



THE AICUP SPOTLIGHT

Monthly Newsletter

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March 2024 - Volume 14, Issue 3

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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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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 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.

[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, levy@clerycenter.org or 484-584-4217



Reducing Chem Lab Accidents

~Cintas via Omnia Partners

At the University of Nebraska-Lincoln (UNL) is dedicated to establishing a culture of safety. Personal protective equipment (PPE) included gloves and goggles for all students. Lab coats were only available for juniors, seniors and graduate students, and some sophomore students in organic chemistry. This meant that only 7% of sophomore students had access to lab coats.

Through the Cintas program, via Omnia Partners, UNL increased lab coat compliance in sophomore lab classes from 7% to 100%. Below is a white paper with more information.

[Read More](#)

Cintas offers a variety of programs through the AICUP Endorsed Program Provider, Omnia Partners.

[Cintas:](#) The industry leader in supplying uniform programs, providing entrance and logo mats, restroom supplies, first aid, safety, fire protection products and services, and industrial carpet and tile cleaning.

Contact: Tom Best, BestT@Cintas.com or 570-687-7766

[OMNIA Partners:](#) OMNIA Partners is the largest and most trusted cooperative purchasing organization for public sector and education procurement.

Contact: Michael Schwalm, Michael.Schwalm@omniapartners.com or 615-236-9080



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.

[Watch Short High Level Presentation](#)

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 the 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 Healthiest You:

- 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.

Info with AICUP Member Schools

Outcomes:

- AICUP Member Participants: 20
- Total Annual Premium for 2022: \$7,061,043
- Total Savings for 2022: \$1,933,916
- Average Program Volume per College: \$353,052
- Average Program Savings per College: \$96,695

Unique Program Features:

- Program provides more comprehensive coverage and benefits than a member institution can purchase on their own.
- Provides for preferred pricing based on the AICUP affiliation and our consortium pricing model.
- Provides a full suite of complementary support services and tools including a dedicated Account Manager to service the member and it's students.

UnitedHealthcare StudentResources: Provides year-round coverage to college students, and their dependents, at over 450 colleges and universities offering a diverse mix of domestic, international, graduate and undergraduate students.

Contact: John Maxwell, jmaxwell@uhcsr.com 215-902-9930 or Debbie Delli Santi, ddellisanti@uhcsr.com 727-563-3415

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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 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
- Mark Hogan, [Pentegra](#) at mark.hogan@pentegra.com

- Jeff Musell, [TIAA](mailto:JMusell@tiaa.org) at 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](#)



Barley Snyder

Title IX Training: New Regulations & Updates

Friday, May 10th

12:00 - 5:00 PM

Eden Resort & Suites

Lancaster

\$99

[Register](#)

Focus: In response to the evolving landscape of Title IX regulations, institutions are presented with newfound flexibility in designing procedures for addressing allegations of sexual harassment within their programs and activities. This training is designed to provide a fresh perspective on this flexibility, empowering institutions to create procedures that are not only compliant but tailored to their unique needs.

Join us for two dynamic sessions that delve into key concepts, ensuring participants are well-versed in the latest Department of Education guidance. These sessions satisfy the requirements for training under Title IX and the Violence Against Women Act.

Who should attend: Title IX Coordinators, Campus Administrators, Conduct Officers, Legal Counsel, Investigators and anyone involved in the institutional response to sexual harassment.

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

Contact: *David J. Freedman*, dfreedman@barley.com or 717-399-1578

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CliftonLarsonAllen

When DEI and Belonging Are Tested by Conflict
Key Insights

- Modern emphasis on DEIB, along with evolving generational expectations, can make it challenging to filter out sensitive topics from workplace conversations.
- Although HR can provide guidance and training, they can't always protect every supervisor or employee from conflicts arising from personal views.
- Establish principles or guidelines for conversations, such as acknowledging the significance and emotion of topics and respecting requests to discontinue dialogue.
- Organizations can offer resources like employee assistance programs and tools for self-care to further support employees' well-being.

[Read More](#)

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

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How AICUP Efficiency Programs Help Member Colleges

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

The [Business Efficiency Program Manual](#) outlines: 1) the range of business efficiency and research programs that AICUP sponsors for members; 2) institutional participation rates; and 3) the estimated cost-savings per institution from those programs. It is important to measure these programs over time as part of the normal performance measurement of our AICUP work. Our findings are as follows:

- In 2022, AICUP offered **forty (40) different cost savings programs**—of which, 30 are vendor driven and the remaining 10 are driven by AICUP staff activities.
- Thirty-seven (37) of these programs leveraged volume and lowered costs in a way that could be documented—resulting in **\$29.6 million of calculable savings** in 2022.
- Eighteen (18) of these **programs provided service to 35 or more AICUP members** and only five (5) programs had participation of less than 10 AICUP members. All AICUP Members and Associate Members participated in at least one of these 40 programs.
- \$29.6 million of calculable 2022 savings equates to an **average savings of \$325,688 per AICUP member or roughly 24 times the average 2022 membership dues (\$13,391)**.
- Six (6) of these programs each provided annual 2022 savings that **exceeded the total 2022 AICUP membership dues of \$1,218,536**. These include: Aggregate Group Purchasing, Campus Commerce Solutions, Purchasing Card Programs, Software Licensing (all software), Student Health Insurance and the Monthly Presidents' Updates. Many of these business efficiency programs also offer member schools the ability to collaborate with each other, and without AICUP's coordination role, these opportunities could not be developed to the necessary critical mass on a regional or state-wide level.

It is, of course, not possible to quantify savings on all programs or activities, but the business efficiency team once again this year did its best in those areas conducive to

quantitative dollar-based savings measurement. Not all colleges experience the same level of savings; however, the aggregate and average savings figures reflect staff's conservative assumptions.

Stated another way, we have tried to not overstate the value of any one program. By doing this, we risk understating elements of value or savings that are not obvious to us.

Contact: Tim Alexander at tim.alexander@aicup.org

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**AICUP
Business Efficiency
Programs**

www.aicup.org/Collaboration/BEP

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AICUP Leadership:

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