



THE AICUP SPOTLIGHT

Monthly Newsletter

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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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Challenges & Opportunities in the Energy Sector

~Constellation

Across the U.S., advancing technology such as electric vehicles and artificial intelligence has created an increased demand for electricity. How will the U.S. government respond to these and other emerging energy issues, especially in an election year?

Recently, Constellation hosted a webcast with Neil Chatterjee, former chairman and commissioner of the Federal Energy Regulatory Commission (FERC), to get his thoughts about these issues and more. With insights from knowledgeable leaders, you can make more informed decisions for your business as you take steps toward a clean energy future.

[Read More](#)

[View Quick Glimpse into Latest Energy Headlines for week of May 20th](#)

[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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Title IX Regulations: Policy Implications & Practical Application

~D. Stafford & Associates

Monday, June 24th

9:00 AM - 1:00 PM

Virtual Class

[Register](#)

Space Limited, Register Soon

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.

AICUP has contracted DSA to conduct a 4-hour virtual class to guide practitioners through the new regulations and help them understand the institutional and operational impacts. ***AICUP is covering the cost of this class for those from any AICUP member school.***

DSA's Title IX team has trained over 10,000 Title IX Coordinators and Investigators across the country and is well-known for delving into the practical application of Title IX. The DSA team, comprised of seasoned practitioners, will analyze the changes, and will be poised to help attendees understand the implications to their existing Title IX Sexual Misconduct Policies and how to practically apply the 2024 regulations through both a Title IX and Clery/VAWA lens.

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](#)

[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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Webinar: Software Licensing Overview *~JourneyEd*

Tuesday, June 11th

10:00 AM

[Register](#)

JourneyEd will be presenting a comprehensive overview of the AICUP Endorsed Software Licensing Programs.

Adobe

- Explanation of current programs
- New Student licensing construct
- Adobe Express for Higher Education (Please invite all Academic Technology personal)

Adobe Express is revolutionizing how all students demonstrate digital fluency and communicate visually. With the all-in-one Adobe Express, every student can share their ideas, visually communicate, and demonstrate understanding and mastery of academic content by creating images, videos, documents, presentations, or web pages. And with built-in Adobe Firefly Generative AI technology, students can generate unique images and text effects from just a description. In addition, with the new Acrobat AI Assistant, faculty, staff, and students can accelerate productivity with generative AI for PDFs by allowing individuals to interact with content and information.

With Adobe Express and Generative AI creativity tools plus Acrobat AI assist, your institution will remain relevant, innovative, and aligned with the needs of all faculty, staff, students, and future employers. In this 30-minute conversation with Adobe, we'll delve into practical applications, tips, and tricks that will empower everyone on your campus to successfully create dynamic and engaging content. And we will discuss how you can license this for your institution.

VMware Program Changes

- Now serviced by two different vendors
 - Broadcom - Vsphere and various desktop products
 - Omnisia - offers End User computing product known as Horizon
- Timeline and process for renewals.
- Q&A

Microsoft Enrollment for Education Solutions

- Start of new three-year extension
- M365 A3 vs A5, should I migrate? (More about A5 Security Bundle)
- High level Azure overview
- CoPilot Overview
- Q&A

Presenters:

- Tim Lilly- President

- Jason Watson- Senior Account Manager
- Laurie Strauss- National Sales Manager, Adobe System Inc.

[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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Weaving Continuity into Regular Business

Practices: *Point Park Case Study*

~Kuali

After an institution-wide audit before the pandemic, Point Park University's CIO realized the school needed a business continuity plan to accompany the existing disaster recovery and emergency response plan. Subsequent leadership meetings confirmed analysis. He researched for a continuity solution to complement a higher education business framework and Point Park's small size.

[Read More](#)

[Kuali Ready](#) is cloud-based, IT-approved and easy-to-use software designed to reduce business and instructional risk during adverse events that happen everyday on campuses. Kuali Ready is an All-Hazards customized solution for business and academic continuity planning with intuitive reporting, role structures and critical functions. Kuali Ready provides higher ed-specific resources and a community of higher ed peers to help you create a culture of resilience. AICUP and Kuali entered a two-year program in 2018, funded with a \$30,000 grant from the Council of Independent Colleges (CIC) and matched by \$50,000 in AICUP corporate sponsor funds, plus another \$2,500 from participating colleges.

Contact: Eric Self, eric.self@kual.co or 559-803-7218

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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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Academic Impressions

The Impact of Ineffective Leadership in Higher Education

Issues like the demographic cliff can dominate discussions of higher education's challenges. However, [in his new article](#), Amit Mrig posits that ineffective leadership can be equally, if not more, detrimental to an institution.

What can ineffective leadership look like on a campus? Mrig offers these examples:

1. **Decision making is focused on making people happy, rather than acceptance of the outcome.** A leader's job is not to ensure everyone loves a decision. Their job is to ensure that the process is fair, inclusive, and transparent and that follow through on the decision occurs.
2. **They ignore the 20-60-20 rule.** In any team, 20% of members will be open to change, 20% will resist change, and 60% will exist between those two poles. While offering support to those eager to work, ineffective leaders will spend time trying to get the resistant 20% on board.
3. **They think they have to have all the answers.** Leaders, particularly those in the highest positions, may pressure themselves to "have all the answers," spreading themselves too thin and cutting themselves off from the

group's collective wisdom.

4. **They don't use their meeting time well.** Meetings are often perceived as a "waste of time" instead of where collaboration and meaningful discussion can flourish.
5. **They focus on the symptoms, not the underlying problems.** Leaders can become stuck in a reactive mode where they find themselves putting out fires instead of taking the time to understand why the issues arise, leading to a cycle where problems continue to recur.

You can dig deeper into this topic in the article, [The One Issue That's Bigger than the Demographic Cliff](#). To learn more about how Academic Impressions can assist you with leadership development, contact the author, [Amit Mrig](#).

[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

Navigating Tomorrow: The Rise of Robotics on Campuses

In recent years, there has been a noticeable surge in the integration of robotics in Higher Education campuses, revolutionizing the way students learn and interact within academic environments. From autonomous delivery bots ferrying packages across sprawling campuses to AI-powered tutors assisting students in their academic pursuits, the presence of robotics is reshaping the landscape of higher education.

One of the more visible and fun manifestations of this trend is the adoption of autonomous delivery robots. These robots navigate through campus pathways with ease, efficiently delivering parcels, mail, and even food orders to various locations. By delegating mundane delivery tasks to robots, universities can streamline logistics

operations, freeing up human resources for more intellectually stimulating endeavors.

Moreover, robotics is transforming the traditional classroom experience. AI-powered tutoring systems are becoming increasingly prevalent, providing personalized assistance to students in their studies. These virtual tutors can adapt to individual learning styles, offering tailored explanations and exercises to enhance comprehension and retention. This personalized approach not only supplements traditional teaching methods but also empowers students to take control of their learning journey.

Beyond academic support, robotics is enhancing campus safety and security. Surveillance drones equipped with advanced sensors and cameras patrol campus grounds, providing real-time monitoring and response capabilities. Additionally, robotic security guards equipped with facial recognition technology can identify and deter potential threats, bolstering campus safety measures.

Robotics is fostering innovation and interdisciplinary collaboration on campuses. Robotics clubs and research labs provide students with opportunities to design, build, and program robots, fostering creativity and problem-solving skills. Interdisciplinary projects involving robotics bring together students from diverse academic backgrounds, encouraging collaboration and knowledge exchange.

However, the widespread adoption of robotics on campuses also raises ethical and societal concerns. Issues related to job displacement, privacy invasion, and algorithmic bias require careful consideration and proactive measures to mitigate potential risks.

The integration of robotics on higher education campuses heralds a new era of innovation and efficiency. By leveraging robotic technology, universities can enhance operational efficiency, academic support, and campus security while fostering creativity, collaboration, and interdisciplinary learning opportunities. As we embrace the future, it is imperative to navigate the ethical and societal implications of robotics to ensure a harmonious coexistence between humans and machines in the academic realm.

[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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Barley Snyder

2024 Title IX Regulations

Recently, Barley Snyder held a webinar on the new Title IX regulations. Spanning over 1,500 pages, these regulations introduce several key changes that institutions need to be aware of and address.

[View the Slide Deck](#)

[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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FortifyData

How to Stay Secure with a Limited IT Budget and Small Team

As we continue talking with higher educational institutions, a similar theme among all discussions is the challenging reality of having a small IT/security team and limited budget. A longer version of this article with additional detail can be [found on the FortifyData blog](#).

Even with limited resources, proactive measures can significantly improve your cybersecurity posture. This article explores practical strategies for higher education IT and security leaders to navigate the cybersecurity landscape with a limited budget and small team.

Prioritize ruthlessly:

- **Consolidate and simplify:** Evaluate your current security tools. Can you eliminate redundancies and consolidate functionalities into a single platform? This can save costs, reduce your team's time managing multiple solutions with disparate data outputs, and streamline workflows for your team.

- **Conduct a security risk assessment:** Identify your institution's most critical assets and data. Focus your limited resources on protecting those high-value targets.

Embrace Automation:

- **Automate vulnerability management and prioritization:** Free your team from tedious manual and repetitive processes, which cost time and money. Automated solutions can continuously scan your network (attack surface), identify vulnerabilities, enrich your asset findings with cyber threat intelligence and prioritize them for patching and remediation.
- **Security awareness training automation:** Utilize online training platforms to deliver consistent and scalable security awareness training to faculty, staff, and students, such as phishing and to communicate security hygiene best practices.

By prioritizing strategically, embracing automation, and fostering a security-conscious culture, higher education IT and security leaders can significantly improve their institution's cybersecurity posture, even with limited resources.

Learn [how FortifyData can help you](#), and read how our Higher Education clients are [automating attack surface management](#), meeting [GLBA Safeguards Rule compliance](#) and [hear their thoughts on our platform](#).

[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

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Jenzabar

5 Ways to Maximize the Value of Your Technology Investment

Even though institutions often spend millions of dollars on campus technology, many are not yet taking steps [to maximize the value](#) of those investments. As the role of technology becomes increasingly vital to institutional and student success, colleges and universities must be sure to optimize their use of new solutions. Below, we examine five ways institutions can maximize the value of their technology investments.

1. Invest in a Single-Vendor Solution
2. Move to the Cloud
3. Fully Leverage the Partnership With Your Solutions and Services Provider
4. Right Size Your Tech Stack
5. Give IT a Leadership Role

[More Info](#)

To discover how to get the most out of your IT staff and your technology, [watch our webinar with EDUCAUSE](#).

[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, [go 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

How America Completes College

- *How America Completes College 2024 Breaks Down Differences Between Those on Track Toward Graduation and Those At Risk Of Non-Completion*
- *First-Generation Students Are Twice as Likely to Seriously Consider Leaving College Before Completion Compared To Students From College-Educated Families*

One in four current undergraduate students have seriously considered leaving college or have been at risk of dismissal, according to [“How America Completes College 2024.”](#) a national study from Sallie Mae and Ipsos. Sixty-four percent of students report being on a successful path to graduation, never having considered leaving school, and another 12% have considered leaving, but not seriously.

At-risk students cite financial challenges (30%), changes in motivation (24%), and mental health issues (18%) as primary barriers to college completion. In fact, mental health challenges are a concern for half of all current students. Only half (50%) of current students rated their mental health as good or excellent.

Sallie Mae’s [“How America Completes College 2024”](#) compares the perceptions of higher education among young adults, ages 18-30, currently enrolled in a 2- or 4-year program, and young adults of the same age range, who began their degree but withdrew before completing.

Nearly nine in 10 (88%) [first-generation students](#) believe college is an investment in their future, yet 41% of those who are first in their family to attend college have seriously considered leaving college compared to 18% of students from college-educated families. First-generation students are also more likely to work longer hours while in school and found it difficult to prioritize mental health, compared to other students (58% and 44%, respectively).

“The research highlights that college can be a challenging experience for all students as they are learning to balance school, social, and all their other responsibilities,” said Jennifer Berg, vice president, Ipsos. “While facing these challenges, unfortunately, mental health is taking a back seat for many students, particularly those who may not have the same support systems to help guide them through this new phase in their academic careers.”

Approximately six in 10 (57%) students at risk of not completing come from low-income households. Additionally, more than half (53%) of at-risk students who have a job report working more than 20 hours a week, compared to just 25% of on-track students who are working while in school. At-risk students are nearly three times more likely to have transferred schools compared to on-track students and are also more likely to come from diverse backgrounds, including being Hispanic, Black, or part of LGBTQIAA+ communities.

Having a plan to [pay for college](#) before enrolling is linked to students being on track to graduate; almost half of on-track students (46%) had a plan to pay for all four years of college compared to a quarter of at-risk students (25%).

“We need to support early college planning, especially for first-generation students and those from underserved communities,” said Nic Jafarieh, executive vice president, Sallie Mae. “Developing [programs](#) and resources to keep students on track while they are in school, simplifying the college transfer process, and meaningfully expanding [Pell Grants](#) and connecting more students to [scholarships](#) can also help boost college completion.”

Nearly half (48%) of those who did not complete their program of study indicated financial challenges played a role in their decision to leave school. However, almost half of non-completers (45%) have plans to return to college in the next five years and a third (31%) plan to definitely return to college in the next year.

[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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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

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:

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