality

Tuesday, March 7th

11:00 AM

[Register](#)

While most families agree college is an investment in their student's future, many are confused & stressed about paying for it. Learn what families know/expect about paying for college, and how that compares to the realities experienced. We'll investigate how understandings, attitudes, and behaviors change throughout their higher education journey.

[Sallie Mae](#): Our mission is to be a trusted financial partner helping Americans reach their potential by making the dream of higher education a reality.

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

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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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AICUP
Business Efficiency
Programs

www.aicup.org/Collaboration/BEP

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