



THE AICUP SPOTLIGHT

Monthly Newsletter

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Camp Hill

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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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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.

[Agenda](#)

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.

[Member College Registration](#)

[Sponsorship Registration & Opportunities](#)

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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Energy to Educate Grant Program

~Constellation

As part of Constellation's commitment to education, [E2 Energy to Educate](#) grant awards support projects that are team oriented, hands-on projects with specific results. E2 Energy to Educate projects enhance student understanding of the science and technology needed to address energy issues and reach and inspire students to think differently about energy.

[Overview & Apply](#)

Last year ***St. Joseph University*** received a ***Energy to Educate Grant*** entitled ***Physics Wonders Girls Program***.

This program has expanded to become a comprehensive equity-focused initiative encompassing K-12 and university audiences. It includes a summer camp for middle and high school girls of diverse backgrounds who are mentored by Saint Joseph's University (SJU) undergraduate students. Building on our successes, this year we have grown to have three principal target audiences. The first audience, middle-school participants, will comprise 2 camp cohorts totaling 30 students recruited from the Greater Philadelphia region based on grades, science teacher recommendations and an essay.

The second audience is [high-school camp](#) graduates who will be mentored directly by the PI and other SJU STEM faculty to work together with undergraduate students on STEM-themed research projects throughout the year. They will receive science leadership opportunities such as mentoring camp's middle-school students, presenting research at local and regional STEM fairs and conferences, STEM career seminars at SJU, and free professional student membership in the National Society of Physics Students.

The third audience, SJU undergraduates trained in fundamentals and applications of renewable energies, will serve as campers' mentors and will continue renewable energy research in the fall. Additionally, camp alumnae from other colleges have returned to the camp as speakers.

[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.

[View Quick Glimpse into Latest Energy Headlines for week of September 16th](#)

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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Empowering Education: Drive Innovation with IT Financing

~First American Education Finance

Technology is the heartbeat of modern education. Whether it's upgrading IT infrastructure, providing devices for faculty and staff, or implementing new ERP software systems, higher education institutions often turn to strategic financing options to support these initiatives.

That's where First American Education Finance comes in. Our customized financing programs offer the flexibility to manage cash flow, invest in essential IT projects, and provide students and faculty with the latest tools and resources.

What technology projects can you finance with First American?

- Faculty & Staff Computers
- Smartboards
- Medical/Lab Equipment
- Network Infrastructure & Security
- ERP Software Implementations
- Data Storage Systems

[Explore](#) how FAEF supported Ithaca College in their digital transformation efforts.

[First American Education Finance](#): A financial services company providing AICUP institutions with specialty finance solutions for campus projects.

Contact: Matt Rankin, matthew.rankin@faef.com or 585-643-3459

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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

Download Now

The advertisement features a vibrant orange background with white and blue text. On the right side, there is an illustration of a person with dark hair sitting at a desk with a laptop. The overall design is modern and professional.

[Download Now](#)

[JourneyEd](#) provides AICUP members with contractual pricing for commonly used software products from vendors such as Microsoft, Adobe, and VMWare.

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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Improve Invoice Exception Rate by 75% with Automation

~Paymerang

Struggling with high invoice exception rates? Automating your AP process can reduce errors by 75%, bringing your exception rate down to under 5%. This shift not only improves accuracy but also boosts overall efficiency in your invoice processing. Discover how on the Paymerang blog.

[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's Higher Ed Practice

Pay Equity in Support of DE&I Initiatives

In recent years, achieving pay equity has become a critical issue in higher education institutions across the globe. Aon is a leader in human capital consulting offering specific solutions aimed at addressing the complexities and challenges of achieving pay equity.

We work with leadership to delve into the underlying factors contributing to pay disparities, the impact on organizational culture and performance, strategies for fostering transparency, and practical insights from our extensive experience.

Our key areas of focus are:

- **Understanding the Drivers of Pay Equity:** Explore the influences behind pay disparities in higher education, including gender, race, seniority, and institutional norms.
- **Impact of Achieving Pay Equity:** How achieving pay equity transforms organizational culture, employee morale, recruitment, and retention within academic settings.
- **Building Transparency in Compensation:** Develop strategies for enhancing transparency in compensation practices to build trust and align organizational values with pay structures.
- **Overview of the Pay Equity Process:** Provide a comprehensive outline of the pay equity assessment process, from data collection and analysis to implementing equitable pay policies.
- **Tailoring Communication Strategies:** Offer best practices for effectively communicating pay equity initiatives to stakeholders, fostering understanding, and accountability across all levels of the institution.
- **Insights from Aon's Experience:** Utilize case studies and insights derived from Aon's collaboration with higher education institutions, highlighting successful approaches and lessons learned in achieving pay equity.

[*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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Baker Tilly

High Stakes of Cybersecurity Breaches in Higher Ed

The Solution? It's simpler than you may think...

Organizations of all sizes and in all industries are targets of ransomware attacks — and the number is skyrocketing. In higher education, strong cybersecurity is vital to protect sensitive student and institution data, maintain trust, ensure compliance and safeguard institutional operations.

The good news? In Baker Tilly's experience, and as seen in recent high-profile attacks, breaches are most often the result of a breakdown of basic cybersecurity controls and processes, not sophisticated hacking. While ransomware continues to evolve, your institution's risk posture can be dramatically improved with the right controls in place.

[More Info](#)

[Baker Tilly](#): is a national full-service advisory and accounting firm, providing assurance, tax, internal audit and consulting services to colleges and universities and collaboratively addressing areas such as risk management, research and institutional compliance, fiscal resiliency, data analytics, cybersecurity, talent management, cost reduction, fraud, construction and other strategic and operational issues.

Contact: David Capitano, dave.capitano@bakertilly.com or 610-927-4512

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Barley Snyder

Barley Snyder York Business Seminar

Tuesday, September 24
3:00 p.m. | Country Club of York

In today's fast-paced business environment, the adage "the only constant is change" has never been more relevant. At our upcoming seminar, industry leaders will share their experiences responding to organizational changes.

The event kicks off with a keynote presentation from Dr. Thomas Burns followed by a panel discussion and a networking cocktail hour. We hope you can join us!

CLICK HERE TO REGISTER!

Questions about this event? Please contact Jennifer Mowen at jmowen@barley.com or 717-553-1066.



Keynote Speaker:
Dr. Thomas Burns
President, York College
of Pennsylvania



Moderator
Jeremy Frey
Partner
Barley Snyder



Panelist
Jeff Lobach
Partner
Barley Snyder



Panelist
Sam Miller
President, Wolfgang
Confectioners



Panelist
Kevin Schreiber
President & CEO, York
County Economic Alliance

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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Workday

Innovations in AI for Higher Ed

Higher education institutions today face unprecedented challenges—from grasping for a foothold on the enrollment cliff, to the rising cost of education, to connecting learning with career outcomes. These obstacles, along with managing workforce shortages and budgetary constraints, are challenging colleges and universities to navigate in an uncertain future.

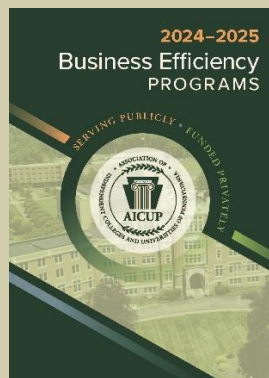
Higher education institutions need to find solutions to not only help control costs, but to also improve student experiences. Workday sees the immense potential in providing innovative solutions for colleges and universities by leveraging technology and the integration of AI.

[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

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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**AICUP
Business Efficiency
Programs**

[//www.aicup.org/Collaboration/BEP](http://www.aicup.org/Collaboration/BEP)

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AICUP Leadership:

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