



THE AICUP SPOTLIGHT

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Latest from AICUP

Time to Raise \$\$ for Scholarships! Join AICUP on June 4th at Heritage Hills in York for the [AICUP Good Citizens Scholarship Golf Outing](#). For sponsor info go [here](#). If you are from a member school and would like to join a sponsored foursome, contact [Kelly Carli](#).

Save the Date! [AICUP Campus Leaders Forum](#) is November 6-7, 2024 at the Penn Harris near Harrisburg. More info available in August.

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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Successful Decarbonization Takes 6 Steps: Are You Missing One? ~Constellation

Earlier this month, AICUP hosted a Lunch & Learn on successful decarbonization. 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.

This presentation broke down everything from measuring, to managing, to reducing and reporting on Emission progress. The below links show Constellation's

framework for meeting businesses where they are in their sustainability journey and how and when to take the next step!

[Recording](#)

[Slide Deck](#)

[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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US Department of Ed Releases Final Rule Under Title IX

~D. Stafford & Associates

The U.S. Department of Education released its Final Rule under Title IX of the Education Amendments of 1972, which prohibits discrimination on the basis of sex in education programs or activities receiving federal financial assistance.

The Final Rule will be effective on **August 1, 2024**, and apply to complaints of sex discrimination regarding alleged conduct that occurs on or after that date.

Informational Links:

- [U.S. Department of Education's Official Press Release](#)
- [U.S. Department of Education's 2024 Title IX Final Rule to be Published April 29, 2024](#)
- [FACT SHEET: U.S. Department of Education's 2024 Title IX Final Rule Overview](#)

FREE WEBINAR in Partnership with CUPA-HR

The 2024 Title IX Regulations: What You Need to Know

Tuesday, April 30, 2024

1:00 pm – 2:30 PM

[Register Here](#)

The National Association of Clery Compliance Officers and Professionals (NACCOP) has partnered with D. Stafford & Associates and CUPA-HR to offer a free webinar in which the Title IX experts from NACCOP and D. Stafford & Associates dig in to discuss the letter and the spirit of the new 2024 Title IX regulations.

Special attention will be provided to areas that have considerable impact to institutional policies and procedures, as well as practical implications. Considering the implications to 504 and ADA with the anticipated pregnancy requirements, persons who have responsibility for disability services should also attend.

If you have responsibility on campus for ensuring your policies and procedures are amended in light of the new regulations, please join us for a final review into the changes and the practical application impacts to your work.

[D.Stafford & Associates](#) (DSA) is the AICUP endorsed program provider of Title IX training. DSA 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.

Contact: Dolores Stafford, dolores@dstaffordandassociates.com or 302-344-5809

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How JourneyEd Works for Your Campus

~*JourneyEd*

Preparing the Next Generation with In-Demand Skills: As students develop in-demand digital skills with these tools, they also learn how to express their ideas in more visually compelling ways. So they can make the world take notice.

[Get a Quote](#)

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 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](#)

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Paymerang

The True Cost of Paper Checks

Digital B2B payments are growing in popularity, yet most Accounts Payable (AP) departments still use paper checks for Business payments. This payment method is inefficient, highly susceptible to fraud, and expensive. The hidden costs and fees associated with paper checks can negatively impact your cash flow and profitability, making it impossible to improve your bottom line. AP Automation can

help.

[More Info](#)

[Paymeranq](#): Our A/P payment automation frees higher education from repetitive manual tasks, reduces fraud, and eliminates compliance risks.

Contact: Tom Smith, tcsmith@paymeranq.com or 804-395-6193

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Academic Impressions

Unlocking Potential: The Transformative Power of Coaching for Executive Leadership

In the ever-evolving landscape of higher education, effective leadership is paramount. Yet, navigating the complexities of academic institutions can be a daunting task. **Enter coaching—a powerful tool that offers invaluable support for aspiring and established leaders alike.** Drawing from Academic Impressions' comprehensive product and professional development survey data, it's clear that coaching holds immense potential to propel leaders forward in their careers.

Among the standout findings from the survey is that while only 19% of respondents had utilized leadership coaching, a significant one-third of those who hadn't considered it were open to the idea. This underscores a growing recognition of the benefits coaching can offer. Moreover, an overwhelming 62% of respondents expressed their likelihood to support leadership coaching for members of their unit, indicating a strong endorsement of its efficacy.

What exactly makes coaching so impactful for executive leadership in higher education? Firstly, it provides leaders with a tailored approach to personal and professional development. By working closely with experienced coaches who understand the nuances of the industry, leaders can gain clarity in their career trajectory, enhance self-awareness, and refine essential skills needed for success.

Additionally, executive coaching is vital during transitions such as new roles or promotions, facilitating strategy execution. It cultivates a culture of ongoing learning and development within academic settings, enhancing leaders'

effectiveness and subsequently elevating their teams and institutions.

Executive leadership coaching in higher education isn't just about individual development—it's about unlocking the full potential of leaders and the institutions they serve. With the backing of robust survey data and a proven track record, Academic Impressions' executive coaching stands as a catalyst for transformation in the ever-evolving landscape of higher education leadership.

[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

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Aspect Consulting

Cultivating Leaders in Higher Education: The Essence of Leadership Development

In the rapidly evolving landscape of higher education, leadership development has emerged as a pivotal aspect in preparing individuals for the challenges of the future. This article explores the crucial role of leadership development programs and how they contribute to the success of both individuals and the broader academic community.

Importance of Leadership Development: In the face of technological advancements and changing societal expectations, traditional leadership models in higher education fall short. Leadership development programs become essential for cultivating a diverse skill set, emphasizing adaptability, innovation, and a nuanced understanding of the socio-cultural context.

Fostering Innovation: These programs encourage innovative thinking, fostering a culture of experimentation and creative problem-solving. Leaders equipped with these skills navigate challenges and contribute to the ongoing evolution of education.

Enhancing Collaboration: Leadership development initiatives prioritize interpersonal skills, teamwork, and communication. This emphasis creates a cohesive and supportive academic community, essential for addressing complex issues collectively.

Adapting to Technological Advancements: With technology integration becoming integral to education, leaders need to be tech-savvy. Leadership development equips individuals with the knowledge to navigate the digital landscape, ensuring institutions remain innovative.

Addressing Global Challenges: Leadership development provides a global perspective, preparing leaders to navigate international collaborations, multicultural contexts, and the global impact of educational institutions.

Strategic Planning and Decision-Making: Leadership in higher education involves strategic planning and decision-making. Leadership development programs instill the skills needed to analyze situations, make informed decisions, and implement strategies aligned with institutional goals.

Investing in leadership development is not just a personal endeavor; it is an investment in the future of education. By fostering innovation, promoting collaboration, embracing diversity, and addressing global challenges, these programs shape leaders who guide educational institutions toward a transformative and impactful future. Cultivating leaders in higher education ensures a dynamic and promising learning environment, preparing students for success in an ever-changing world.

[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

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Jenzabar

How Are Peer Institutions Attracting Students to Their Campuses?

As institutions like yours look for new ways to drive tuition-based revenue, they're blending traditional approaches with more modern methods. What specific tactics are they using?

In The Chronicle of Higher Education's roundtable report, Investments to Increase Enrollment, experts across higher education discuss the tactics they're using to tackle the enrollment crisis head on.

[Download this report and discover:](#)

- Where are college leaders focusing their investments to cover short-term enrollment gaps?
- How are institutions balancing tight budgets with the need to offer financial aid?
- Has collaboration across different campus departments improved in today's learning environments?
- How will the lessons learned over the course of the pandemic shape enrollment for years to come?

[Jenzabar Inc:](#) Unlock the next wave of higher education software with Jenzabar One, a flexible, unified-cloud ready platform, exclusive to higher education.

Contact: Nicole Stewart, Nicole.Stewart@jenzabar.com or 908-216-0453

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RLPS Architects & RLPS Interiors

Adaptive Reuse in Higher Education: Reimagining Campus Spaces

Adaptive reuse in architecture—the practice of using an existing building for another purpose—is gaining momentum across the country. The practice is occurring across all sectors, including higher education campuses. By reusing buildings on their campuses or re-purposing a building in their local community, educational institutions can reap economic, social and environmental benefits.

To learn about how your institution can benefit from an adaptive reuse project, [click here.](#)

[RLPS Architects/RLPS Interiors](#): With more than five decades of experience in the design of educational buildings, RLPS Architects and RLPS Interiors focus on viable solutions to help you attract students, engage faculty and foster long-term campus growth.

Contact: Sarah Bennett, sbennett@rlps.com or 717-560-9501

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Sallie Mae

The Sallie Mae Fund offers scholarships for graduate students & high school seniors.

Apply Now!

The Sallie Mae Fund and Thurgood Marshall College Fund (TMCF) are proud to offer financial assistance through two scholarship programs.

Apply now through May 17, 11:59 p.m. ET:

High school seniors who are US citizens or permanent residents and plan to enroll in an accredited post-secondary institution or continuous education program during the 2024-2025 academic year. Applicants must demonstrate leadership skills and good moral character and submit a short video sharing a personal story of success or overcoming a challenge.

[Bridging the Dream Scholarships for HS Seniors | Sallie Mae Fund](#)

Graduate students who are U.S. citizens or permanent residents and enrolled in an accredited graduate-level program at least half-time are invited to submit a short video describing how they plan to leverage their degree to help advance social justice within their community.

[Bridging the Dream Scholarship from The Sallie Mae Fund and Thurgood Marshall College Fund](#)

No purchase necessary. Void where prohibited. Ends May 17, 2024. [See Official Rules.](#)

[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

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Workday Higher Ed

What Is Artificial Intelligence? Why AI Matters

Conversations around artificial intelligence are happening everywhere, but how is this technology relevant to the world of work? Break through the jargon and learn about the business benefits of AI.

Few terms are as widely discussed and poorly understood as artificial intelligence (AI). Over the last 60 years, AI has been subject to speculation—whether from market analysts or science-fiction authors. Now that the AI market has reached maturity, AI is continuously changing how we work with each other. For business leaders, knowing what AI is and how it elevates human performance is essential.

[Read More](#)

[Workday Higher Education](#) has partnered with 400+ 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

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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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