



# THE AICUP SPOTLIGHT

Monthly Newsletter

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**February 2024 - Volume 14, Issue 2**

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## 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.

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## **Evolution Sustainability Group Expands with Acquisition of Utility Solutions**

*~Evolution*

Evolution Sustainability Group (ESG), a leading provider of energy and sustainability solutions for businesses, educational institutions, and government entities, announced the acquisition of [Utility Solutions, Inc.](#) (USI).

For more than 25 years, USI has provided utility-related consulting services to private colleges through the [Association of Independent Colleges and Universities of Pennsylvania](#) (AICUP) and to local municipal entities through the [Municipal Utility Alliance](#) (MUA), created by the Pennsylvania Municipal League (PML).

This strategic move expands Evolution’s robust client roster in the educational and public sectors throughout Pennsylvania and will provide AICUP and MUA members with a wide array of energy efficiency solutions to drive their sustainability goals.

*“USI’s proven track record of strategic energy procurement advice for their education and municipal clients aligns perfectly with Evolution’s mission to provide comprehensive energy solutions that make environmental and economic sense,” said Chuck Hurchalla, CEO and Founder of Evolution Sustainability Group.*

*“With USI’s experience and track record, AICUP and MUA members have benefited from programs that manage the volatility of the energy markets. In the current environment that emphasizes sustainability, these members will now have access to additional solutions to reduce their carbon footprint and greenhouse gases, allowing them to be better global citizens.”*

*“It was the right time to sell USI,” said Arthur E. Morris, former president of USI, “the decision was based on Evolution’s commitment to serving clients with professionalism and transparency and its ability to offer a wider range of experience and programs to members of both the PML/MUA and AICUP.”*

The acquisition closed on January 1, 2024. The terms of the agreement were not disclosed.

### **About Evolution Sustainability Group**

Evolution Sustainability Group is a full-service energy management, engineering, and sustainability consulting firm offering best in class sustainability, energy efficiency, procurement, and analytical solutions. Our mission is simple – to advise, design, procure and build solutions that provide measured value to our client’s sustainable footprint.

We do this through effective energy management and increased efficiency while maximizing savings to the organization. Evolution’s customers enjoy a positive impact on the bottom line by leveraging a comprehensive suite of services that mitigate risk, enhance stakeholder/asset value, and provide a foundation to increase corporate citizenship and sustainable practices.

**For more information, visit [www.evolutionsg.com](http://www.evolutionsg.com) or email at [info@evolutionsg.com](mailto:info@evolutionsg.com)**

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**Lunch & Learn Webinar:  
Successful Decarbonization Takes 6 Steps:  
Are You Missing One?**

## *~Constellation*

**Wednesday, April 3rd**

**12:30 - 1:30 PM**

[Register](#)

Colleges and universities are recognizing the importance of addressing carbon emissions and greenhouse gases in their operations and are actively seeking assistance from their energy partners. Our presentation breaks down everything from measuring, to managing, to reducing and reporting on Emission progress. Join this presentation to discuss our framework for meeting businesses where they are in their sustainability journey and how and when to take the next step!

### **Presenters:**

- Alex Calder, Manager, Digital Solutions Business Development
- Melissa Heim, Principal, Commercialization & Development

*Once you register, you will receive a confirmation email with your unique Zoom link. If you have any questions, please contact [Kelly Carli](#). Stay tuned for additional webinar topics and dates on the AICUP website.*

[Constellation](#) is the endorsed program provider of the Energy Management & Procurement Program. By participating in the program, AICUP members can be assured of getting excellent rates, stability over a longer term, and many other value-added products (e.g. Green Power). Member colleges are priced individually to assure that one does not subsidize another.

**Contact: Blaire Miller at [blaire.miller@constellation.com](mailto:blaire.miller@constellation.com) or 443-610-6259**

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## **Staying Safe on Campus: Guide for Families**

*~Clery Center*

### **Clery Center's latest free resource!**

*Staying Safe on Campus: A Guide for Families* is filled with crucial safety insights cultivated over almost four decades of Clery Center's close work with colleges and universities. The goal is to provide students and families with a framework for thinking about safety on college campuses and a foundation for building their knowledge.

In *Staying Safe on Campus*, families will learn about:

- How to stay engaged and informed while their child is on campus
- Common concerns on campuses like sexual assault, hazing, and property crimes
- Where to find crime statistics for specific campuses
- Different laws that affect campus safety, like the Clery Act and Title IX
- Safety tips for students
- Questions to ask administrators
- Where a student can seek support if they need help on campus

[GET THE GUIDE](#)

If you have any questions or need further assistance, you can reach out to Clery Center at [info@clerycenter.org](mailto:info@clerycenter.org).

[Clery Center](#) Membership Program 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, [clery@clerycenter.org](mailto:clery@clerycenter.org) or 484-584-4217**

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## **Keep Your Board a Step Ahead**

***~Diligent/BoardEffect***

The [Diligent Cyber-Security Certification](#) is an excellent way for board members, leadership, and staff to gain knowledge about cyber security risks as well as the processes an organization should take to best protect itself.

The certification course contains excellent videos from some of the most experienced cyber security experts in the country and provides current information in an accessible and easy to use format with the goal of being able to make sense of cyber-security. The course is specifically designed for board members who are not usually experts in cyber-security but want to understand more about it to effectively carry out their responsibilities as board members and support the organization they

serve.

Diligent recommends these courses to any board member, leadership team member, and staff member wishing to have a quick and easy way to gain more knowledge and be more informed about their role regarding cyber-security.

[BoardEffect](#), a Diligent brand, is the endorsed program provider of a board management solution specifically designed to assist higher education boards enable quicker preparation, better collaboration, easy review of board materials, and much more through a secure and user-friendly interface.

With over 15 years in the boardroom business, BoardEffect is the industry leader with 3,500+ customers, 300,000+ platform users and a 96% retention rate. 30% of BoardEffect's clients fall in the education industry – ranging from small private colleges to large research institutions. BoardEffect users report improved engagement, better document management, streamlined process

**Contact: Rita Auritt, [rauritt@boardeffect.com](mailto:rauritt@boardeffect.com) or 610-291-7081**

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## **Saint Joseph's University Awarded Energy to Education Grant**

*~Constellation*

As part of Constellation's commitment to education, [E2 Energy to Educate](#) grant awards support projects that are team oriented, hands-on projects with specific results. E2 Energy to Educate projects enhance student understanding of the science and technology needed to address energy issues and reach and inspire students to think differently about energy.

### **2023 E2 Energy to Educate – Highlights**

- 24 projects awarded more than \$500,000 across 12 states, reaching nearly 25,000 student nationwide
- Projects include a hydrogen fuel cell training program, nuclear energy learning kits, wind and solar energy design build competitions, STEM learning innovation centers, and programs focused on preparing youth for careers in STEM and clean carbon free energy.

**2023 E2 Energy to Educate Winner - Physics Wonders Girls Program  
Saint Joseph's University**

This program has expanded to become a comprehensive equity-focused initiative encompassing K-12 and university audiences. It includes a summer camp for middle and high school girls of diverse backgrounds who are mentored by Saint Joseph's University (SJU) undergraduate students. Building on our successes, this year we have grown to have three principal target audiences. The first audience, middle-school participants, will comprise 2 camp cohorts totaling 30 students recruited from the Greater Philadelphia region based on grades, science teacher recommendations and an essay.

The second audience is [high-school camp](#) graduates who will be mentored directly by the PI and other SJU STEM faculty to work together with undergraduate students on STEM-themed research projects throughout the year. They will receive science leadership opportunities such as mentoring camp's middle-school students, presenting research at local and regional STEM fairs and conferences, STEM career seminars at SJU, and free professional student membership in the National Society of Physics Students.

The third audience, SJU undergraduates trained in fundamentals and applications of renewable energies, will serve as campers' mentors and will continue renewable energy research in the fall. Additionally, camp alumnae from other colleges have returned to the camp as speakers.

[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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## **BIT/TAT Training Opportunities**

*~D. Stafford & Associates*

The classes below are being offered by D.Stafford & Associates (DSA) to AICUP member schools at a **discounted rate**.

### **BIT/TAT Chair Training**

**March 19, 2024**

**10:30 AM - 4:30 PM**

[More Info & Registration](#)

**Swarthmore College**

**Swarthmore, PA**

This one-day course is designed specifically for people who serve as the CHAIR or LEADER of Behavioral Intervention Teams (BIT)/Threat Assessment Teams (TAT) with a focus on creating and assessing the infrastructure of teams from A to Z including mission/goals, operating procedures, team membership, team training, community outreach, managing senior level expectations, resources, ethics, and conducting after action reviews.

**BIT/TAT Training**

**March 20-21, 2024**

**9:00 AM - 4:30 PM**

[More Info & Registration](#)

**Swarthmore College**

**Swarthmore, PA**

This course is designed for those who are new to a BIT or TAT team, as well as seasoned professionals. Beneficial for staff in student conduct, dean of students' offices, residential life, counseling, and police/public safety. The class will focus on understanding violence and threats including threats to self and others; threat assessment strategies; legal issues in threat assessment; team dynamics; documentation; the threat assessment process, identifying and working with at-risk students (food insecurity, housing insecurity, etc.) and the impact on those who do this work. Each day will involve application of case studies and dissecting lessons learned.

- ***You can find out more information at the provided links above for registration and lodging.***
- ***To receive the AICUP discount, when you are completing the registration form, it will ask if you are a member of AICUP. Select AICUP.***

[D.Stafford & Associates](#) DSA is a longtime AICUP endorsed program provider and offers a series of intensive training classes for Title IX Coordinators and for investigators who are responsible for conducting and overseeing Title IX compliance and sexual misconduct investigations on campus. The most recent training was last November at the AICUP Campus Leaders Forum. All 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**



## **Modernizing a Mission-Driven University** *~First American Education Finance*

Listen to this quick 3-minuter video speaking about some of the enrollment challenges Regis University, a private Jesuit university in Denver, Colorado, has faced and how they have leveraged a programmatic financing approach to addressing technology and deferred maintenance needs as part of their long-term enrollment plan. Along with the video, there is additional information on this case study.

[More Info & Watch Video](#)

FAEF is confident it can continue to be a valuable resource to AICUP members in 2024 as you begin preparing capital budgets and liquidity profiles for FY25.

[First American Education Finance](#) is a financial services company dedicated exclusively to education. For more than 25 years, First American has provided more than 800 schools with project financing and equipment leasing services to achieve their vision and deliver the best education possible to their students. Backed by the strength and stability of the Royal Bank of Canada, it helps schools develop funding solutions for complex facilities projects and campus-wide technology initiatives.

**Contact: Matt Rankin, [matthew.rankin@faef.com](mailto:matthew.rankin@faef.com) or 585-643-3459**



## **Innovation at Scale: How A University** **Enhanced Operations Using Kuali** *~Kuali*

**Wednesday, February 28th**

**1:30 PM**

[Register](#)

Join Kuali for this webinar featuring the team from the University of Alabama in Huntsville, who radically streamlined campus operations using Kuali Build for

digital transformation:

### **Presenters:**

- Dr. Rhonda Kay Gaede - Associate Provost for Undergraduate Education
- Rui Guo - Director of Research Information Systems
- Scott Sandlin - Electronic Research Administration (eRA) Specialist and Data Engineer

### **Why Attend?**

- **Discover Versatile Applications:** Learn how the team at UAH deployed more than 100 apps with Kualu Build to make processes more efficient and transparent across campus.
- **Hear Success Stories:** Gain insights from UAH's journey with Kualu Build, including adoption stories from departments that are now reaping the benefits of streamlined workflows and enhanced collaboration.
- **Adaptability and Innovation:** Discover how Kualu Build's flexible platform adapts to various departmental needs, empowering your campus with customizable tools to streamline operations, improve workflow efficiency, and foster a culture of innovation.
- **Get Inspired:** Hear how Kualu Build's user-friendly interface encourages creativity and innovation, allowing departments to tailor solutions to their unique needs.
- **Engage with Experts:** Our panel of university administrators and Kualu experts will share their experiences, tips, and best practices for leveraging Kualu Build to its fullest potential.

### **Who Should Attend?**

This webinar is a must-attend for IT Professionals, Administrative Leaders, Research Administrators, Finance Officers, HR Directors, Facilities Managers, Academic Affairs Administrators, Technology Adoption Specialists, and Compliance Officers looking to elevate their institution's operational efficiency and workflow management.

Secure your spot today and learn how Kualu Build can empower your department to achieve more with less, fostering a culture of innovation and efficiency across your campus. Kualu 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.

[Kualu](#) is an AICUP Endorsed Program that is an all-Hazards customized solution for business and academic continuity planning with intuitive reporting, role structures and critical functions. Kualu 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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## How JourneyEd Works for Your Campus ~JourneyEd

**AVID Free Headphone Sample:** Get a FREE Headphone sample of any of our most popular and durable for classroom learning and testing.

[Go Here](#)

### Get Chromebooks with Essential Products & Services for Schools

[Learn More](#)

**Want to 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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## PAICU MEP

### Now is the Perfect Time to Rethink Your 403b Plan

With all the changes taking place right now, you have a window of opportunity to take a look at your 403(b) retirement plan and evaluate how you might be able to do things differently.

- **A different kind of 403(b) plan:** As part of the Pennsylvania Association of Independent Colleges and Universities (PAICU) Multiple Employer Plan (MEP), you'll join together with other schools to take advantage of greater services, yet still have the flexibility to design the features that work best for your organization.

- **Get more for less:** The PAICU MEP makes it more cost effective to offer a retirement plan with collective buying power.
- **Reduce work and minimize responsibilities:** The PAICU MEP also helps reduce the work that comes with sponsoring a retirement plan by turning these responsibilities over to a team of fiduciary professionals.
- **Be part of something bigger and better.**

Learn how the PAICU MEP can benefit your school. Improve retirement plan services and support:

- Outsource work and complex responsibilities
- Minimize risk & liability
- Access professional investment management
- Offer participant education, retirement guidance & advice
- Take advantage of cost savings

**For additional information, please contact us.**

- Tim Alexander, AICUP at [tim.alexander@aicup.org](mailto:tim.alexander@aicup.org)
- Mark Hogan, [Pentegra](#) at [mark.hogan@pentegra.com](mailto:mark.hogan@pentegra.com)
- Jeff Musell, [TIAA](#) at [JMusell@tiaa.org](mailto:JMusell@tiaa.org)

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## **PAICU MEP Zoom Meetings on Tuesdays**

The leverage of the PAICU MEP is building in Pennsylvania and it is driving plan expenses downward. The employees in this plan are the immediate and direct beneficiaries as are the campuses that choose to join. Learn more about this program during one of Tim Alexander's regular Tuesday Zoom meetings at 2:30 PM each week. So please take another close look at this program, which is run by AICUP members for AICUP members.

### **Zoom Meeting Every Week -- PAICU MEP Multiple Employer Retirement Plan**

Learn More at AICUP Member Zoom-Ins

Tuesdays, 2:30 to 3:30 PM

[Join Here](#)



## ***Academic Impressions***

### ***Prepare Students to Have (and Lose) the Jobs of Tomorrow***

While many in the public focus on post-secondary education as a pathway to **a job**, a student today will have **many jobs across many different industries** in the future. Likewise, rapid technological change means that the jobs of the future may be radically different than the jobs of today. So, the future of work will be focused on being able to adapt to a changing environment as well as job training.

As Heather McGowan argues [in this article](#), while the higher education industry focuses on prepping students for their first job, it is also critical to prepare students to be able to reinvent themselves for the jobs they don't see on the horizon. How can institutions do this? One way to do this is by cultivating an **agile mindset**.

McGowan describes this as a mindset that leverages:

- Empathy,
- Divergent thinking,
- An entrepreneurial outlook,
- And social and emotional intelligence.

These skills are critical not just to adapt from one industry to the next but also to cope with and learn from failure. Many students today have been forged in a high-achievement, high-stress environment. When a person has little experience with failure, they often go out of their way to avoid it, missing opportunities for growth in the process.

And when that failure finally arrives, they may be unable to handle it well. Being able to navigate the grief associated with failure and reinvent oneself in the aftermath will be essential in an environment that requires adaptability.

[Learn more](#) about the future of work, the agile mindset, and how we can prepare students to take (and lose) the jobs of tomorrow.

[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](mailto:steve@academicimpressions.com) or 720-988-1266**

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## **Apogee**

### ***One University's Decision to Outsource Its Residential Wi-Fi***

**Monday, March 4th**

**2:00 PM**

[Register](#)

As part of the EDUCAUSE Industry Insights webinar series, this presentation will feature Oklahoma State U's Jay Lively, Dr. Leon McClinton, Jr., and David Hinson from Apogee, diving into OSU's experience partnering with Apogee to meet the increasing needs of today's students with fast, reliable ResNet. The discussion will cover the challenges OSU faced during its journey to outsourcing, the resulting improvements in the student and staff experience, and how the Apogee partnership is enabling campus leaders to focus on innovation and strategic projects.

[Apogee](#): is a leading provider of managed technology services that enable colleges and universities to innovate to enrich the campus experience and foster student vitality. Uniquely positioned to serve higher education, Apogee supports a community of more than one million students and administrators at over 350 colleges and universities nationwide. The company's comprehensive portfolio includes 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](mailto:bkohli@apogee.us) or 570-905-3505**

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## **Aspect Consulting**

### ***Open Educational Resources (OER): Transforming Higher Education***

Open Educational Resources (OER) are revolutionizing higher education, providing a cost-effective and inclusive alternative to traditional learning materials. This article explores the significance of OER in reshaping education, emphasizing its impact on students, educators, and the future of learning.

**Affordability and Accessibility:** OER addresses a pressing issue in higher education – the soaring cost of textbooks. By offering freely accessible and openly

licensed educational materials, OER eliminates financial barriers, making learning resources available to all. This affordability not only eases the financial burden on students but also promotes accessibility, allowing learners from diverse backgrounds to access quality education from anywhere in the world.

**Empowering Educators:** Beyond cost savings, OER empowers educators to customize and adapt learning materials to meet the specific needs of their courses. The open licenses encourage collaboration and knowledge sharing among educators globally. This flexibility not only keeps course content current and relevant but also fosters a culture of innovation in teaching methods.

**Inclusivity in Learning:** OER's adaptability extends to diverse learning styles, languages, and cultural contexts. This inclusivity enriches the educational experience for students with varied backgrounds, promoting a global perspective in higher education. As a result, OER contributes to the development of a more dynamic and culturally responsive learning environment.

**Challenges and Future Outlook:** While OER presents numerous benefits, challenges such as quality control and sustainable funding models persist. However, collaborative efforts are underway to address these issues, and the continued integration of OER into mainstream education is anticipated.

Open Educational Resources are transforming higher education by making learning materials affordable, accessible, and adaptable. As we embrace the digital era, OER stands as a beacon for a more inclusive, cost-effective, and innovative future in higher education. The ongoing collaboration between educational stakeholders will play a crucial role in shaping the continued success of OER.

[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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***FORVIS***

***Higher Ed FORsights:***

*ED Announces Various Reliefs in Response to Problematic FAFSA Rollout*

On February 13, 2024, the U.S. Department of Education (ED) announced various

reliefs to aid colleges and universities in response to the problematic FAFSA simplification rollout. [Read on](#) for a look at significant items affecting higher education institutions.

[Read Now](#)

[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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***Steptoe & Johnson***

### ***Student Athletes Score Big for Union Rights***

Higher education has seen a marked increase in labor and union activities on public and private campuses, even reaching historic levels in the past couple of years with campus strikes and organizing by student workers. Another emerging issue for private colleges has been whether student-athletes can be considered “employees” entitled to certain legal protections under the National Labor Relations Act (NLRA).

Recently, the National Labor Relations Board’s (NLRB) Region 01 Director Laura Sacks answered this question affirmatively under the NLRA, permitting the players on Dartmouth College’s basketball team to organize and paving the way for the first labor union for National Collegiate Athletic Association (NCAA) athletes.

[Read More](#)

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

**Contact: Marcia DePaula, [marcia.depaula@steptoe-johnson.com](mailto:marcia.depaula@steptoe-johnson.com) or 724-749-3122**

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## ***Workday Higher Ed***

### ***Navigating Cloud Complexity: 5 ERP Priorities for CIOs***

Embrace innovation and drive business growth with the right cloud ERP platform. Prioritize these 5 key aspects for a competitive edge.

While the benefits of migrating to the cloud are evident, not all cloud architectures are created equal. CIOs should carefully consider their choice of a cloud ERP platform to ensure it aligns closely with business needs, organizational structures, and growth aspirations. Cloud-based systems should be able to move beyond their basic benefits and contribute to broader business and technology objectives.

[Read More](#)

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

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

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## **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.

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