

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



THE AICUP SPOTLIGHT

Monthly Newsletter

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Student Services | Technology | Telecommunications | Treasury

Business Efficiency Programs Update **July 2023 - Volume 13, Issue 7**



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November 1-2 2023

Penn Harris Hotel
Harrisburg, PA

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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. **Call for Proposals will go out by July 31st.**

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. ***There will be no zoom on July 26th.***

[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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MOVEit Breach

NCFTA Response to AICUP Community

Many campuses have all been dealing with the MOVEit data breach and perhaps you have received notices from organizations like TIAA and/or National Student Clearinghouse with information pertinent to your campus. The National Cyber Forensics and Training Alliance (NCFTA) is and has been working directly with 33

member colleges who recently enrolled in a 2-year extension of collaborative program known as the [NCFTA Program](#).

The NCFTA has been fielding quite a few questions from these members and have agreed to provide the full AICUP membership with the same general advice they have been providing to those 33 colleges in order to improve all AICUP members' general knowledge and awareness of the matter. Their communication can be reviewed by following [this link](#). In this communication, they offer a few pathways for seeking further information or for asking specific questions.

Please feel free to share this [link](#) with others on your campus charged with duties under your cyber-incidence response plan.

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Rebuilding Safety on Campus-Virtual Summit

~Clery Center

Thursday, September 14th

11:00 AM - 5:00 PM

[Register](#)

**Free but registration is required*

Clery Center's 2023 National Campus Safety Awareness Month Virtual Summit will explore how to rebuild and enhance the feeling of safety on campus in a post-pandemic culture dealing with budget cuts, mental health crises, and divergences between safety practices and public perception. We will bring together higher education and campus safety leaders and stakeholders from around the country to discuss how to foster innovation, prioritize the well-being and security of campus communities holistically, address growing mental health concerns, and more via interviews, panels, and discussion groups. The full agenda will be released soon! Reserve your spot today.

[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.

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

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Top 5 Takeaways in Managing Sustainable Energy Plans *~Constellation*

In 2022, Constellation worked with Smart Energy Decisions (SED) to field a sustainability survey of more than 100 energy buyers and decision-makers from the institutional, industrial, commercial, and government sectors. These forward-thinking energy managers shared beneficial insight into how they proactively manage their sustainability strategies to meet carbon-free targets, while managing their budgets and unique objectives. The survey findings offer valuable information for customers who are just beginning or have yet to start their own transition to a more sustainable future.

[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 or 443-610-6259

***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.

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Title IX Coordinator In-Person Training

~D. Stafford & Associates

November 1st & 2nd

8:30 AM - 5:00 PM

[Register](#)

**This class will take place during the [AICUP Campus Leaders Forum](#)*

This class will provide an overview of an institution's full responsibilities for addressing discrimination on the basis of sex, including but not limited to areas related to sex-based harassment, pregnancy, hiring, and athletics. The class will cover related aspects of intersecting laws such as the Clery Act.

Additionally, this class will also provide attendees with a comprehensive understanding of an institution's response to reports of discrimination on the basis of sex, including sex-based harassment (quid pro quo, hostile environment, sexual assault, dating violence, domestic violence, and stalking). As a result, the class will satisfy the training requirements for Title IX Coordinators under current Title IX regulations and the VAWA amendments to the Clery Act. The class will include information on any new guidance or updates.

Note: This class combines the Title IX Coordinator [Tier 1](#) and [Tier 2](#) classes. D. Stafford & Associates has redesigned their slate of classes enabling participants to get the same high-quality training in one or two-day increments.

[D.Stafford & Associates](#) offers intensive training classes and advanced investigations courses designed for campus administrators and investigators who are responsible for conducting and overseeing Title IX compliance and sexual misconduct investigations on campus. Attendees learn how to manage and investigate a sexual

misconduct complaint from start to finish with emphasis on complying with the Clery Act and the Office for Civil Rights. Courses include opportunities for discussion and participation in case studies and practical exercises.

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

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How JourneyEd Works for Your Campus *~JourneyEd*

Explore Technology Financing to Fit Your School's Budget When managing Chromebook and technology resources across the entire product lifecycle, leasing can provide an efficient, effective way to maximize the return from IT assets, while minimizing risk and aggressively managing costs. JourneyEd offers Chromebook & technology financing solutions that fit almost any school's budget and technology plan.

[Learn More](#)

Get a Budget Friendly 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](#)

Choose the Right Cybersecurity Solutions for Your School 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

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How Point Park U Managed Business Continuity Plans

~Kuali

Tuesday, August 8th

1:00 PM

[Register](#)

This webinar is hosted by AICUP featuring:

- Tim Wilson, CIO, Point Park University
- Erin Bridgen, Associate Director, IT Administrative Systems, Point Park University
- Eric Self, Kuali

In this session, we will explore how Point Park effectively implemented [Kuali Ready](#)—the only business continuity planning solution developed exclusively for higher education—to develop and maintain robust and adaptable continuity plans.

Continuity planning for higher education has emerged in recent years as a critical component for operational resiliency. Lessons from the pandemic reveal that institutions must be prepared for any number of unexpected events. Kuali Ready helps colleges and universities create robust plans that are instantly accessible by a broad array of stakeholders, enabling quick action when a disruption occurs.

During the session, Eric Self from Kuali will share details of a special pricing program designed exclusively for AICUP member institutions.

In 2018, a two-year program, in partnership with [Kuali.co](#), was created with a \$30,000 grant from the Council of Independent Colleges (CIC) and matched by \$50,000 in AICUP corporate sponsor funds, plus another \$2,500 from participating colleges. Kuali Ready is cloud-based, IT-approved and easy-to-use software

designed to reduce business and instructional risk during adverse events that happen everyday on campuses. Kualo Ready is an All-Hazards customized solution for business and academic continuity planning with intuitive reporting, role structures and critical functions. Kualo Ready provides higher ed-specific resources and a community of higher ed peers to help you create a culture of resilience.

Contact: Eric Self, eric.self@kual.co or 559-803-7218

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Game Changing News!

~PAICU MEP

The expense structure has improved very dramatically in the past few weeks and **by October 1st, 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. ***There will be no zoom on July 26th.***

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Aspect Consulting

VR Technology Being Used to Enhance Student Learning Experience

Virtual reality (VR) technology is increasingly being used in higher education institutions to enhance the learning experience for students. There are some exciting applications in trade instruction in particular. Here are some of the ways VR is being used in trade schools:

- **Immersive Training:** VR can provide students with an immersive learning experience that simulates real-world scenarios. For example, students in automotive trade schools can use VR to practice repairing cars without needing access to a physical vehicle. This allows students to gain valuable hands-on experience and develop their skills in a safe and controlled environment.
- **Interactive Demonstrations:** VR can also be used to demonstrate complex processes and procedures in a way that is more engaging and interactive than traditional teaching methods. For example, students in welding trade schools can use VR to learn about welding techniques and safety procedures in a simulated environment.
- **Remote Learning:** VR technology can be used to deliver education remotely. Students can access VR training modules from anywhere, and teachers can remotely monitor their progress and provide feedback.
- **Cost-effective Learning:** VR can be a cost-effective alternative to traditional training methods. For example, training on expensive and potentially dangerous equipment can be simulated in VR, reducing the cost of training and minimizing the risk of accidents.
- **Personalized Learning:** VR technology can be used to create customized learning experiences that cater to individual students' needs. For example,

students with different learning styles can use VR to learn in a way that suits them best.

From immersive training to personalized learning, VR offers a range of benefits that can help students develop their skills and knowledge in a safe and engaging environment. As VR technology continues to advance, it is likely that we will see even more innovative applications in trade schools and other educational settings.

[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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FORVIS

Ways to Enhance Affordability in Higher Ed

The impact of inflation is felt daily whether it is food, fuel, clothing, utilities, or much more. As the cost to produce a product or service increases, the price you pay increases. For example -- my family visited our "go to" restaurant recently to get the combined meal for two. We have found that two orders of fajitas can feed our family. However, the deal has changed a bit, fajitas are no longer an available option. The next week we learned that the medium pizzas we used to order now appear to be small pizzas. The prices have not changed, but the serving sizes have decreased. The impact of inflation is felt daily whether it is food, fuel, clothing, utilities, or much more. As the cost to produce a product or service increases, the price you pay increases.

In a recent study produced by the College Board, it appears that colleges and universities are not passing along the full impact of inflation to students. According to the *Trends in College Pricing and Student Aid 2022*, tuition and fees increased at a pace lower than inflation. Published tuition and fees for public four-year (in-state)

institutions increased by 1.8% and private nonprofit four-year institutions increased 3.5%.

This result may be linked to the timing of the tuition and fee approval process, which occurs at least one year in advance of implementation. In addition, schools are cautious of the disconnect between the perception of tuition, the cost to operate an institution of higher learning, and the value of a degree. The prime question is affordability.

Let's be honest with ourselves—education is expensive because it is a personal service. Pedagogy, by its very nature, is a personal experience that cannot be automated or outsourced.

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[FORVIS](#): FORVIS National Higher Education Group (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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Steptoe & Johnson

Reviewing Admission Practices Following SCOTUS Decision

As has been widely reported in the national media, on June 29, 2023, the United States Supreme Court, in *Students for Fair Admissions, Inc. v. President & Fellows of Harvard College (SFFA)*, invalidated the affirmative action policies of two universities, drastically limiting the use of race-conscious admissions in higher education. The Court, by a 6-3 vote, held that Harvard's and the University of North

Carolina's admissions policies considering an applicant's race violated the Constitution's Equal Protection Clause.

The details of the case have been extensively discussed in various contexts, but the ultimate question for institutions of higher education (IHEs) is "Now what?" Fortunately, the Court left IHEs with some means by which they can continue to pursue diverse student bodies.

While rejecting the consideration of race in college admissions policies, the Court explained that its decision should not be understood as "prohibiting universities from considering an applicant's discussion of how race affected his or her life, be it through discrimination, inspiration, or otherwise." For example, "a benefit to a student who overcame racial discrimination ... must be tied to that student's courage and determination," or "a benefit to a student whose heritage or culture motivated him or her to assume a leadership role or attain a particular goal must be tied to that student's unique ability to contribute to the university." Overall, a student may be evaluated based on his or her experiences as an individual but not solely on the basis of race.

Moving forward, IHEs must adapt their admissions policies and diversity efforts to comply with this decision. Since factors considered in evaluating an applicant's suitability for admission cannot be merely race-based, IHEs should consider adopting policies that recognize student resilience in overcoming adversity in their lives. This "adversity standard" encourages IHEs to take into account the hardships a student has experienced along their path to education, including factors such as racial discrimination and socioeconomic disadvantages.

For example, as recently highlighted in an [article](#) by *The New York Times*, admissions offices may employ a "socioeconomic disadvantage scale" (SED) to evaluate their applicants. An SED considers applicants' different life circumstances, such as family income, whether students come from an underserved area, whether students support their nuclear family, and their parents' educational background. Other race-neutral tools, such as assessing an individual's socioeconomic background, increased recruitment in underserved areas, expanded financial aid, and test-optional admissions can also help diversify college campuses.

In addition, IHEs can consider placing more emphasis on aspects of the overall enrollment process other than the admissions decision. Greater focus on recruiting in high schools with large minority populations could generate more diverse

applicant pools for consideration by admissions committees. Similarly, after admissions decisions are made, targeting efforts to actually enroll minority applicants who have been admitted should enhance the diversity of the new classes each fall. These standards and criteria could help universities achieve their diversity goals while still complying with the Court's recent ruling.

In a [June 29 press release](#), the Biden Administration indicated that it will take steps to assist IHEs as they seek to maintain diverse campuses, including providing IHEs with guidance on lawful admissions practices, convening a national summit on equal opportunity in higher education, and releasing a report on strategies for increasing diversity and educational opportunities at IHEs. All three of those steps are slated for completion in the next 90 days. While the Department of Education may not be able to offer a regulatory safe harbor in 90 days, the standards the department will establish will provide IHEs with useful information as admissions policies are revised.

Without question, the Court's decision in *SFFA* now requires IHEs to reimagine means to achieve greater diversity in their student bodies, but the enormous benefits of diverse campuses will make such efforts worthwhile.

[Steptoe & Johnson](#): Offers substantial experience and knowledge as our higher education attorneys understand the challenges college and university leaders face and strive to provide ground-breaking solutions.

Contact: Marcia DePaula, marcia.depaula@steptoe-johnson.com or 724-749-3122

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Workday Higher Ed

Higher Education's Digital Transformation Gap

Despite the increased adoption of online courses during the pandemic, the higher education sector is facing challenges in achieving digital transformation. According to a global survey by Workday, 60% of higher education leaders believe that the pace of digital transformation has slowed or will slow in the future. Only 26% of leaders expect at least half of their revenues to be digital within three years, a significant drop from the previous year's 60%. Additionally, only 5% of higher education leaders report that at least half of their daily operations are digitalized.

The survey reveals that colleges and universities are grappling with digital transformation challenges exacerbated by the pandemic and are struggling to evolve their strategies effectively. Students today expect a campus experience that mirrors their digital lives, necessitating institutions to adapt and modernize their operations. However, the lack of a clear vision for digital transformation, high leadership turnover rates, and technology skills gaps present significant obstacles for higher education institutions.

To address these challenges, institutions must focus on establishing a solid foundation by creating and implementing a data strategy. This involves modernizing technology infrastructure and replacing outdated systems with a unified platform that enables real-time access to accurate data. However, many institutions face difficulties due to data silos and deficits, which hinder their agility and decision-making processes.

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[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 or 513.512.0048

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