



Business Efficiency Programs Update

May 2023 - Volume 13, Issue 5

AICUP Trending

- **AICUP--**[Latest from AICUP](#)
- **AICUP--**[Download One-Pager of Efficiency Programs to Share w/Colleagues](#)
- **AICUP--Save the Date:** [Campus Leaders Forum 11/1-2](#)
- **AICUP--Save the Date:** [Good Citizens Scholarship Golf Outing 9/25](#)
- **AICUP--**[Office Rental Space Available at AICUP Building](#)
- **AICUP--**[Calendar of Upcoming Events](#) *Learn about upcoming webinars & seminars*

Finance & Treasury

- **Constellation--**[Now is Great Time to Explore AICUP's Longest Standing Cost Savings Program](#)
- **First American Education Finance--** [Strategies to Finance Digital Infrastructure](#)
- **Stifel--**[Debt Financial Advisory & Bond Program](#)
- **Paymerang--**[A/P Staff Suffering Extreme Fatigue?](#)
- **Paymerang--**[30-Minute Webinar on Award-Winning Higher Ed A/P Automation 5/23 & 5/25](#)
- **FORVIS Webinar (CPE)-**[Inflation Reduction Act for Tax-Exempt Orgs 5/30](#)
- **Graystone Consulting--**[Aligning Portfolios w/Non-Profit Missions](#)

Facilities & Administration

- **Constellation**--[Now is Great Time to Explore AICUP's Longest Standing Cost Savings Program](#)

Technology & Telecommunications

- **First American Education Finance**-- [Strategies to Finance Digital Infrastructure](#)
- **JourneyEd**--[How JourneyEd Works for Your Campus](#) *Cyber, Microsoft Agreement*
- **Aspect Consulting**--[Ways to Use OpenAI to Streamline Recruiting Efforts](#)

HR, Compliance & Legal

- **D.Stafford & Associates**--[Title IX New Regs: Virtual Trainings in June](#)
- **PAICU MEP**--[Weekly Zooms on Tuesdays at 2:30](#)

Student Services/Enrollment Management

- **D.Stafford & Associates**--[Title IX New Regs: Virtual Trainings in June](#)
- **Aspect Consulting**--[Ways to Use OpenAI to Streamline Recruiting Efforts](#)
- **Collegis Education**--[Employer Understanding & Engagement of Non-Degree Credentials](#)
- **Mantra Health**--[New Solutions for Campus Mental Health Crisis](#)

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

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](#)

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](#)



Now Is A Great Time to Explore... ~Constellation

The AICUP Energy Management & Procurement program! It remains one of the longest-standing cost savings programs AICUP offers – 15 years with Constellation and 24 years since its inception. Currently, AICUP's consultants at Utility Solutions Inc. and our preferred supplier, Constellation, support 32 colleges with an annual volume of 288,785 KWH (roughly \$18,051,825).

The program has helped our members through energy and sustainability strategy development and implementation that has allowed for budget predictability and cost savings. Since the price of electricity fluctuates daily based on factors uncontrollable by the college or AICUP, the campuses that deploy our program greatly benefit from our team's ability to:

1. Manage/mitigate the risk of future price fluctuations
2. Provide solutions to address sustainability objectives
3. Offers comprehensive strategies unique to the load profile of each institution with access to the preferred member electricity agreement terms & conditions

Blaire Miller - AICUP's longtime contact at Constellation - would appreciate the opportunity to speak with you about how Constellation can help your campus through the AICUP program. If you are interested, please contact [Blaire](#) today to evaluate your current and future energy contracts and consider purchasing strategies to minimize cost impacts moving forward.

[Energy Market Update for the week of May 15, 2023](#)

[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 or 443-610-6259

[Top](#)



2023 Title IX Regulations: Policy Implications & Practical Applications

~D.Stafford & Associates

The Office for Civil Rights (OCR) officially confirmed that the new Title IX regulations will be released in May 2023. The AICUP endorsed program provider, [D. Stafford & Associates \(DSA\)](#), in conjunction with NACCOP, have developed a 4-hour class to guide practitioners through the new regulations and help them understand the institutional and operational impacts.

These virtual classes will analyze the changes, and will be poised to help attendees understand the implications to their existing Title IX policies. Attend a session to learn how to practically apply the 2023 regulations through both a Title IX and Clery/VAWA lens.

- **Monday, June 12 from 12:00 PM - 4:00 PM**
- **Thursday, June 15 from 11:00 AM - 3:00 PM**
- **Tuesday, June 20 from 11:00 AM - 3:00 PM**

Cost:

AICUP**/NACCOP Members: \$290

Non-Member: \$340

***AICUP members Discount Code: **2023 Regs AICUP-2023 Regs AICUP**
AICUP Members will be able to add the code when they get to the payment page and there is a box to add the Discount Code, then hit apply. If your school is already a NACCOP member, you are already getting discounted pricing.*

[More Information & Registration](#)

PLEASE NOTE: DSA stands ready to provide AICUP members a quick overview in a free Zoom webinar once the new Title IX regulations are released by the US DoEd - look for info on that soon.

DSA will be providing more extensive Title IX training (which will include the new regulations) at the [AICUP Campus Leaders Forum](#) on November 1-2, 2023. [Register now!](#)

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

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

[Top](#)



Strategies to Finance Digital Infrastructure **~First American Education Finance**

During a recent [AICUP Lunch & Learn](#) webinar, the higher education team at First American reviewed 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. This webinar highlighted 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 examined various finance solutions and lifecycle services available to schools along with key considerations for implementation.

Access the [Recording](#) & [PowerPoint](#)

[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

[Top](#)



How JourneyEd Works for Your Campus **~JourneyEd**

Get the Best Deal on Your Microsoft Agreement There are over 6 million ways for colleges to combine Microsoft product licensing - let our experts help you

determine the ONE that's right your school.

[Learn More](#)

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

[Get a Quote](#)

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](#)

[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

[Top](#)



Debt Financial Advisory & Bond Program

~Stifel

[Market Update for Week of May 15th](#)

What Stifel Hears...

- In a recent Moody's sector report, analysts considered the impact that debt ceiling decisions in Congress would have on municipal issuers. If the United States were to experience a credit downgrade as a result of those decisions, most state and local government ratings would not be impacted.
- On Wednesday, it was announced that CPI rose 0.4% in April as expected, following a 0.1% gain in March. Year-over-year, consumer prices rose 4.9%, down from the 5.0% pace reported the month prior and the tenth consecutive month of cooling price pressures. Monthly change over the last decade is displayed on the adjacent chart.
- Looking forward, if the Fed takes a wait-and-see approach, there could be a pause in rate increases for June with the potential of cuts in the second half of 2023. However, market analysts believe a strong labor market could lead

the Fed to continue rate hikes with an overall focus remaining on price stability.

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

[Top](#)



How A/P Automation Can Help Business Office Burnout *~Paymerang*

Is your team overwhelmed and exhausted from manual Accounts Payable (AP) processes? If left unattended, that stress can grow and quickly lead to something more serious – burnout.

The effects of burnout can be detrimental not only to the physical and mental well-being of your employees but also to the overall efficiency of your AP department.

While burnout is common in AP, finance leaders can use several strategies to help their staff avoid it, including leveraging AP Automation. By alleviating the burden of manual work, your staff can shift their focus to high-value tasks, leaving them more fulfilled and rewarded in their roles.

Discover how AP Automation can prevent burnout in the business office by reading Paymerang's new [blog post](#).

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

[Top](#)



Aspect Consulting

Ways to Use OpenAI Today to Streamline Recruiting Efforts

Artificial intelligence (AI) is transforming the world we live in, and the education industry is no exception. Higher education institutions are turning to AI to streamline their operations, improve their decision-making, and provide a better experience for their students. One of the most exciting applications of AI in higher education is in the area of recruiting. Here are three ways that OpenAI can be used successfully in higher education recruiting:

Chatbots: OpenAI can be used to create chatbots that can assist prospective students in navigating the university's website, answering frequently asked questions, and providing personalized information about the university and its programs. Chatbots can help universities save time and resources by handling routine inquiries, freeing up staff to focus on more complex issues.

Natural Language Processing (NLP) and Personalization: Universities can use NLP to analyze student essays and identify common themes or topics that resonate with successful applicants, and then use that information to tailor recruiting materials to the interests and preferences of their target audience, and identify the best candidates for their programs. Using OpenAI's language models to analyze prospective student data can help universities more quickly develop personalized recruiting materials that highlight the programs and opportunities that are most relevant to the student, increasing the chance of attracting the best candidates.

Data Analysis: Universities can use machine learning options to better analyze their social media engagement and identify which platforms and content types are most effective at reaching their target audience, make adjustments to recruiting strategies, and ultimately attract more students that are most likely to succeed at their institution.

Overall, OpenAI has the potential to revolutionize higher education recruiting by helping universities automate routine tasks, make data-driven decisions, and provide a more personalized experience for prospective students.

[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



Collegis Education

The Effect of Employer Understanding & Engagement of Non-Degree Credentials

Collegis teamed up with the University Professional and Continuing Education Association ([UPCEA](#)) to survey more than 500 employers about their perceptions of microcredentials and interest in partnering with colleges and universities on these non-degree programs.

[Read More](#)

[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



Graystone Consulting

Aligning Portfolios with Non-Profit Missions

Non-profit boards and their investment committees are increasingly looking for ways to ensure that the companies, governments, and projects in which the organization is investing are using that capital in alignment with the organization's larger mission.

[Learn More](#)

[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

[Top](#)



Mantra Health

New Solutions for the Campus Mental Health Crisis

Mantra Health launched a suite of new products, which includes dialectical behavior therapy (DBT) self-guided content and emotional wellness coaching resources for students to incorporate a high-quality peer-to-peer support network into their suite of services.

Mantra Health set out to create the most comprehensive and effective mental health and wellness services for higher education. With this expansion, they are responding to a desire for an innovative, integrated campus mental health experience, bringing their mission of providing accessible, equitable and high-quality solutions with a complete turn-key product for our university partners with the dual goals of improving student success while managing risk.

[Read More](#)

[Mantra Health](#) is a clinically-informed digital mental health provider for colleges and universities. We're on a mission to provide young adults with accessible, equitable, and quality mental health and wellness solutions. We partner with higher ed institutions and health plans to ensure every student has access to virtual therapy, psychiatry, crisis care, wellness content, and peer-to-peer community support. Our mental health solutions have been deployed across 110 campuses, serving more than 800,000 students.

Contact: Julianne Wisner, j.wisner@mantrahealth.com or 410-446-2299

[Top](#)



**AICUP
Business Efficiency
Programs**

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