



THE AICUP SPOTLIGHT

Monthly Newsletter

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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.

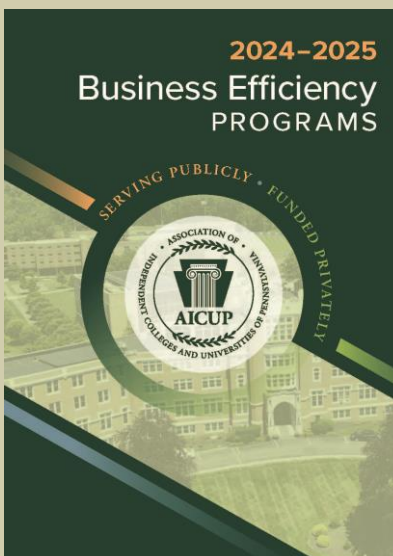
Add AICUP to Email Safe Sender List

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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The New AICUP Efficiency Programs Manual is Here!



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:

- **39 PROGRAMS** – In 2023, AICUP offered thirty-nine (39) different cost savings programs of which, 29 are vendor-driven and the remaining 10 are driven by AICUP staff activities.
- **\$36.9M ANNUAL SAVINGS** – Thirty-six (36) of these programs leveraged volume and lowered costs in a way that could be documented resulting in \$36.9 million of calculable savings in 2023.
- **28:1 ROI ON FY 2023 DUES** – \$36.9 million of calculable 2023 savings equates to an average savings of \$393,330 per AICUP member or roughly 28 times the average 2023 membership dues (\$13,965).
- **AICUP MEMBER PARTICIPATION** – Seventeen (17) of these programs provided service to 35 or more AICUP members and only four (4) programs had participation of less than 10 AICUP members. All AICUP Members and Associate Members participated in at least one of these 39 programs.
- **SEVEN (7) PROGRAM SAVINGS EXCEEDED FY 2023 DUES** – Seven (7) of these programs each provided annual 2023 savings that exceeded the total 2023 AICUP membership dues of \$1,242,907. Five of these seven are vendor driven programs including: Aggregate Group Purchasing, Purchasing Card Programs, Accounts Payable Automation, Software Licensing (all software), Cengage Unlimited for Institutions, and Student Health Insurance. Two of these seven programs are managed by AICUP staff as services to the membership: Monthly Presidents’ Updates and our Annual Economic Impact Study that will be substantially updated in FY 2025.

It is, of course, not possible to quantify savings on all programs or activities, but our business efficiency team (Tim Alexander and Kelly Carli) once again did their best to quantify dollar-based savings measurement for all but three (3) of these programs. Not all colleges experienced the same level of participation or savings. Hence, the aggregate and average savings figures in this report reflect conservative assumptions.

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

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2024
AICUP Campus Leaders Forum

November 6-7, 2024
Penn Harris Hotel
Camp Hill

AICUP is working on the agenda for the upcoming [AICUP Campus Leaders Forum](#), an essential event for campus leaders committed to fostering innovation, collaboration and excellence in independent, nonprofit higher education. This year's forum will bring together thought leaders, administrators and educators from across the state to share insights, strategies, and best practices that drive success on our member campuses.

A **call for proposals** has been launched. Anyone on an AICUP member campus or is an AICUP corporate affiliate is encouraged to apply. [More information](#)

Sponsorship opportunities will be available in late July. **Registration** will begin in September.

Mark your calendars and prepare to join us for an engaging and transformative experience!

Contact: Kelly Carli at carli@aicup.org for more information.

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Welcome to New Corporate Affiliates

The [AICUP Corporate Affiliate Program](#) is comprised of high quality companies whose support for independent, nonprofit higher education is evidenced by their financial support to AICUP, their interest in finding solutions for AICUP members and their firm's presence within the Keystone State. Each month, AICUP would like to introduce any new corporate affiliates, what they do and how to contact them.

[AEZ](#) understands the importance of preserving and modernizing historic buildings

as well as designing new ones that fit into the greater context of the campus, provide enduring flexibility, and ease of maintenance.

Contact: Jeffrey Wetzel, jeff.wetzel@ae7.com or 412-932-2044

Aramark Collegiate Hospitality: As an industry leader with over 50 years of experience, Aramark Collegiate Hospitality creates a hospitality ecosystem fueled by experiences and culinary excellence that are unique to you, your campus, and your brand. We seek to take our service a step further with each and every unique experience we craft. Because when you set your sights and standards higher, you're serving more than just good meals. You're serving futures.

Contact: Chris Cassel, cassel-chris@aramark.com or 267-250-6089

IPClear is a managed services and solutions provider supporting the higher education and small to medium enterprise market segments. IPClear's staff represents decades of experience in building networks, infrastructure, and OSS/BSS systems to support some of the largest companies in the world.

Contact: Brian Eury, brian@ipclear.co or 610-804-0898

TFC Tuition: TFC Tuition ensures compliance, accessibility for students, and a steady flow of payments through flexible and customizable student loan servicing.

Contact: Glenn Karaban, gkaraban@tftuition.com or 973-561-1400

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Record Hot Summer: Impact on the Energy Landscape ~Constellation

During the [June Constellation monthly Energy Market Intelligence Webinar](#), a comprehensive coverage of various significant factors affecting the energy landscape was provided. These included insights into the potential hottest summer on record, natural gas fundamentals, summer readiness assessments from NERC, and a deep dive into data centers and their impact in shaping the energy landscape.

[Read More](#)

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 Coordinators & Investigators: A Practitioner's Primer Under the New Regs

~D. Stafford & Associates

November 6-7

8:30 AM - 4:30 PM

[Register](#)

[Penn Harris, Camp Hill](#)

**This class will take place during the [AICUP Campus Leaders Forum](#)*

With the new Title IX regulations in effect, postsecondary institutions have additional responsibilities for addressing and resolving incidents of sex-based harassment and sex discrimination. Not only must compliant policies and procedures be adopted, but institutions must understand how policy differs from procedure within the context of implementing the regulations. This two-day course will delve into the overarching requirements that rest within the law for coordinators while also addressing the best practices in which investigators should engage to ensure a prompt, fair, and impartial institutional response, including investigative strategies for resolving complaints and the intersection between Title IX and disability law.

[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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Leveraging AI Models in Education: ~JourneyEd

Get Your Free Copy Now!

Leveraging AI Models in Education: A Comparative Analysis of ChatGPT, Microsoft Copilot, & Google Gemini

Unlock the potential of AI in your educational institution. Equip your school with the knowledge to make informed decisions and transform the way you teach and learn.



ChatGPT



Copilot

Gemini

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[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

~Paymerang

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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Aon

***Global Risk Management Survey:
Identifying Current & Future Risks for Higher Ed***

Reputation/brand, technology and workforce stability are pivotal forces influencing risks like cyber attacks, increasing competition and the failure to attract and retain top talent. These exposures listed below Aon's [Global Risk Management Survey](#) present new challenges to institutional leaders.

1. Damage to reputation, brand
2. Cyber attack / data breach
3. Failure to attract / retain top talent
4. Regulatory / legislative changes
5. Increasing competition
6. Business interruption
7. Economic slowdown
8. Failure to meet customer needs
9. Cash flow, liquidity risk
10. Rapidly changing market trends

Aon understands the challenges confronting institutions and can help develop cost-effective risk, health and human capital solutions to support your overarching mission. Looking at the top three risks, they have identified these areas of focus for your institutions:

Damage to Reputation/Brand

As the leadership environment becomes more complex and litigious, litigation and defense costs are rising. Aon supports an institution's desire to protect key leaders

as broad interpretations of contract liability drive loss frequency and severity.

Cyber Attack/Data Breach

Cyber threats and ransomware attacks have become more frequent, sophisticated and severe with impacts ranging from reputational and financial damage to compromised critical operations. Aon's cyber team helps with all phases of institutional readiness.

Failure to Attract / Retain Top Talent

Aon's Health, Retirement and Compensation experts help design a total rewards offering that is appealing to both current and future faculty, while also maximizing the cost-savings solutions needed to manage an institution's annual spend. Aon's data and analytics, actuarial resources, and subject matter experts in wellbeing, point solutions and pharmacy will work to find the optimum mix of benefits investment.

[*Aon's Higher Education Practice*](#) advances the Mission of Colleges and Universities: Aon helps develop innovative and cost-effective risk management and human capital solutions to support the overarching mission of your institution. Our practice includes more than 250 professionals who provide consulting services in risk (property, casualty, cyber solutions, and captive management) and human capital (health, retirement, compensation, and investment advisory) to more than 300 public and private colleges, universities, and university systems with a 98% retention rate.

Contact: Reagan Mickey, Reagan.mickey@aon.com or 412-973-9319

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Forvis Mazars

OT Rule Proposal & Impact on Higher Ed

At a time when the cost of higher education is being criticized, the federal government argues that raising the wage level for exemption from overtime rules is necessary to:

1. Correct excluding workers who are not “bona fide” executive, administrative, or professional workers from the definition of workers who are required to receive overtime.
2. Eliminate workers now required to work what may be considered oppressively long hours while receiving minimum pay. They argue this results in standards of living that fail to promote good health, efficiency, and general well-being.
3. Prevent employers from exploiting the current law that allows them to take advantage of millions of workers who should be receiving overtime pay.

College and university finance leaders argue that the proposed adjustment will:

1. Only serve to increase costs and, therefore, push tuition pricing up at a time when it is important to eliminate tuition pricing pressures.
2. Diminish the morale of some workers who make the switch because their salaried positions were held in high esteem. They argue that an hourly position does not hold the same professional status that a salaried position holds.
3. Make some jobs virtually impossible to accomplish with a high level of quality in limited hours if they are under strict rules about hours worked.

[Read More](#)

[Forvis Mazars](#) (formally BKD/FORVIS) Higher Education practice serves the various needs of 300+ public and private colleges and universities throughout the U.S. and is driven by our commitment to forward vision. As a top accounting and consulting firm, Forvis Mazars is committed to providing an **Unmatched Client Experience**[®].

We listen to understand, respond promptly, and consult with purpose. Our services have been intentionally designed to deliver impact and help you drive forward with momentum. Our talented team has the skills, passion, and industry intelligence to help you accelerate your path to the future.

In addition to tax, audit, and consulting services, our dedicated professionals can help your institution demonstrate fiscal responsibility, foresight, and accountability. We have extensive knowledge of the education system and employ powerful tools, data, and analytics to help you achieve your school’s mission and goals, including academic program and portfolio reviews, compensation studies, benchmarking, strategic planning, and change management.

Contact: Adam Smith, adam.smith@us.forvismazars.com or 260-460-4047

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Jenzabar

What Are Institutions Doing to Increase Enrollment?

Jenzabar recently completed a nationwide survey of roughly 150 college administrators to understand how institutions like yours were responding to the current enrollment crisis.

Our survey found that institutions were investing in technology and deploying innovative tactics to create more flexible education options for students.

[Our survey also found:](#)

- More than half (53%) of respondents were partnering with local businesses to provide in-demand skills training or workforce training.
- Of the schools partnering with local businesses, 71% were offering or planned to offer non-credit courses.
- Of the schools partnering with local businesses, 63% were offering or planned to offer non-credit certificate programs.

How are you stacking up to your competition? Find out by accessing [the full survey report here!](#)

[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

AICUP Students from Marywood U & Carnegie Mellon U

Elizabeth Laman – Carnegie Mellon University

Liz is a Master of Architecture student at Carnegie Mellon University and an intern

at our Pittsburgh office. As an undergraduate student at the University of Pittsburgh, Liz had the honor of presenting at HAAARCH!!! in 2022. HAAARCH!!! is a showcase of undergraduate research, creative work; the forum provides students the opportunity to exhibit, present and promote their research and experiential learning activities.



This summer, she has been supporting our team on several senior living facility projects by developing feasibility sketches, creating renderings, translating a Master Plan into Bluebeam software, making building model updates and working with a Construction Administrator to learn about submittals, RFIs and contractual documents. A fun fact about Liz is that she's an avid reader and has a personal library of over 1,000 books.

Allison Merckx – Marywood University Alumnus

Allison recently graduated from Marywood University's Bachelor of Interior Architecture program. With experience as a Kitchen & Bath Designer and an interior design intern, she brings a fresh perspective to our team. During her time at Marywood, Allison was actively involved in student life and the School of Architecture.



She served as the Class of 2024 Interior Architecture Representative on the student council and a member of Women in Architecture and Design. She also held the positions of Treasurer and Co-President of the IIDA campus chapter. Allison shares, "Influenced by my grandfather, a mechanical engineer, and my mom's career in real estate, design has been a lifelong interest." We are excited to see the creativity and enthusiasm she will bring to our Lancaster office.

[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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TFC Tuition

Webinar: Maximizing Enrollment, Retention & Graduation Rates Through Flexible & Compliant Extended Payment Plans

Wednesday, August 14th

11:00 AM

[Register](#)

As colleges and universities face an uncertain enrollment future, this webinar from TFC Tuition provides a roadmap for financial resilience and student success. We'll delve into innovative approaches to tuition payment plans that put students first while safeguarding your institution's financial stability.

Key topics include:

- Enhancing enrollment, retention, and graduation rates by leveraging flexible, extended payment plans.
- Ensuring regulatory compliance with Consumer Protection Bureau (CFPB) guidelines, federal Truth in Lending Act (TILA), and state retail installment contract (RIC) laws through payment solutions that support student persistence.
- Maximizing tuition revenue without compromising accessibility.
- Aligning financial strategies across departments for comprehensive student financial support

This session will provide Enrollment, Admissions, Finance, Student Accounts, Compliance, and Alumni Relations professionals with innovative, proven strategies that transform student financial challenges into opportunities for institutional growth and student success.

Featuring:

- Sean Steinmarc, CEO, TFC Tuition
- Glenn Karaban, Director of Business Development, Higher Education Partnerships, TFC Tuition

[TFC Tuition](#): TFC Tuition ensures compliance, accessibility for students, and a steady flow of payments through flexible and customizable student loan servicing.

Contact: Glenn Karaban, gkaraban@tfectuition.com or 973-561-1400

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The Virtual Care Group

How to Care for the Well-Being Needs of Your Campus Community

Almost 50% of 2022 entering college students report being "Emotionally/Mentally" exhausted (BCSSE, 2022) as they were beginning college. With the increase in student need running head first into exhausted front-line caregiver staff, sustainable solutions are complicated. How can we meet and support the increasing well-being needs of students?

Teletherapy is one way to address this need. To help college campuses learn about this service, ***for a limited time, your campus can have an entire semester of free telehealth services.*** To learn what 100+ campuses - including Wilson College - have discovered, [schedule](#) a no-obligation demo.

[The Virtual Care Group \(VCG\)](#): provides holistic medical and mental well-being solutions for higher education institutions. We offer UNLIMITED telemedicine (urgent care) and teletherapy (counseling, life coaching, and on-demand crisis counseling services).

Our plans are customizable and affordable. VCG partners with campuses to supplement existing health services or to create a virtual wellness center. We can provide services for your entire campus (or a selected group of students) in one business day. We care for your students as you would – with state licensed, Board-Certified physicians and master's level, licensed counselors, 24 hours a day, 365

days a year.

Contact: Emily Pettit, emily@thevirtualcaregroup.com or 860-391-5611

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Workday

Higher Education Industry Outlook: 3 Strategies to Navigate the Hurdles Ahead

Transformative trends promise to impact higher education over the next few years. From AI and digital experiences to the power of data, here's how higher ed leaders can prepare now for what's next.

In this article we discuss:

- [Digital Upgrades Deliver a Superior Student Experience](#)
- [Modern Budgeting and Planning Systems Give Institutions an Edge](#)
- [AI Powers Efficiency for Staff and Students](#)

[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 or 513.512.0048

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**AICUP
Business Efficiency
Programs**

www.aicup.org/Collaboration/BEP

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