

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

December 2023 - Volume 13, Issue 12



AICUP Trending

- [AICUP--Latest from AICUP](#)
- **AICUP--Lunch & Learn Webinar:** [Addressing Student Debt w/Past Due Payment Plans 1/17](#)
- [How AICUP Efficiency Programs Help Member Colleges](#)
- **AICUP--Office Rental Space Available at AICUP Building**
- **AICUP--Calendar of Upcoming Events** *Learn about upcoming webinars & seminars*

Finance & Treasury

- **Constellation**--[Taking the Next Step Toward a Clean Energy Future](#)
- **Nelnet Commerce Solutions--L&L Webinar:** [Addressing Student Debt w/Past Due Payment Plans 1/17](#)
- **CliftonLarsonAllen (CPE)**--[Trends in Higher Ed](#)
- **FORVIS Webinar (CPE)** --[2024 Annual Higher Education Outlook 1/17](#)

Facilities & Administration

- **Constellation**--[Taking the Next Step Toward a Clean Energy Future](#)

Technology & Telecommunications

- **JourneyEd**--[How JourneyEd Works for Your Campus](#)
- **FortifyData**--[Case Study: Transforming Cybersecurity in Higher Ed](#)
- **Workday**--[White House EO: Roadmap to Responsible AI](#)

HR, Compliance & Legal

- **PAICU MEP**--[Game Changing News](#)
- **PlanPILOT**--[Custom Target Dates Solutions for Higher Ed Retirement Plans](#)
- **Benecon Group**--[Level Funded Plan vs. Shared Services](#)

Student Services/Enrollment Management

- **UnitedHealthcare Student Resources**--[Learn About Student Health Insurance Plans](#)

- **Academic Impressions**--[What Could Support for Innovation Look Like?](#)
- **Sallie Mae**--[Inclusive Financial Wellness Programs: Q&A with Harrisburg U & Susquehanna U](#)

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

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](#)



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](#)



Taking the Next Step Toward a Clean Energy Future

~Constellation

Clean energy is a priority for all across the country. Constellation, the nation's largest producer of carbon-free energy, plays a significant role in that effort.

With a portion of the \$1 billion recently awarded to the Midwest Alliance for Clean Hydrogen (MachH2), Constellation will build the world's largest nuclear-powered clean hydrogen production facility. This facility will produce an estimated 33,450 tons of clean hydrogen each year and create thousands of good-paying jobs.

With this project, we further our commitment to accelerating the transition to a clean energy future and equipping our customers to reach their own climate goals.

[Read More](#)

[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](#)



**Lunch & Learn:
Addressing Student Debt with
Past Due Payment Plans**

~Nelnet Campus Commerce

Wednesday, January 17, 2024

12:30 - 1:30

[Register](#)

AICUP and Nelnet Campus Commerce are pleased to invite you to a Lunch and Learn to discuss how *Past Due Payment Plans* can support your institution and students. During this webinar Nelnet Campus Commerce will discuss:

- How new and potential regulations are making collecting outstanding receivables more difficult
- Debt is not just a collection issue, it's also an enrollment issue
- How leveraging Past Due Payment Plans can have a positive impact on both financial cost as well as reputational
- The ability to leverage Long Term Past Due Payment Plans to make larger balances more affordable

[Nelnet Campus Commerce](#): Partners with more than 1,200 campuses across the country, providing a suite of PCI Level 1 validated solutions that integrate with every major ERP to process every payment on campus.

Contact: *Laurie Holbrook*, Laurie.Holbrook@nelnet.net or 207-329-8029

[Top](#)



How JourneyEd Works for Your Campus

~*JourneyEd*

Chromebook Central: Managing a Chromebook school is a challenge. Whether it's at the individual classroom level or for the entire district, JourneyEd is the all-in-one solution for all of your Chromebook needs. We offer everything from devices to software to peripherals and are here to assist in making your school's Chromebook program a technological success. [Learn More](#)

Prepare the Next Generation with In-Demand Skills [Get a Quote](#) or Already an Adobe Customer? Go [here](#) for Deployment Resources

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](#)



Student Health Insurance Plans

~UnitedHealthcare Student Resources

UnitedHealthcare Student Resources (UHCSR), in partnership with the Coalition for College Cost Savings (CCCS), offers [Student Health Insurance Plans](#) (SHIPs) tailored to meet the needs of today's college students at AICUP Member Schools. With over forty years of experience, they are dedicated to providing comprehensive coverage and personalized service to students nationwide.

Advantages of SHIPs:

- Member schools receive dedicated sales and servicing
- Spreading risk over many State Associations and their participating member schools allows for more competitive rates and renewals for small to mid-sized schools
- No minimum size requirements for member schools to participate

UHCSR Personal Service:

- Each member school has a dedicated Account Manager and enrollment team to assist with the enrollment/waiver process and handle immediate and emergency student insurance needs
- 24/7 customer service via web or phone
- UHCSR partners with Student Health and Counseling Centers to fully reimburse approved student services and waive deductibles and co-pays

Nationwide provider network:

- With a network of 1M+ providers, 6,700 pharmacies, and 6,000+ hospitals, students have access to a wide selection of physicians, specialists, and medical facilities throughout all 50 states.

Partner Center tools:

- UHCSR's Partner Center is a suite of online tools designed to help administrators streamline to student health insurance process.
- Waiver Management: Real-time online management of your waiver program and opt-in enrollment. Access to our student-centric waiver management portal is available at no additional cost.
- Student Insurance Management: The school administrator's view into UHCSR eligibility and enrollment data.² Confirm student enrollment in the SHIP, print ID cards and locate preferred providers.
- SHC Claims Management: Student Health Center (SHC) submission of SHC claims and/or referrals (if applicable) and real-time student matching to confirm eligibility. Also access our state-of-the art claims management portal at no additional cost.

Virtual Visits through HealthiestYou:

- HealthiestYou by Teladoc offers 24/7 access to medical and mental health providers at no cost to student insured through SHIP.
- General Medical Telemedicine: Access to board-certified psychiatrists, psychologists, therapists and counselors through phone or video.
- Behavioral Health Telemedicine: Access to inpatient and outpatient care. OBH engages students through digital and clinical resources designed to help improve health and reduce costs.

[Listen to a Recent Webinar](#)

Contact: John Maxwell, jmaxwell@uhcsr.com or Debbie Delli Santi, ddellisanti@uhcsr.com

[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](#)



Custom Target Date Solutions for Higher Ed Retirement Plans

~PlanPILOT

In recent years, many higher education retirement plans have adopted custom target date solutions with the goal of providing better retirement outcomes for their faculty and staff. ERISA guidance encourages plan sponsors to consider all available options for their default investment offering, and this includes custom target date models.

Recognizing the limitations of a one-size-fits-all “off-the-shelf” target date series, custom target date models can offer plan sponsors many unique benefits as described below:

- Build a glide path that is unique to their employees;
- Downside protection for retirees and near-retirees against fixed income losses by including a fixed rate account with guaranteed minimum crediting rates;
- Flexibility to incorporate a combination of active and passive (or index fund) strategies from a wide range of well-recognized investment management companies;
- Incorporate legacy assets from older contracts into the target date solution; and
- Include a built-in retirement income option for participants to enact at their discretion to provide fixed monthly payments in retirement

Expanding on the summary of potential benefits noted above, here are some key considerations:

- Many fixed income funds have experienced double digit losses in the recent rising interest rate environment, with the Bloomberg Aggregate Bond Index posting an approximate -13% return for the 2022 calendar year.
- For plans with individual contracts, either active or legacy, only a custom solution can factor these balances into the asset allocation strategy. Alternatively, an “off-the-shelf” target date series will be thrown off course by a participant’s individual contract balances, as these balances will not be factored into the target date fund’s asset allocation strategy.

- And finally, it is noteworthy that numerous studies have highlighted a growing demand for a guaranteed income option within retirement plans.

In closing, we encourage plan sponsors to review their recordkeeping provider's custom target date solutions to determine if a custom approach may be the best fit for your faculty and staff.

PlanPilot: Takes a holistic approach to defined contribution retirement plan consulting, focused on minimizing fiduciary risk for plan sponsors and their oversight teams, as well as minimizing the risk of negative participant outcomes. PlanPILOT is also part of the PAICU MEP Team.

Contact: Mark Olsen, mark.olsen@planpilot.com or 312-973-4913

[Top](#)



Academic Impressions

What Could Support for Innovation Look Like?

Creating a culture on campus that supports innovative ventures provides valuable experience for your students and can make your institution more competitive and bring in extra revenue.

But for many reasons—like risk aversion or a lack of infrastructure—many institutions are not set up to identify or capitalize on innovation. What might the pathway for innovation look like? Let's look at one example trajectory.

1. **From idea to pilot.** Faculty and staff are natural fountains of ideas. However, they often can't bring these ideas to fruition alone. But with the help of others—for instance, an encouraging supervisor or the campus's Teaching and Learning office—the plan for a pilot program can emerge.
2. **From pilot to program.** Once a plan has taken shape, you need sympathetic people on campus to back it. The pilot's backer must contact

friends within and outside their department to ensure the program receives proper financial backing.

3. **Growing the program.** Programs do not grow on their own. A pilot beginning to thrive will need extra funds to support extra demand. If a faculty member is involved, they may need to reduce the number of courses they oversee to devote more time to the pilot.
4. **The institution embraces innovation.** Once the program proves fruitful, it is time for the institution to embrace the program and its founder.
5. **From innovation to impact.** When properly supported, a program that was once daring or risky can be one of the cornerstones of the institutions that bring in revenue and students.

[Learn more](#) about this pathway to support innovation. This spring, we'll be launching a member-exclusive program geared toward helping leaders recognize and harness innovation on their campuses.

[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](#)



The Benecon Group - Shared Services Health Plan

A Self-Funding Solution for Employee Health Benefits

Level Funded Plan	VS	 SHARED SERVICES <small>UNIVERSITY & COLLEGE INSURANCE CONSORTIUM</small>
Limited to Carrier	ADMINISTRATION	Can use any available Carrier
Most Often Set by Carrier	BROKER COMPS	Set by Broker
Set by Carrier	SPECIFIC & AGGREGATE STOP LOSS	Global Purchasing Power
Set by Carrier	RATE DEVELOPMENT	Benecon Actuaries
Individual Member Experience	RENEWAL ACTION	*Limited to Predictable Claim Layer
Possible	LASERING/GAPS IN COVERAGE	None
Held by Carrier	CLAIM FUND	Deposited into Member Bank Account
Controlled by Carrier	SURPLUS	Controlled by Member
Carrier Most Often Retains Some of the Surplus	SURPLUS DISTRIBUTION	Member Controls 100% of the Surplus

*Global Stop Loss Protects Members from Volatile Claims

Shake up the status quo with Shared Services Health Plan. Unlike fully-insured plans or carrier sponsored level-funding, Shared Services puts you in control.

With choice of plan design and 100% surplus retention, Shared Services is the only option where you only pay for what you use and keep what you don't.

Shared Services is administered by Benecon.

[The Benecon Group](#) is recognized nationally in the self-funded market as the expert in designing, pricing and administering self-funded programs and operates 15 health insurance consortia and cooperative programs.

Contact: David P. Wuenschel, dwuenschel@benecon.com or 888-400-4647

[Top](#)



CliftonLarsonAllen

Trends in Higher Education

The higher education industry has undergone significant shifts in recent years, primarily influenced by a series of economic and social factors. Many of these shifts are having a dramatic effect on operating budgets. These challenges require adaptability and resilience.

[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

Transforming Cybersecurity in Higher Ed: A College's Inspirational Journey

In an era where digital threats loom large over educational institutions, College of the Canyons, located in California, stands as a beacon of proactive change in cybersecurity. Initially grappling with disjointed security efforts and constrained resources, the college embarked on an ambitious journey to transform its cybersecurity management program.

This strategic shift involved embracing advanced technologies and aligning with rigorous standards, including the GLBA Safeguards Rule and NIST SP 800-171. Their story is not just about improving to a proactive cyber risk management

program, but also about building a culture of compliance and resilience that resonates with the challenges faced by many educational leaders today.

In their search for a more comprehensive and automated way to identify and manage cybersecurity risk, they chose a solution with the ability to automate the translation of cybersecurity risks into a clear numeric scoring system that resonated with the college's executive team, as well as the ability to conduct automated continuous asset discovery and external vulnerability assessments. The impact from the platform was not only a technical success but also ensured compliance with the stringent regulatory requirements from the GLBA Safeguards Rule and NIST SP 800-171. Independent audits conducted on the College for GLBA gap analysis found the College of the Canyons to be in compliance with all 9 of the GLBA Safeguards Rule requirements.

[Read More](#)

[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

Supporting Student Success Through Inclusive Financial Wellness Programs on Campus

An interview with Christopher Mowl (CM), Director of Financial Aid, Harrisburg University (HU) and Justin Rummel (JR), Interim Vice President of Enrollment, Susquehanna University (SU).

In Sallie Mae's research [College Confidence: What America knows about paying for college](#), students and their families crave additional financial education. College-bound families are near-unanimous (96%) in indicating that financial topics should be taught in high school. The specific topics that rise to the top for more than two-thirds of families relate to paying for college. In addition, about half of families also seek education about a range of financial topics from basics like savings accounts, credit cards and managing credit to longer-term financial well being topics such as investing, retirement funds and mortgages.

Q: What was your university's driver for providing financial wellness education on your campus? Why do you feel it is important?

JR: At Susquehanna University we're focused on holistic student care. Financial wellness is a critical component of any coordinated care campus network. We're also mindful that talking about finances is uncomfortable at any age and so we're attempting to help students (and parents) learn and grow through this type of programming.

CM: One of the basic roles for an institution of higher education is to prepare its students for life after college. The lessons they learn now they take with them. It cannot be just about education of a particular program, career prep, or obtaining a degree. Our role must be larger than that. At Harrisburg University, we understand that concept and utilize it to prepare our students financially for life after and during college as well.

[Rest of Q&A](#)

[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](#)



Workday Higher Ed

The White House Executive Order: A Roadmap to Responsible AI

As someone deeply immersed in the world of artificial intelligence and its implications, I view the recent release of the [*White House Executive Order \(EO\) on Safe, Secure, and Trustworthy Artificial Intelligence \(AI\)*](#) as a significant moment. This landmark document, issued on October 30, 2023, takes a government-wide approach and encompasses a broad spectrum of topics on AI, including national security, the workforce, immigration, civil rights, foreign policy, healthcare, and public sector procurement.

Workday has long been an advocate for the responsible use of AI, championing the need for robust regulatory safeguards. Our support for responsible AI governance is consistent with many of the EO's provisions, which comes at a time when there is a growing chorus of governments worldwide actively engaging in AI regulation discussions, notably the [*European Union's AI Act*](#).

[*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 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](#)

