



THE AICUP SPOTLIGHT

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November 2024 - Volume 14, Issue 11

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Latest from AICUP

AICUP In the News

AICUP President, Tom Foley, has been working closely with our Communications Manager, Tony Gilbert, on an AICUP media campaign (to counter the negativity in some circles about higher ed).

These articles and stories post on these four social media sites: [LinkedIn](#), [Instagram](#), [X/Twitter](#), [Facebook](#); and occasionally on these two social media sites: [TikTok](#), [YouTube](#). In addition, in just the last six months, we have had a series of unique AICUP stories published in 66 news and opinion pieces on more than 49 media outlets across PA and the USA.

Here is a [summary](#) with links to many of those stories. [Here](#) is a recent article appearing in Lehigh Valley Business.

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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Powering the Economy with Reliable, Carbon-Free Energy

~Constellation

Fueling the nation's most critical industries requires an abundance of reliable, carbon-free energy, and Constellation continues to pave the way in [clean energy adoption and technologies](#).

Recently, Constellation announced a 20-year power purchase agreement with Microsoft that will help launch the Crane Clean Energy Center (CCEC) and restart Three Mile Island Unit 1 in Pennsylvania, which operated at industry-leading levels of safety and reliability for decades before being shut down for economic reasons five years ago.

Based on an economic impact study, this will add more than 800 megawatts of carbon-free electricity to the grid and create 3,400 jobs. Through this agreement, as well as a range of [emissions reduction solutions](#), Constellation continues to demonstrate its commitment to a carbon-free future.

[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 November 18th](#)

Contact: Blaire Miller at blaire.miller@constellation.com or 443-610-6259

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Empowering Education: Go Beyond the Classroom with Financing for Athletic & Sports Equipment

~First American Education Finance

Modern campus equipment and athletic facilities are crucial for attracting and retaining students and faculty. These amenities not only draw talent and foster alumni engagement, but also define the heart of your institution's legacy. By proactively upgrading, you help keep your facilities state-of-the-art and improve the experiences of your students and staff. First American Education Finance specializes in comprehensive financing solutions that are tailored to the unique needs of institutions like yours. Imagine modernized stadiums, cutting-edge training equipment, and versatile sports complexes—all projects that our team of industry specialists can help finance. Connect with us to explore ways to build a winning environment that goes beyond the classroom.

Learn more: [Flexible Financing Scores Big On \(and off\) the Field](#)

[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



[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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How AP Automation Improves Supplier & Vendor Satisfaction

~Paymerang

Vendors thrive when they can count on timely payments and clear communication. AP automation makes this possible, giving them the transparency and speed they need to feel valued and supported. With fewer delays and easier tracking, vendors are happier and more willing to strengthen their partnership. Want to know how AP automation can transform your vendor relationships?

Read more on the [Paymerang blog](#)

[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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Baker Tilly

AI: Exploring the Uses, Risks & Rewards

AI continues to grow in popularity, driving productivity and collaboration across teams, departments, systems and organizations and generating increased interest to reduce inefficiencies, automate processes and propel organizations forward. Join us for an interactive discussion with Baker Tilly's cybersecurity and digital transformation specialists on the opportunities AI can deliver to your organization, the risks associated with AI and how you can get started on your AI journey. Whether you're familiar with AI or just learning about it, this session will deliver valuable takeaways.

[View the Webinar](#)

[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



TFC Tuition

Navigating FAFSA Challenges: 10 Game-Changing Tactics to Boost Tuition Payment Plan Success

As FAFSA delays and market forces (i.e., the looming enrollment cliff) continue to challenge higher ed institutions, the need for innovative and compliant tuition payment solutions has never been more critical. **But what if you could turn these obstacles into catalysts for institutional growth and student success?**

Introducing ***Navigating FAFSA Challenges: 10 Game-Changing Tactics to Boost Tuition Payment Plan Success*** - your roadmap to revolutionizing payment solutions. Inside this free resource from [TFC Tuition](#), you'll discover:

- Early financial strategies that set students up for success
- Innovative approaches including tiered plans and revolving credit
- Proven tactics that have boosted enrollment, retention, and graduation rates

Ready to transform your institution's approach? [REGISTER HERE](#) to receive your copy of this invaluable guide.

Want personal insights? Feel free to schedule a convenient time [HERE](#) to discuss your specific challenges/goals and explore TFC Tuition's flexible solutions.

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

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



Synario

How to Grow & Stay True to Who Your College Is

Endicott College's journey with Synario shows the power of adaptable, data-driven planning in higher education. Under the guidance of CFO Anthony Ferullo, Endicott has strategically expanded, adding a new residence hall and nursing school while enhancing enrollment and operational planning.

Synario's platform empowered Endicott to keep a clear, forward-looking financial picture, ensuring growth without losing their commitment to student success. With Synario's support, Endicott has truly set an inspiring example of growth that stays true to institutional values—an approach any college could aspire to.

[Watch the Interview](#)

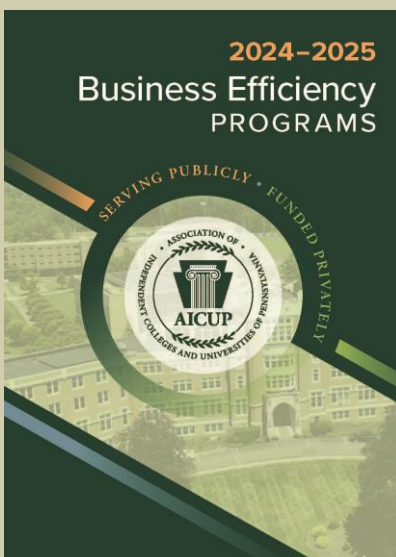
Synario: (in partnership with PFM Solutions) is an agile financial modeling platform offering advanced control over your financial projections. Model each business dimension, perform scenario and stress analyses, and dynamically present your findings all from one cloud-enabled platform.

Contact: : *Marc Pitcher*, PitcherM@synario.com or **215-557-1267**

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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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**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



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