

Business Efficiency | Collaboration | AMP Programs | Corporate Affiliates | Endorsed Programs



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

**June 2023 - Volume 13, Issue 6**



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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 - Registration for Sponsors Now Open!**

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. [Register](#)

### **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**

[Check out the GAME CHANGING NEWS!](#) Learn more about this program during the the **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.

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## **New Allstate Life w/LTC Coverage Webinars**

**Tuesday, July 18th**

**11:00 AM**

[Register](#)

**Thursday, July 20th**

**1:00 PM**

[Register](#)

*\*Or you can RSVP to [info@affinityLTC.com](mailto:info@affinityLTC.com) to receive the Zoom invite for the day that best fits your schedule*

***Program Highlights:***

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

[AffinityLTC](#) 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 is offering AICUP members the next generation of LTC protection available in the marketplace. This is a Voluntary Hybrid Life/LTC benefit underwritten by Allstate that can be added to your benefit portfolio at no expense to the institution.

***Contact: Michael VanGavree, [mike@affinityltc.com](mailto:mike@affinityltc.com) or 717-737-3060 x300***

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**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 [Blair](#) today to evaluate your current and future energy contracts and consider purchasing strategies to minimize cost impacts moving forward.

[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) or 443-610-6259**

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## **How JourneyEd Works for Your Campus**

*~JourneyEd*

### **Prepare the Next Generation w/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 US\$142 per student license per year (minimum purchase of 100 licenses). 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.

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**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](mailto:jwatson@journeyed.com) or 800-876-3507, ext.7111**

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**Debt Financial Advisory & Bond Program**  
*~Stifel*

[Market Update for Week of June 20th](#)

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**

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## **Game Changing News!**

**~PAICU MEP**

The expense structure has improved very dramatically in the past few weeks and **by October 1<sup>st</sup>, this structure will be improved well beyond any of our most optimistic, early predictions.** The leverage of this program in Pennsylvania and across the country is now driving plan expenses downward and employees in these plans are the immediate and direct beneficiaries of this; as are the campuses that choose to join.

**LOOK AGAIN!** It is strongly recommended AICUP member schools consider another close look at this program, which is run solely by its participants and eligible by Charter ONLY to AICUP and AICUP member institutions. The PAICU MEP Board stands ready to answer your questions and direct our professional team to help you understand this program.

**NEXT STEPS?** The first step for most interested AICUP members will be to sign a non-disclosure agreement (NDA) and participate in a confidential pricing assessment. In the meantime, interested AICUP members should contact [Tim Alexander](#), AICUP VP for Finance & Administration for further details. Tim hosts a



weekly AICUP members-only Zoom meetings (Tuesdays 2:30 PM) for interested campuses.

[Read More](#)

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## **The Paymerang Impact**

*~Paymerang*

### **You should know:**

- 71% of organizations were victims of payment fraud attacks and attempts in 2021 (The Association for Financial Professionals: AFP)

### **The Paymerang Impact:**

- In 2022, Paymerang saved clients over \$5 million in fraud attempts like business email compromise, [vendor impersonations](#) and [conversation hijacking](#).

### **Things to remember:**

You're always the first line of defense against fraud. Take a quick minute to review fraud materials from Paymerant:

- [Fraud Overview](#)
- [Positive Pay](#)
- [Conversation Hijacking](#)

**Contact: Tom Smith, [tcsmith@paymerang.com](mailto:tcsmith@paymerang.com) or 804-395-6193**

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## ***Aspect Consulting***

### ***Detecting AI-Generated Content & Insuring Policies Are in Place to Prevent Academic Misuse***

As the use of AI continues to grow, it has become increasingly important for higher education institutions to identify and prevent academic misconduct involving AI-generated content.

Several software tools have emerged that are specifically designed to detect AI-generated content.

- **Copyleaks** uses natural language processing (NLP) technology to analyze text and identify content that has been generated by AI.
- Plagiarism detection software tools such as **Turnitin** are also capable of detecting potential instances of AI-generated content. Turnitin's AI detector provides a measure of how many sentences in a written submission may have been generated by AI, with a 98% confidence rating.
- **Grover**, developed by researchers at the University of Washington to write convincing fake news with the purpose of then detecting it, uses a neural network to analyze text and identify patterns that are typical of text generated by language models such as GPT-2/GPT-3, with a self-proclaimed 92% detection rate.

While these tools can be useful for detecting AI-generated content, they are not foolproof. As a result, higher education institutions should not rely solely on detection software, but also implement policies for preventing academic misconduct around using AI content, including ongoing training and education for faculty and students on the responsible use of AI in academic work. Some current policies that institutions are beginning to consider require students to:

- Disclose when AI-generated content was used for research, and cite the sources used.
- Provide an evaluation of the validity of the AI content generated.

- Demonstrate subject knowledge and writing skills using methods other than offline essay writing.

Overall, the implementation of software tools and the adoption of timely policies around the use of AI is critical first start in ensuring that students continue to engage in ethical and academically rigorous work.

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

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***CliftonLarsonAllen***

### ***Heads Up: New Key Changes in Financial Aid Testing***

It's that time of year again — the Office of Federal Financial Management has released the 2023 compliance supplement. Review some of the major changes in the new supplement that may impact your college or university's upcoming financial aid audit.

[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: Sara Doyle, [sara.doyle@CLACONnect.com](mailto:sara.doyle@CLACONnect.com) or 267-419-1653**

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## ***Collegis Education***

### ***Enablement vs. Management: Finding the Right Online Partner***

Institutions looking to expand their footprint while meeting student expectations may be considering the right partner to help them grow their online programs. There are two common types of partnerships: the traditional Online Program Management model and the alternative fee-for-service model. Learn about the differences in this whitepaper and what you can do to own the future of your online 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](mailto:Tony.Fell@collegiseducation.com) or 630-463-4018**

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## ***Mantra Health***

### ***Accessible, High Quality Mental Health Solutions for your Campus***

Mantra has launched a new solution which includes a proprietary DBT skills program and coaching program, a partnership with Togetherall, and new funding.

[Read the announcement.](#)

While mental health crises and emergencies are inevitable, institutions can

implement best practices to prevent them from escalating. Learn how to build better crisis management systems in a telehealth setting. [Read A Guide for Telehealth Emergency Response Best Practices.](#)

Did you know DBT skills are life skills that can help students balance their emotions, build resilience, and foster healthy relationships? Understand the barriers to DBT and how you can increase access to DBT skills on your campus. [Read our white paper.](#)

[Mantra] is definitely a game-changer,” Janet Mapp, Director of Single Stop at Miami Dade College said – and students agree. One hundred percent of MDC students said their provider helped them accomplish their goals in therapy. [Read our customer story.](#)

Mantra now offers two different mental health solutions, including Whole Campus Care, which is a holistic care continuum that is designed to manage college mental health for the whole campus. [Download the brochure.](#)

[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: Josh Pope at [j.pope@mantrahealth.com](mailto:j.pope@mantrahealth.com)**

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***Workday Higher Ed***

***To Remain Competitive, Higher Ed Turns to Technology Collaboration***

A groundbreaking partnership across higher education institutions is taking place in New Mexico, with six public colleges sharing a cloud-based platform to manage finances, payroll, staff, and student services.

Institutions are struggling to keep up with students' growing expectations that their education be personalized, convenient, and omnipresent—and provide clear value before and after graduation. To better deliver on these expectations, institutions will need to collaborate with strategic partners as well as within their own departments, which are often woefully lacking in alignment. In fact, only 9% of higher education leaders say that their IT and finance functions are on the same page, according to Workday's latest global [CxO Indicator survey](#) of senior leaders—the lowest percentage of any industry surveyed.

But even improved collaboration across an institution's functions won't fully solve higher education's challenges. Uniting separate but similar institutions through shared decision-making, data, and technology is an additional option. This type of collaboration can deliver cost savings, system upgrades, and partnerships between institutions, allowing students to take classes at multiple colleges or provide convenience in transferring credits.

A groundbreaking example of this type of voluntary system-sharing can be seen with the Collaborative for Higher Education Shared Services (CHESS) in New Mexico. A partnership between six public colleges, CHESS has replaced individual institutions' outdated administrative functions with [a shared, cloud-based platform](#) to manage finances, payroll, staff and administration, and student services.

[Read More](#)

[Workday Higher Education](#) has partnered with 300+ higher-ed institutions to help navigate and thrive in the rapidly changing higher-ed landscape. Unlike fragmented legacy ERP systems, Workday provides best in class HR, Finance and Student applications with AI built in to allow institutions to make confident decisions faster, increase operational efficiencies and empower your faculty, staff, administrators, and students with access to real-time information.

**Contact: Justin Brantley, [justin.brantley@workday.com](mailto:justin.brantley@workday.com) or 513.512.0048**

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Business Efficiency  
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