

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



# THE AICUP SPOTLIGHT

Monthly Newsletter

Administration | Compliance | Facilities | Finance | HR | Legal  
Student Services | Technology | Telecommunications | Treasury

## ***Business Efficiency Programs Update*** **August 2023 - Volume 13, Issue 8**



AICUP 2023 Cyber Security | Enrollment | Facilities | Fiscal Management | HR | and More

## **Campus Leaders Forum**

**November 1-2 2023**

Penn Harris Hotel  
Harrisburg, PA

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## **Latest from AICUP**

### **AICUP Campus Leaders Forum - Registration is Open!**

***November 1-2, 2023***

[Penn Harris Hotel](#)

Camp Hill, PA

The vision for the ACLF is to have fewer sessions and less PowerPoint presentations, allowing for more panel discussions, brainstorming and small group discussions while still offering track specific breakouts. In Consultation with the Member Services Committee and the AICUP Corporate Affiliate Working Group, beginning in 2023, the forum will now take place in November. This year's forum will be an all in-person event. If you have any questions, please contact [Kelly Carli](#).

[Member Colleges Registration](#)

[Corporate Affiliate Registration](#)

### **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. If you are from a member college and want to join a sponsored foursome, contact [Kelly Carli](#).

[Corporate Affiliate Registration](#)

### **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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## How AICUP Efficiency Programs Help Member Colleges

Every year AICUP delivers an annual report on AICUP's collaborative and business efficiency programs through the [Business Efficiency Programs Manual](#) publication. Within this report we share the success of these efforts and the measurable value offered by each. This report does not attempt to calculate savings or increased revenue from AICUP's advocacy before state and federal governments.

The [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. Our findings are as follows:

- In 2022, AICUP offered **forty (40) different cost savings programs**—of which, 30 are vendor driven and the remaining 10 are driven by AICUP staff activities.
- Thirty-seven (37) of these programs leveraged volume and lowered costs in a way that could be documented—resulting in **\$29.6 million of calculable savings** in 2022.
- Eighteen (18) of these **programs provided service to 35 or more AICUP members** and only five (5) programs had participation of less than 10 AICUP members. All AICUP Members and Associate Members participated in at least one of these 40 programs.
- \$29.6 million of calculable 2022 savings equates to an **average savings of \$325,688 per AICUP member or roughly 24 times the average 2022 membership dues (\$13,391)**.
- Six (6) of these programs each provided annual 2022 savings that **exceeded the total 2022 AICUP membership dues of \$1,218,536**. These include: Aggregate Group Purchasing, Campus Commerce Solutions,

Purchasing Card Programs, Software Licensing (all software), Student Health Insurance and the Monthly Presidents' Updates. Many of these business efficiency programs also offer member schools the ability to collaborate with each other, and without AICUP's coordination role, these opportunities could not be developed to the necessary critical mass on a regional or state-wide level.

It is, of course, not possible to quantify savings on all programs or activities, but the business efficiency team once again this year did its best in those areas conducive to quantitative dollar-based savings measurement. Not all colleges experience the same level of savings; however, the aggregate and average savings figures reflect staff's conservative assumptions. Stated another way, we have tried to not overstate the value of any one program. By doing this, we risk understating elements of value or savings that are not obvious to us.

**Contact: Tim Alexander at [tim.alexander@aicup.org](mailto:tim.alexander@aicup.org)**

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

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## **Explore the AICUP Energy Management & Procurement Program**

*~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

[A Quick Glimpse into the Latest Energy Headlines](#)

[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**

*\*\*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](mailto:dolores@dstaffordandassociates.com) or 302-344-5809**

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## How JourneyEd Works for Your Campus ~JourneyEd

**IT on Demand for Schools:** Get complex IT projects done fast without the long-term cost. [Learn More](#)

**Test Drive Adobe CC Suite in a Browser** Give students secure, single-click cloud access to 150+ industry apps. Lower costs and simplify admin. [Try Live Demo](#)

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

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## How Point Park U Managed Business Continuity Plans

~Kuali

Earlier this month AICUP held a webinar featuring with **Tim Wilson, CIO and Erin Bridgen, Associate Director, IT Administrative Systems at Point Park University**. They explored 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. They then answered the following questions from **Eric Self, Kuali**.

- How important is business continuity to Point Park?
- What trends are you noticing where business continuity is becoming a requirement (for example, cyber security insurance)?
- Discuss how demanding business continuity is. Erin discusses being remote and how much time she spends on business continuity planning.
- How did your business continuity plans help when the pandemic hit (Point Park began this program in 2018)?
- What is the cost of not being prepared?

Finally, Eric gave a quick overview of the new pricing structure AICUP member colleges receive as this is an AICUP-endorsed program.

[Access the video](#)

[Download the Slide Deck](#)

In 2018, a two-year program, in partnership with [Kuali.co](http://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. Kuali Ready is an All-Hazards customized solution for business and academic continuity planning with intuitive reporting, role structures and critical functions. Kuali 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](mailto: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 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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## ***Aspect Consulting***

### ***Tools Empowering Student Success: Predictive Analytics in Higher Ed***

In the pursuit of student success, institutions can harness the power of predictive analytics to proactively identify at-risk students and provide targeted interventions by...

**Integrating Key Data in a Data Warehouse:** LMS and Student Information systems provide a wealth of information (grades, attendance, participation, and demographics) which can be used to identify patterns and predict student outcomes. Using data warehousing tools to extract and then integrate this data into a single data warehouse facilitates the aggregation and analysis of this data.

**Applying Predictive Analytic Methods to Integrated Data:** There are several predictive analytical algorithms useful in forecasting student success and identifying at-risk students:

- **Logistic Regression:** is a statistical algorithm used to model the relationship between one or more independent variables and a binary outcome. In student success prediction, logistic regression can analyze prior academic performance, attendance, and socio-economic background, to determine the likelihood of a student's success or failure.
- **Decision Trees:** map decisions and possible consequences, considering factors such as demographics, course grades, engagement metrics, and

attendance. These trees can help identify key predictors that significantly impact student success and provide insights into the most effective interventions for different groups of students.

- **Support Vector Machines (SVM)** are learning algorithms used for classification tasks, and can identify patterns and create decision boundaries based on different features such as course performance, engagement, and demographics, and find the optimal separation between successful and at-risk students, enabling proactive interventions.

**Viewing the Data:** Analytics dashboards and visualization tools like Power BI and Tableau allow institutions to present complex predictive data visually, displaying real-time performance indicators, risk scores, and intervention recommendations, empowering stakeholders to take proactive steps.

Through the use of data warehousing tools, predictive analytic algorithms, and analytics dashboards, institutions can harness the power of data to predict and proactively address student needs more effectively.

[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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***Barley Snyder***

### ***New Cyber Rule Places More Requirements on Colleges***

It has been a busy summer for cyber and privacy legal matters. We recently alerted you regarding SEC cyber breach reporting requirements. Earlier this summer, on June 9, 2023, the Federal Trade Commission (FTC) updated its enacting regulations

to the Gramm-Leach-Bliley Act (GLBA) Safeguards Rule. Previously, with no FTC-enacting regulations, the Safeguards Rule, a set of privacy and security requirements, only applied to banks, credit unions, and other financial organizations that are regulated by the traditional financial regulators.

[Read More](#)

**[Barley Snyder](#)**: A strategically focused, full service law firm representing educational institutions, businesses and individuals throughout Pennsylvania and beyond.

**Contact: David J. Freedman, [dfreedman@barley.com](mailto:dfreedman@barley.com) or 717-399-1578**

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## ***FortifyData***

### ***Cyber Risk Management through Continuous Threat Exposure Management***

Guarding the gates of knowledge, where information is as vulnerable as it is accessible, higher education institutions stand at the forefront of a complex cyber battlefield. Colleges and universities are not just centers of learning, they are vast repositories of sensitive data, research, and intellectual property. The stakes are high, and the cyber threats are relentless.

Enter Continuous Threat Exposure Management (CTEM), a framework for a program that offers a proactive approach to cybersecurity via integrated toolsets for quicker asset identification and mitigation of vulnerabilities and cyber risks. Unlike traditional methods that react to threats as they occur, CTEM continuously monitors, assesses, and allows organizations to manage risks in near real-time.

Here's how we have [previously discussed how CTEM can help](#) cyber risk management:

1. **Identify** – Identify your asset inventory and begin to monitor how frequently it changes (known/unknown assets) and stay on top of their associated vulnerabilities. This is the external, internal, cloud and can include third-party external attack surface.
2. **Contextualize** – Classify the identified assets and the data that is stored, transmitted or processed on them. Some assets and services are more critical to operations than others. This will help inform a priority based on likelihood of threats occurring and impact to operations.
3. **Enrich with cyber threat intelligence** – This enriches the risk analysis based on assets within your inventory being targeted by Known Exploitable Vulnerabilities (KEV) and targeting by threat actors.
4. **Prioritization** – Get a threat- and risk-informed view of the cyber risks facing the organization’s vulnerable assets. This is a prioritized view based on operational risk.
5. **Mobilize** – Now that prioritized risks have been identified, the University can view them holistically with the ability to view by specific College or Department to inform and task relevant teams.

[Learn More about CTEM in Higher Ed](#)

[FortifyData](#) is an industry-leading Continuous Threat Exposure Management (CTEM) company that enables Higher Education Institutions to automate and manage cyber risk. FortifyData provides automated attack surface assessments with asset classification, security ratings, third-party risk management, and enriches the findings with cyber threat intelligence that yields a risk-based vulnerability management program. Higher Education Institutions can then organize assets and associated risks by College/Department to get both a University-wide and College/Department specific views of cyber risks.

**Contact: Marshall England, [marshall.england@fortifydata.com](mailto:marshall.england@fortifydata.com) or 202-505-2974**

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**FORVIS**

***Higher Education Seminar & Lunch***

**Tuesday, September 12th**

**10:00 AM - 2:00 PM**

[Register](#)

**Neumann University**

**Mirenda Center - Devine Hospitality Suite**

**One Neumann Drive, Aston, PA 19014**

[Campus Map](#) - Building #12, Park in lot to the left

***Please join us for this special event with fellow AICUP Members!***

Neumann University is hosting this gathering on their campus as AICUP corporate affiliate, FORVIS, facilitates two timely discussions involving the higher education industry which is experiencing a myriad of operational pressures, including declining enrollment and inflationary pressure on operating expenditures.

**In the first session**, we'll provide insights to help navigate these challenges by examining Higher Ed operations and providing tools and ideas to help you thrive.

**In the second session**, our professionals will share often overlooked opportunities that can help benefit learning institutions. Topics will include regulation status, capital expenditures that may qualify, credit monetization, and the applicable time period.

Upon completion of this program, participants will be able to:

- Discuss basic framework of the IRA tax credit program
- Identify IRA tax credit opportunities, including which capital investments may qualify
- Describe the potential value of the tax credit and how to monetize it
- Discuss what's needed to truly understand the cost of delivering an education
- Recognize the relationship between core revenue drivers and related costs



- Identify alternative options to help enhance affordability of an education

***CPE Credits: Up to 2 hours (pending approval)***

Lunch will be provided

[Register](#)

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

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***Workday Higher Ed***

***The Future of Higher Ed: Five Trends to Watch***

Higher education faces challenges with declining enrollment, reduced funding, and changing student expectations. To thrive, institutions must adapt by collaborating, diversifying revenue streams, focusing on student success, enhancing digital experiences, and embracing change. Interdisciplinary collaboration, personalized education, and leveraging technology like AI and ML are crucial for success.

Diversifying revenue beyond on-campus degrees and investing in digital offerings can ensure financial sustainability. Providing robust online learning experiences and personalized support services improves student outcomes. Meeting students' expectations for a high-quality digital experience is vital for attracting and retaining them. To succeed, institutions need real-time data, a shared vision, and leadership that embraces change. Those that adapt effectively will thrive in the evolving higher

education landscape.

[Read More](#)

Interested in experiencing the Workday Customer Community first-hand? [Workday Rising registration](#) is now open for both existing customers and prospective institutions!

[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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**AICUP  
Business Efficiency  
Programs**

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

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