



THE AICUP SPOTLIGHT

Monthly Newsletter

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Business Efficiency Programs Update

June 2024 - Volume 14, Issue 6

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Latest from AICUP

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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Energy Management & Procurement Program *~Constellation*

For over eight decades, electricity was generated, transmitted, distributed, sold, and bought in the same manner. This all changed in December 1996 when Pennsylvania passed a law, which, among other requirements, provided customers the option of competitively buying their electric supply needs.

To assist AICUP and its members in sorting through the issues created by retail deregulation, AICUP contracted with Constellation and Evolution Sustainability Group (ESG). Member colleges are priced individually to ensure that one does not subsidize another. 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).

Outcomes:

- AICUP Member Participants: 320 Dollar Volume for 1st 12 Months of Current Contracts: \$18 Million
- Dollar Volume for 1st 12 Months of Current Contracts: \$23.3M

[View Quick Glimpse into Latest Energy Headlines for week of June 17](#)

[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](#)

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 anyone 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

Eliminate Paper with Adobe Acrobat Sign: After careful consideration, Adobe has decided to discontinue the sale of Adobe Acrobat perpetual licenses, Adobe Acrobat Pro 2020 and Adobe Acrobat Standard 2020, in the TLP and CLP Buying Programs. Adobe is still offering subscription versions of the product, which are available through your distributor Carahsoft. The last date for placing orders for Adobe Acrobat perpetual license products in TLP and CLP will be **July 15, 2024**. Please note that Acrobat 2020 will reach End of Support in June 2025. We are committed to supporting you through this transition and will provide additional assistance to facilitate the shift to subscription licensing.

[Compare Acrobat 2020 with Acrobat Pro](#)

[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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How to Utilize AI in Accounting & Finance

Financial professionals once operated in a world dominated by manual processes and long hours, but AI is transforming the industry, enabling faster and more reliable results. As more businesses begin to adopt these technologies, the benefits of enhanced efficiency and improved decision-making are becoming clear. Read more on the Paymerang blog to discover how AI can revolutionize your accounting practices and boost efficiency.

[Read More](#)

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

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

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Aspect Consulting

Bridging Leadership and Technology: Succession Planning in Higher Education

In the dynamic landscape of higher education, the seamless transition of leadership is paramount to sustaining institutional excellence and innovation. At the heart of this transition lies succession planning, a strategic process that identifies and nurtures future leaders. In today's digital age, the merging of leadership principles with cutting-edge technology revolutionizes the way universities approach succession planning.

Using the power of technology, institutions can effectively identify, develop, and groom individuals for key leadership roles. Talent management systems serve as the cornerstone, providing insights into employee performance and potential. By leveraging data analytics, universities can discern leadership trends, enabling proactive decision-making in succession planning.

Learning management systems (LMS) emerge as invaluable tools in cultivating leadership skills. Through online courses and training modules, aspiring leaders can hone their managerial expertise and adaptability in the rapidly evolving higher education landscape. These platforms democratize access to professional development, empowering staff and faculty to chart their career trajectories.

Communication and collaboration tools further streamline the succession planning process. Whether through virtual meetings or project management platforms, stakeholders can seamlessly coordinate efforts and share vital information. This interconnection fosters a culture of transparency and inclusivity, ensuring all voices are heard in the leadership pipeline.

Additionally, technology-enabled assessment tools offer nuanced insights into leadership potential. By evaluating competencies and skill gaps, universities can tailor development plans to individual needs, maximizing the efficacy of succession initiatives. This personalized approach cultivates a diverse set of leaders poised to navigate complex challenges with agility and resilience.

Specialized succession planning software acts as a centralized hub, facilitating the orchestration of succession strategies. From creating succession plans to monitoring progress, these platforms offer unparalleled efficiency and organization. Institutions can adapt and refine their plans in real-time, staying ahead of the curve in leadership development.

In essence, the fusion of leadership and technology propels succession planning into the digital age. By embracing innovation, universities ensure a steady influx of

visionary leaders ready to shape the future of higher education. As we navigate the ever-evolving landscape, the synergy between leadership principles and technological advancements paves the way for a brighter tomorrow in academia.

[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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Cintas Webinar

Thursday, June 27th

1:00 - 2:00 PM

[Register](#)

[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

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Jenzabar

Cut Costs by Maximizing Your Institution's Resources

To succeed in today's competitive higher education landscape, institutions like yours need to be able to do more with less. How can ERPs designed specifically for colleges and universities maximize the use of your institution's resources?

[Read More](#)

[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

Intergenerational Living: Benefits Abound for Everyone In These Non-Traditional Living & Learning Environments

Stay in your lane. The advice works for traffic control but when it comes to living and life in general, encouraging lane changes and merging between different groups of people can have positive results. This is especially evident when different generations have the chance to interact and exchange ideas regularly. Intergenerational living facilitates interaction and offers a wealth of benefits and learning opportunities for college-age students and senior citizens.

To learn about the benefits of intergenerational living programs, [click here](#).

[RLPS Architects/RLPS Interiors](#): RLPS Architects and RLPS Interiors focus on viable solutions to help you attract students, engage faculty and foster long-term campus growth.

Contact: Sarah Rine, srine@rlps.com or 717-560-9501

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Workday

Transform Your Campus Webinar

Wednesday, June 26th

12:00 - 12:45 PM

[Register](#)

Have you ever felt Workday was exclusively tailored for larger institutions, leaving

smaller colleges out of the loop? Think again! Join us for an insightful session tailored just for you.

Discover how Workday is revolutionizing the landscape for smaller higher-ed institutions like yours. In this session, we'll unveil an exciting new program crafted specifically to address the unique needs and challenges faced by smaller colleges in today's dynamic higher-ed environment.

Key Highlights:

- **Demystifying Workday for small institutions:** Learn how Workday can be a game-changer for your college, regardless of size.
- **Tailored solutions for unique challenges:** Explore how Workday's solutions can address the specific needs of smaller institutions, enabling agility and growth.
- **Leveraging community and partnership:** Discover the power of the Workday community and partnership ecosystem in driving success for small colleges.

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

Contact: Justin Brantley, justin.brantley@workday.com or 513.512.0048

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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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