

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 September 2023 - Volume 13, Issue 9



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

Campus Leaders Forum

November 1-2 2023

Penn Harris Hotel
Harrisburg, PA

AICUP Trending

- AICUP--[Latest from AICUP](#)
- AICUP--**Registration is Open!** [Campus Leaders Forum 11/1-2](#)
- AICUP--[How AICUP Efficiency Programs Help Member Colleges](#)
- AICUP--[Office Rental Space Available at AICUP Building](#)
- AICUP--[Download One-Pager of Efficiency Programs to Share w/Colleagues](#)
- AICUP--[Calendar of Upcoming Events](#) *Learn about upcoming webinars & seminars*

Finance & Treasury

- Constellation--[How the AICUP Energy Management & Procurement Program Helps Member Colleges](#)
- Paymerang Lunch & Learn--[Reclaim 80% of Your Time w/Automation 10/5](#)
- CliftonLarsonAllen--[How New Related-Party Disclosures Affect Higher Ed](#)
- FORVIS --[Utilizing Data Analytics to Detect Potential Fraud \(CPE\) 10/19](#)
- Synario--[The State of Higher Ed Finance-Poll of CFOs](#)

Facilities & Administration

- **Constellation**--[How the AICUP Energy Management & Procurement Program Helps Member Colleges](#)
- **Kuali**--[How Point Park Managed Business Continuity Plans](#)
- **Wagman Construction**--[Project Spotlight on YCP's New Horticulture Center](#)

Technology & Telecommunications

- **JourneyEd**--[How JourneyEd Works for Your Campus](#) *Financing, Cyber, Adobe*
- **Apogee**--[How St. Vincent Offers Exceptional Student/Campus Experience](#)
- **FortifyData**--[Continuous 3rd Party Risk Management in Higher Ed](#)

HR, Compliance & Legal

- **Clery Center Lunch & Learn**--[Experts in Your Corner](#) **10/10**
- **D.Stafford & Associates**--[Title IX In-Person Coordinator Training](#) **11/1-2**
- **PAICU MEP**--[Game Changing News](#)
- **Academic Impressions**--[Provosts, This is Your Moment!](#)
- **Workday**--[4 Data-Driven Ways to Deliver Better Employee Experience](#)

Student Services/Enrollment Management

- **Clery Center- Lunch & Learn**--[Experts in Your Corner](#) **10/10**
- **D.Stafford & Associates**--[Title IX In-Person Coordinator Training](#) **11/1-2**
- **Apogee**--[How St. Vincent Offers Exceptional Student/Campus Experience](#)
- **Aspect Consulting**--[Synergistic Advantages of Instructional Designers Collaborating w/Higher Ed Subject Matter Experts](#)
- **Sallie Mae**--[How America Pays for College 2023](#)

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 - Registration is Open!

November 1-2, 2023

Excitement is building as we prepare for the upcoming [AICUP Campus Leaders Forum!](#) This is your exclusive invitation to an event that promises to inspire, educate and connect with your colleagues from AICUP member schools across the state and AICUP corporate affiliates! Just 24+ hours offering fresh ideas, new connections and even some fun! See [below](#) for more info. If you have any questions, please contact [Kelly Carli](#).

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.

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](#)



AICUP Campus Leaders Forum

A Message from

**President Jim Greenfield, DeSales University &
President Dan Myers, Misericordia University**

Chair & Vice-Chair of the AICUP Member Services Committee

As the Chair and Vice-Chair of the Member Services Committee, we encourage you now to send a member, or members of your staff, to the [2023 AICUP Campus Leaders Forum \(ACLF\)](#) on November 1-2, 2023 in Harrisburg. This is an annual AICUP membership meeting designed for cabinet-level and sub-cabinet campus leaders. We hope this meeting improves the "bench strength" of campus leaders who work with and/or support AICUP in the way we on the committee do.

This meeting will be held at the [Penn Harris Hotel](#), near Harrisburg. The AICUP Member Services Committee and AICUP staff are in the concluding stages of finalizing the agenda which includes breakout sessions in finance, facilities, technology, HR, and student services. Sessions are currently planned for AI, cyber-security, student/staff mental health/well-being, and creative/public funding for facility repairs and construction.

Other general sessions will highlight the value proposition of AICUP's [business efficiency programs](#), a 24-to-1 ROI on membership dues. Likewise, a primer will be provided on the role of AICUP in shaping statewide and national higher education policy. Finally, we will reinforce the [economic impact](#) of the [membership](#) while [making the case](#) for nonprofit, independent higher education in PA.

Much like the Annual Presidents' meeting, this will be a 24-hour gathering, just one overnight, designed to inspire and connect your team to their peers at other member campuses. In the spirit of collaboration that we promote on the AICUP Member Services Committee, please encourage your cabinet-level and sub-cabinet-level campus leaders to join us at this annual event. We already have significant sponsor support and have designed this meeting to be affordable, at three member registrants at \$100 total, and we have selected a modest hotel to keep travel expenses as low as possible.

The final agenda will be available very shortly. Meanwhile, interested members can

email [Kelly Carli](#) with any questions or go [here](#) to register. AICUP Corporate Affiliates can go [here](#) for more information or to register.

Thank you very much.

[Top](#)



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

[Top](#)



Lunch & Learn Webinar: *Experts in Your Corner* ***~Clery Center***

Are you looking for...

- Approachable Clery Act subject matter expertise?
- Practical solutions for complicated tasks?
- Collaboration with peers?
- Free, current resources?

Look no further than membership with Clery Center. Learn more about the full value of Clery Center membership through this presentation highlighting key benefits, networking opportunities, and costs.

Experts in Your Corner - Clery Center Membership
Tuesday, October 10th
12:30 - 1:30 PM

[Register](#)

Presenter: *Abby Boyer, Associate Executive Director, Clery Center*

As the Assistant Director of Programs, Cecilia supports implementation and execution of programs and member services which address overall campus safety including compliance with the Jeanne Clery Act.

Once you register, you will receive a confirmation email with your unique Zoom link. If you have any questions, please contact [Kelly Carli](#).

[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

[Top](#)



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 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.*

[Top](#)



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

[Top](#)



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 or 800-876-3507, ext.7111

[Top](#)



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, 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 or 559-803-7218

[Top](#)



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.

[Read More](#)

[Top](#)



Lunch & Learn Webinar: *Reclaim 80% of Your Time w/Automation*
~Paymerang

Institutions and Schools nationwide are leveraging new technologies in the age of doing more with less and curing the challenges of manual work and limited staff. During this webinar, we'll share how over 400 education clients nationwide - **including 11 AICUP member schools**, leverage our transformative AP automation solutions to make their Accounts Payable operations leaner, faster, and more secure. Waynesburg U will share how this has worked so well for them and why.

Reclaim 80% of Your Time w/Automation
Thursday, October 5th
12:30 - 1:30 PM

[Register](#)

Paymerang's award-winning Accounts Payable (AP) Automation platform seamlessly works with your existing accounting systems and processes, making it easy to implement and empowering you to:

- Reallocate up to 80% of the payment processing time to more value-added tasks
- Reduce errors, costs, and unnecessary overtime
- Lower fraud risk
- Improve AP staff retention

Presenters:

Lisa Patterson, Waynesburg University
Tom Smith, Paymerang

Once you register, you will receive a confirmation email with your unique Zoom link. If you have any questions, please contact [Kelly Carli](#).

[Paymerang](#) offers a secure and efficient electronic payments program for AICUP member institutions.

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



Academic Impressions

Provost, This is Your Moment

The provost of a university, or college, is complex and multifaceted position, requiring a blend of academic expertise, administrative acumen, and visionary leadership. Understanding and embracing the critical nature of this position is key in shaping an institution's future.

The ever-evolving landscape of higher education demands a forward-thinking approach, and Provosts must be prepared to address emerging challenges such as enrollment declines, budget constraints, and shifts in pedagogy. These changes emphasize why provosts need to view these challenges as opportunities to innovate and collaborate with other campus leaders.

Effective communication is another key requirement. Provosts must excel at conveying their vision to various stakeholders, including faculty, staff, students, and external partners. Clear and transparent communication fosters trust and facilitates buy-in for strategic initiatives.

The importance of fostering diversity, equity, and inclusion within the academic community is key for building cultures of innovation. Provosts must champion initiatives that promote these values and ensure that they are integrated into all aspects of the institution.

The past decade has shown the significance of data-informed decision-making for academic leaders. Provosts must be able to utilize data analytics to identify trends, assess program effectiveness, and allocate resources strategically.

Provosts need to be proactive leaders, who can effectively communicate, understand the power of diversity and inclusion, and the power behind data-driven decision-making, and collaboration. Provosts who embrace these principles are better positioned to lead their institutions to success in this rapidly changing educational landscape.

If you are interested in expanding your leadership and innovative thinking skills

alongside other Provosts check out our [Provost Summit](#) taking place in Denver in November. Reach out to [Steve Whitehead](#) at Academic Impressions for information on scholarships for AICUP members.

[Academic Impressions](#) focuses solely on providing leadership, personal development and skills-based training opportunities to faculty and staff in higher ed. We help individuals, teams, and institutions across the US and Canada build upon their knowledge and expertise to reach new levels and find practical solutions to the challenges they are facing.

Contact: Dr. Stephen Whitehead, steve@academicimpressions.com or 720-988-1266

[Top](#)



Apogee

How St. Vincent College Was Empowered to Offer An Exceptional Student & Campus Experience

With an estimated 300,000 guests visiting Saint Vincent College each year, and with online learning playing an integral part of the student experience, the college requires a fast, reliable, and secure Wi-Fi network. This is why the college partnered with Apogee, a national leader in managed technology services in higher education. In this video series, learn about some of the IT challenges the college faced before the partnership, our approach to customer service, and the importance of on-going system upgrades, so campus leaders can focus less on Wi-Fi, and more on strategic initiatives.

[Read More](#) (includes video with Justin Fabin, CIO, Saint Vincent College)

[Apogee](#): is a managed technology services provider solely focused on higher education. Services include Managed Campus (networks and managed IT and cloud services), ResNet (residential networks), campus engagement and digital signage, and video services.

Contact: Brad Kohli, bkohli@apogee.us or 570-905-3505

[Top](#)



Aspect Consulting

The Synergistic Advantages of Instructional Designers Collaborating with Higher Education Subject Matter Experts

In the ever-evolving landscape of higher education, collaboration between instructional designers and subject matter experts (SMEs) has become increasingly vital. This partnership leverages the unique strengths and expertise of both professionals, leading to the creation of effective and engaging learning experiences. Advantages arise when instructional designers and SMEs work together.

Enhanced Pedagogical Expertise: While instructional designers possess a deep understanding of learning theories and instructional strategies, it is the SME that possess subject-specific knowledge. SMEs bring their expertise in the field, giving designers valuable insights into the nuances of the content, but may have trouble reducing their knowledge down to the need-to-know information free of jargon. This collaboration ensures that instructional materials are not only accurate but also pedagogically sound.

More Engaging Learning Experiences: Instructional designers possess a range of skills in instructional design, multimedia development, and technology integration. SMEs offer input on relevant practical applications of the subject matter, enriching the content. This collaboration allows instructional designers to concentrate on selecting the correct mix of varied instructional strategies, multimedia elements, and assessment techniques that resonate with learners, resulting in enhanced learner engagement and knowledge retention.

Maximized Cost to Benefit: SMEs possess firsthand experience in their respective fields, but engaging a SME to spend time developing content without the expertise of a designer can be cost prohibitive. An instructional design expert can work with multiple SMEs on multiple courses, decreasing costs while increasing value. Utilizing the right mix of expertise allows an institution to move forward with multiple curriculum projects at the same time for less cost.

By leveraging the subject matter expertise of SMEs and the instructional design skills of designers, higher education institutions can create more impactful learning materials that cater to the diverse needs of learners, preparing them for success in their academic and professional journeys.

[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

[Top](#)



CliftonLarsonAllen

How Could New Related-Party Disclosures Affect Higher Ed?

Higher education institutions depend on donations to boost their operating budgets, but a new regulation change could make it more difficult to accept anonymous donations. In a move to increase transparency, the Department of Education (ED) is proposing organizations must provide additional details about related-party transactions when submitting financial statements.

[Read More](#)

[CliftonLarsonAllen](#): exists to create opportunities for our clients, our people, and our communities through industry-focused wealth advisory, digital, audit, tax, consulting and outsourcing services. With more than 8,500 people operating from nearly 130 locations across the country, including offices in King of Prussia, Pittsburgh and Bethlehem, we promise to know you and help you.

Contact: Sara Doyle, sara.doyle@CLACONnect.com or 267-419-1653

[Top](#)



FortifyData

Continuous 3rd Party Risk Management in Higher Ed

Higher education institutions are increasingly reliant on third-party vendors for services like cloud computing, LMS, student CRM and many other online platforms. While these partnerships offer numerous benefits, they also bring cybersecurity

challenges. The recent [update to the Safeguards Rule](#) underscores the importance of third-party risk monitoring as it is specifically identified (314.4(f)(3)) - Monitor Service Providers.

It's essential for security leaders to recognize and understand the role of each vendor within the institution to effectively manage potential risks. A common oversight is consulting IT security only after vendor selection, complicating risk evaluations. Therefore, maintaining a comprehensive inventory of all third-party engagements is crucial for robust cybersecurity.

Surprisingly, a 2022 [CRA Business Intelligence report](#) revealed that only 29% of organizations, across multiple industries, employ real-time risk metrics and continuous third-party monitoring. Many continue to depend on yearly (or periodic) questionnaires, leaving them vulnerable. It's not just about assessing vendor security measures; security leaders must also scrutinize contracts, perform regular risk evaluations, and identify possible weak points. Recognizing the type of data vendors handle and the implication of potential cyberattacks is critical. Setting cybersecurity benchmarks for vendors, encompassing data safety, access regulations, and incident response strategies, is a must. Automated questionnaires that integrate technology or system assessment findings can expedite vendor and service assessments, spotlighting discrepancies in technology reports and survey answers.

The surge in cyber-attacks on the education sector—44% higher in 2022 compared to 2021, [according to Check Point](#)—underscores the urgency of a proactive stance. This emphasizes the significance of integrating effective [third-party cyber risk management](#) strategies within higher education.

Look for a solution that can continuously evaluate third-party vendors and the specific services or products (in-scope assessment) they provide of your vendors' assets, and incorporate findings into standard compliance questionnaires, such as HECVAT, or custom questionnaires.

[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 or 202-505-2974

[Top](#)



Sallie Mae

How America Pays for College: Families Paid More for College Last Year and Covered Half of Costs Out of Pocket

Families reported spending \$28,026 on college for academic year 2022-23—an 11% increase from \$25,313 in 2021-22— and covered half of expenses with income and savings, according to new data in [How America Pays For College 2023](#), the annual study from Sallie Mae® and Ipsos. Scholarships and grants were used by 76% of families and covered 29% of costs, and 41% of families reported borrowing for college, covering 19% of costs.

About 7 in 10 families reported completing the Free Application for Federal Student Aid (FAFSA®), but roughly the same number of families (72%) were unable to correctly identify when the FAFSA® becomes available. The FAFSA® is so critical for students and families to complete because it's a gateway to more than \$112 billion scholarships, grants, and federal financial aid. The recent announcement that the new 2024-2025 FAFSA® will be shifted from October to December could add to more confusion for students and families.

“Students and families continue to view higher education as an important investment in their future but are also looking for ways to make it more affordable and consistently eliminate schools from consideration based on cost,” said Jenny Berg, vice president, Ipsos. “Unfortunately, families may be leaving free money on the table due to ongoing confusion about the FAFSA and eligibility for scholarships and grants.”

Four in 10 families did not use scholarships to cover college costs, most often citing a lack of awareness and low likelihood of winning for not applying. In fact, 45% of families believe scholarships are only available for students with exceptional grades or abilities.

About half of families (53%) said they had a plan to pay for college, and 61% said

borrowing was always part of the plan. Fewer than half (44%), however, have discussed who will be responsible for making payments on student loans.

“With federal student loan payments set to resume in October, now’s the time to start mapping out a plan,” said Rick Castellano, vice president, Sallie Mae. “Federal servicers have changed for many borrowers, so knowing who and how much you owe is critical and so is understanding the various options available to transition back in repayment.”

How America Pays for College 2023 reports the results of Ipsos' online interviews of 1,213 undergraduate students and 986 parents of undergraduate students by Ipsos between March 31-May 8, 2023.

[Access the Complete Report](#)

[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

[Top](#)



Synario

We Asked, You Answered: The State of Higher Ed Finance

What if you had the power to know what your colleagues were thinking? Knowing how others in your field feel about the same challenges that you face can be enlightening. We all know thought in a vacuum isn't as impactful as the idea that both can survive and thrive within a financial ecosystem.

In the spirit of this, we canvassed Higher Ed Finance pros to get their thoughts and feelings on particulars like do they use spreadsheets in their modeling process, as well as broader subjects like how you feel about the long-term health of your institution.

Your Peers Have Spoken

The numbers tell it all

We polled **Higher Ed** finance pros to see if **Synario** could reshape their financial futures.

44%

40%

8%

Survey responders

- Senior Manager, or CFO
- Departmental Finance Manager
- Financial Analyst

Unaccounted for data is represented by "other" and non-answers.

3 out of 4



Pros use spreadsheets in at least part of their financial planning and modeling process

So, how important is financial modeling?

69%

very important

27%

Couldn't be more important

% of professionals when asked about the importance of financial modeling.

Spreadsheets must be reliable and clear, right?

Nope. 60%

slightly disagree or strongly disagree that spreadsheets provide the necessary clarity to make long-term decisions.

[Here's a Look at Some of Our Findings](#)

[Synario](#): (in partnership with PFM Solutions) is an agile financial modeling platform offering advanced control over your financial projections. Model each business dimension, perform scenario and stress analyses, and dynamically present your findings all from one cloud-enabled platform.

Synario Virtual Solutions Virtual Summit -October 5th. [More Info/Register](#)

Contact: Marc Pitcher, PitcherM@synario.com or 215-557-1267

[Top](#)



Wagman Construction

Project Spotlight: York College's Appell Horticultural Center

York College of Pennsylvania partnered with Wagman Construction to manage the construction of the 10,700 SF, recently completed expansion to the Naylor Ecological Center which will accommodate York College's growing Environmental Horticulture program.



The two-story building includes a soils lab, plant/insect lab, plant pathology lab, student research lab, herbarium, prep rooms, study areas, meeting rooms, faculty offices, and support spaces. In addition to programmatic spaces, the center features a living wall and plant display area that serves as educational opportunities for students and a display of the College's commitment to Environmental Horticulture.

[Read More](#)

[Wagman Construction](#): Provides a full range of construction services, including design-build, general construction, construction management, and geotechnical design and construction

Contact: Mark Morrow, mamorrow@wagman.com or 717-814-4914

[Top](#)



Workday Higher Ed

4 Data-Driven Ways to Deliver a Better Employee Experience

Employers are facing talent acquisition and retention challenges in today's dynamic work environment, driven by pandemic-related shifts and societal changes. To address these challenges, organizations are placing a strong emphasis on delivering a compelling employee experience (EX). A Workday survey reveals that 50% of HR leaders are prioritizing EX to facilitate digital transformation. Phil Willburn, VP of People Analytics at Workday, outlines four data-driven strategies for improving EX:

1. **Continuous Listening:** Employee experience begins with actively listening to employee feedback.
2. **Timely Actions:** Collecting feedback is insufficient; prompt action is crucial. An intelligent listening platform facilitates ongoing feedback and empowers managers to address issues as they arise, instilling confidence in employees that their voices are heard.
3. **Data Empowerment:** Providing employees with access to data about their work experiences and comparisons with peers fosters transparency and enables informed decisions.
4. **Managerial Autonomy:** HR doesn't need to solve every people-related issue. Allowing managers and teams to handle problems while HR monitors engagement data can be more effective.

[Read More](#)

Interested in experiencing the Workday Customer Community first-hand? Register [here](#) for free digital access to our user conference Sep 26-28!

[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

[Top](#)



**AICUP
Business Efficiency
Programs**

www.aicup.org/Collaboration/BEP

Tom Foley

President

foley@aicup.org

Tim Alexander

VP of Finance & Administration

tim.alexander@aicup.org

Kelly Carli

Manager of Collaboration Events &
Outreach

carli@aicup.org



AICUP Leadership:

[Board of Directors](#)

[Committees & Working Groups](#)

[Staff](#)



Copyright © 2023, All rights reserved.

[unsubscribe from this list](#)