



Business Efficiency Programs Update February 2021 - Volume 11, Issue 2

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COVID-19 Testing Resources

AICUP Staff continues to work with an advisory group of professionals from AICUP schools to identify and evaluate options for COVID-19 campus-based testing of students, faculty and staff.

Here is a summary of recent progress/conclusions:

PCR (CIC/Broad) Testing In December 2020, AICUP hosted four webinars during which representatives of the Cambridge Innovation Center (CIC) discussed options for PCR testing available through The Broad Institute (Harvard-MIT Lab) and Poplar Labs (Memphis, TN). Representatives of 30 AICUP schools attended these webinars. A recording of the 90-minute webinar can be found [here](#).

Currently, 12 AICUP members have contracted with the CIC for on-campus COVID-19 testing with results that are available within 24 hours of samples arriving at the Broad Institute lab. Institutions can work with the CIC to select among 7-8 different COVID-19 testing methods (such as individual tests or pooled tests) depending upon the testing need on campus.

Contact: Boris L. Perlovsky, Director CIC Health
857- 221-1233
boris@cic-health.com

Abbot Laboratory BinaxNOW \$5/15-Minute Test AICUP is also working with Abbott Laboratories (with facilities in PA) to confirm Abbott's ability to fulfill orders from AICUP members for the \$5/15-minute COVID-19 test. The test has a 97.1% efficacy rate and supplies are available. Abbott has created a short-cut for AICUP schools, so you don't get lost in their email or phone system.

[Here](#) is a memo with instructions on how to access their supply chain. Currently, 15 AICUP members have contacted Abbot Labs to discuss orders for these tests.

For more information, contact [Tim Alexander](#) or [Ron Uroda](#) at AICUP

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COVID-19 Tracing: State & Private Resources

AICUP staff assembled a small team of four AICUP campus pandemic response leaders and one AICUP campus technologist for the purpose of vetting various COVID-19 testing and contact tracing options. Here are resources for contact tracing.

State Resources

DOH is hiring 75 nurses to manage case investigating and tracing. This is in addition to the 1,000 contact tracers announced in mid-August. They also issued a warning about

contact tracing scams operating in PA—here is the [DOH release](#) and a [news story](#). Many have already heard concerns about privacy and tracing (as well as ongoing issues with privacy and online learning). Here is a piece that, at least, lays out clearly what the issues are in both areas, and some [proactive suggestions](#).

Private Resources

Several COVID-19 contact tracing app alternatives have been reviewed and evaluated. The focus was on a PA-manufactured app from Microshare. It works, it restricts data access to the institution, it seems reasonable on cost, but set up time (on a campus with 2,000 individuals) can take 30-40 days.

Their proximity tracing tool that allows colleges and universities to determine what individuals were in close proximity (you decide what that is and they program it into the app) to someone who has tested positive for the COVID-19 virus. The device is a wristband/badge sensor that is worn by all individuals on campus.

It will only collect contact event data (sensors that are within 10 feet of each other for more than 15 minutes). Pricing runs from \$4.44 per wearable/month for a one-year contract to \$2.00 per wearable/month for a three-year contract. An AICUP information webinar on the Microshare proximity tracing tool can be viewed [here](#). The presentation slides are available [here](#) and the last slide contains their contact information.

Contact [Ron Uroda](#) at AICUP

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AICUP Campus Leaders Series

**ACT 153-
WHAT KEEPS YOU UP AT NIGHT?**

March 5, 2021 | 2:00 PM – 3:00 PM

REGISTER

Friday, March 5 2021

2:00 PM - 3:00 PM

ACT 153 - What Keeps You Up at Night?

- Are your 5 year renewals on pace
- How's your tracking?
- Proactive for 2021?
- New regulations

Presenter: Susan Davis, CBY Systems

Learn More about the [AICUP Act 153 Compliance Program](#) on the [AICUP Website](#)

*This webinar is part of the **AICUP CAMPUS LEADERS SERIES** and is provided free of charge to anyone working on an AICUP member campus.*

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DATA ANALYTICS:

WRITING YOUR STORY OF FISCAL RESILIENCY
IN TIMES OF CHAOS

Webinar

February 23, 2021 | 11:00 AM – 12:00



REGISTER

Tuesday, February 23, 2021

11:00 AM - 12 Noon

The ability to assess your institution's fiscal situation and articulate an effective plan to ensure long-term resiliency is critical in these challenging times. Join Baker Tilly as we discuss key approaches and tools to effectively gain broad institutional support of crucial (and often times difficult) decisions and actions. Specifically, learn about how

colleges and universities are using data analytics to drive important changes in their business models and refocus institutional strategy based on what the data is telling them.

Key learning objectives:

- Recognize the importance of a holistic approach to solving fiscal issues
- Articulate impactful methods and leading practices to isolate and address performance gaps and solutions
- Gain insight into critical fiscal drivers and available data analytics tools
- Identify key steps to engage other stakeholders as partners in making critical change to strategy and long-term fiscal resiliency achievement

Presenters:

- Rebekah Martin, CPA, Partner, Baker Tilly
- Christine Smith, Director, Baker Tilly

Learn more about the AICUP Corporate Affiliate [Baker Tilly](#) on the AICUP website.

*This webinar is part of the **AICUP CAMPUS LEADERS SERIES** and is provided free of charge to anyone working on an AICUP member campus.*

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AICUP Campus Leaders Series

**BRIDGING THE GAP:
A HOLISTIC DESIGN OF STUDENT SUCCESS**

February 25, 2021 | 3:00 PM – 4:00 PM

REGISTER

Thursday, February 25, 2021
3:00 PM - 4:00 PM

Join the Conversation
Thursday, February 25 at 3PM ET



JUNIATA
COLLEGE



Blair Cutright

Pharos



Rachel Phillips-Buck

Bridging the Gap

A Holistic Design of Student Success

In academics, it is often difficult to connect the many silos that exist on a campus. Blair Cutright, the Learning Services Coordinator at Juniata College, has a unique perspective on the work it takes to capture a holistic view of students and identify all the right touchpoint relationships in order to accomplish student success. As the Learning Services Coordinator at Juniata College, Blair has provided vision and implementation of the student success funnel for 3 years. If you want to improve your ability to find hidden-at-risk students, get best practice strategies about how to structure a care team, and learn how to measure the outcomes of your interventions, please join us!

Learn more about the AICUP Corporate Affiliate [Pharos Resources](#) on the AICUP website.

*This webinar is part of the **AICUP CAMPUS LEADERS SERIES** and is provided free of charge to anyone working on an AICUP member campus.*

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Title IX Coordinator/Investigator Virtual Training 2021

~D. Stafford & Associates

AICUP Endorsed Program provider, [D.Stafford & Associates](#) (DSA) will be offering discounts to AICUP member colleges for four of virtual training programs scheduled throughout 2021.

DSA, for over five years, has been offering training for AICUP campus administrators and investigators who are responsible for conducting and overseeing Title IX compliance and sexual misconduct investigations on campus.

Realizing travel off campus is challenging, DSA has created the following virtual training classes that AICUP member colleges can take advantage of at a significant discounted rate:

- [Combined Sexual Misconduct & Dating/Domestic Violence and Stalking Investigation Training - April 12-16, 2021](#)
- [Title IX Coordinator/Investigator Training - May 3-7, 2021](#)
- [Advanced Investigations Course: Investigations of Sexual Misconduct Conducting Trauma Informed Investigations Designed for Campus Police/Public Safety/Title IX & Conduct Officers - June 7-11, 2021](#)
- [Behavioral Intervention Team \(BIT\)/ Threat Assessment Team \(TAT\) Training - December 1-3, 2021](#)

DSA has a platform that allows for creativity in delivering the content in a similar manner as the in-person classes and are striving to create an interactive and engaging experience by leveraging some of the available technology. Upon completion of the class, attendees will have received the exact same content and material that they would have received in the in-person classes. Attendees will also have ample opportunities to pose questions to the instructors as we are building in additional time for Q&A each day.

[View other DSA training offerings](#)

Learn more about [D.Stafford & Associates and the AICUP Title IX Coordinator/Investigator Program on the AICUP website.](#)

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2021 Learning Seminars *~Nelnet Campus Commerce*

[Register](#)

Research Study: Student Payment Plan **February 25, 2021** **2:00 PM**

Data Scientist, Keanu Harris, presents research conducted on 539,000 student records over the course of 5–15 years. Learn about the research, the results, and the impact on student retention.

[Register](#)

Managing Receivables During a Pandemic **March 4, 2021** **2:00 PM**

Covid has amplified the challenge with delinquency concerns with relaxed policies in an effort to maintain student enrollment. Hear about tactics other institutions have adopted to manage receivables.

[Register](#)

Understanding the Value of Integration **March 11, 2021** **2:00 PM**

Join expert, Brian Anderson, in a discussion on the benefits of real-time integration and how to optimize Nelnet solutions. Learn more about Nelnet connectors and how we take every measures to keep information secure.

[Register](#)

Looking Ahead: PCI DSS 4.0 **March 25, 2021** **2:00 PM**

While the PCI DSS 4.0 is still in draft, the anticipated second quarter release of the Standard may have you wondering what to expect and what you will have to do to remain compliant.

Learn more about [Nelnet & the AICUP Campus Commerce Program](#) on the [AICUP website](#).

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Dragon Speech Recognition Software *~JourneyEd*

Challenges that Students & Teachers Face Today

During these trying times that are touching all of us we are figuring out ways to move forward and work and live in new ways that were unimaginable only two short months ago. We are also mindful of these new challenges that students and teachers face today including:

- **Students:** Papers, notes, presentations, assignments, online research & communication- that's all Digital
- **Teachers:** Grading, administration work, online research & communication- that's all Digital
- Rise of Repetitive Stress injuries in Students (RSI's)
- Addressing Multiple Learning Styles
- Students who are English Language Learners

How can Dragon Speech Recognition help?

- Enhance Word Recognition, Pronunciation & Comprehension with "Read That" & "Playback" Features
- Listen & Follow what's being read on the Screen
- Self-Assess Writing to make Edits & Corrections
- Boost Reading & Spelling Skills
- Address multiple learning styles by Improving Sentence Structure & Word Recognition
- Jumpstart the Writing Process Resulting in More Language Production

Dragon is more important than ever during these challenging times as we learn to work & study within the new reality of Covid-19. Dragon can assist students to help increase productivity.

[Email](#), call 800-876-3507 or go [here](#)

Learn more about [Journey Ed & Software Programs](#) on the [AICUP website](#).

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Kuali Days 2021

~Kuali

About Kuali Days

Kuali Days 2021 is a completely virtual conference with the opportunity to learn from and reconnect with colleagues at Kuali and other institutions.

The conference is totally virtual and is only \$100 per person to register --super affordable compared to our on-location conferences.

In addition to having access to all the sessions (Ready and otherwise), each registered person can have five department leaders attend the March 5th, end-user training, in which they can get a walk-through of Ready and build their plans. This is a great opportunity for those who are struggling to get their plans built.

There will also be an interactive tabletop exercise on Wednesday, March 3rd, with a scenario of civil unrest on campus. Again, every registered person can bring three to five people from their institution to participate in the exercise. The groups we're focusing on are: Human Resources, Public Communication, and Emergency Mgmt./Continuity Planning/Public Safety.

Track Schedule

Ready - Monday, March 1 - Friday, March 5, 2021

Financials - Monday, March 1 - Thursday, March 4, 2021

Build - Monday, March 8 - Thursday, March 11, 2021

[Register>](#)

Note: Upon registering, a confirmation email will be sent to you with a link to create your profile on the event platform. You will need to use your registration email to create a login. You then can start saving sessions to "My Agenda" and begin connecting with others in the Kuali Community!

Learn more about [Kuali & the Business Resilience & Organizational Readiness Program](#) on the AICUP website.

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AICUP Bond Finance Update *~Stifel*

[Municipal Market Update 2-22-21](#)

Top Takeaways from Last Week:

- Municipal Bonds underperformed U.S. Treasuries last week on relative value and supply concerns. The Ratios for AAA Municipal GO's to U.S. Treasuries rose from all-time lows to close last week at 60% in the 5-year maturity, 66% in the 10-year and 71% in the 30-year.

- Municipal supply is set to increase this week to an estimated \$9.04 billion (\$6.4B tax-exempt and \$2.64B taxable). Lipper reported a fifteenth consecutive week of inflows for Municipal Mutual Funds at \$1.96 billion for the week ending 2/17. The four-week moving average decreased to \$2.2 billion.
- A heavy economic data release week will give investors additional information to weigh their conviction on the economic rebound and the potential for rates to rise further.
- The U.S Treasury will be auctioning \$60B 2-year notes on Tuesday, \$61B 5-year notes on Wednesday and \$62B 7-year notes on Thursday

For further info, email [Linda Eremita](#)

Learn more about [AICUP Debt Financial Advisory & Bond Program](#) on the AICUP website

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Your Energy Use & COVID-19 *~Constellation*

[Read the Weekly Industry Summary 2/14/2021](#)

A quick glimpse into the latest energy headlines...

This online report, is designed to help you and your business stay up-to-date on the latest power and natural gas trends happening in the market.

Also inside:

- Commodity Fundamentals - Bulls/Bears
- Gas, Oil & Coal Futures Contract Prices
- Natural Gas Rig Counts & Storage Data
- Energy Commodity Physical Cash Prices
- Regional Updates

Constellation has created a helpful resources page at [Constellation.com/CARES](#) so customers and eligible channel partners can find answers to questions on how the **Coronavirus Aid, Relief and Economic Security (CARES) Act** funds may help them pay utility bills and other business expenses. The site includes FAQs and links to materials.

Find additional info, on the [Constellation microsite](#) especially for AICUP Members.

Learn More about [Constellation & the AICUP Energy Procurement & Management Program](#) on the AICUP website.

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How Higher Education Institutions Can Adapt to the New Normal **~Synario**

Without adequate cash flows, revenue generation, or new capital injections, many higher education institutions won't be able to stay solvent and keep their doors open. If higher education as we know it is to survive institutions must be able to weather this storm.

Even after COVID-19 ends and campus closures are lifted, systemic financial challenges will remain. Going back to business as usual would be a step backward. Higher education institutions must embrace the "new normal" in order to remain resilient and prepared for whatever the future may bring. Here are a few ways they might be able to do that:

THIS ENGAGING E-BOOK WILL BETTER HELP YOU TO:

- Quantify the impacts of COVID-19 on higher education.
- Understand the implications of those impacts.
- Navigate the post-COVID world with focused improvement in three areas.

[Download >](#)

Learn More about [Synario & the Agile Financial Modeling Software](#) on the AICUP website.

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Help Your Business School Graduate Students Save Money ~Credible

During these unprecedented times, students are relying more than ever on online tools and resources. Please join us for **a brief half-hour Business School webinar** to discuss how your students can make better financing decisions faster and easier and find the best private loan for their unique educational financing needs.

Credible is the only trusted and recognized online marketplace that can provide your Business Students and their families with competitive, personalized, prequalified private student loan offers from multiple vetted lenders in real-time on a single dashboard, without affecting their personal credit score.

Here is what you will learn about Credible's comparison tool, which has revolutionized how your Business Students can finance their Private and Refinanced Student Loans:

- Time Saving & Ease of Use
- Smart Financial Decisions
- Eliminate Confusing Mistakes
- Neutral and Transparent Resource
- Peace of Mind for Students & Families
- Demo of tool provided & how to implement Credible's FREE URL links on your Financial Aid Office website

Webinar Dates (choose one):

- [Tuesday, February 23, 2021, 1:00 PM – 1:30 PM EST](#)
- [Thursday, February 25, 2021, 3:00 PM - 3:30 PM EST](#)

Learn More about [Credible & the AICUP Program](#) on the AICUP website.

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SHI International

CARES Act Funding Overview Webinar

March 4, 2021

1:00 PM - 1:45 PM

Please Join Michael Esolda, Government Affairs - Senior Program Director at SHI International Corp. as he reviews CARES Act Funding. Colleges and Universities are struggling to understand the guidelines, how to spend the funds, and what to spend the funds on. Michael will highlight resources available to AICUP members to help navigate the CARES Act guidelines. We will also review SHI's Grant program and additional ways Colleges and Universities can secure funding for projects outside of CARES Funding.

Key Learning Objectives:

- About SHI
- What funding is available
- Higher Education Emergency Relief Fund – HEERF II
- Leveraging Cares Act Funding for Digital Transformation
- Guidelines and deadlines
- Higher Education Case Study – Device Deployment
- Additional Grants that are available and how to secure funds

Presenters of the Webinar include:

Michael Esolda - Government Affairs Sr. Program Director – Michael Esolda has over 35+ years of experience in the public sector. Prior to joining SHI Michael was the CIO for Woodbridge Township Police, Municipal Government & School district for 32 years and also served as a Technology Consultant for educational institutions for 6 years as well prior to joining SHI in 2020.

Lance Lorenz – Government Affairs Manager - Lance has 20+ years of professional federal experience specializing in government relations and holding progressively responsible roles in contracts, licensing, and sales.

Dominick Fama – District Sales Manager NJ, PA, & DE – With over 20+ years at SHI, Dominick manages 10 field Account Executives with a specific focus on education in SHI Public Sector East Region.

[Join this webinar on 3/4 at 1:00 PM](#)

Contact [Mike Cruse](#) with any questions

Learn more about [SHI International](#) on the AICUP website.

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Cintas

Non-Contact Digital Thermometers - Price Reduced to \$29

MOBI® Non-Contact Digital
Forehead Thermometer
616940

- Non-Contact Forehead Digital Thermometer
- Measures temperature from 1” away without contact
- Fast results in 1 second
- Memory recall of last 50 readouts
- Batteries included

[Download Flyer](#)

Contact Tom Best by [email](#) or call 570-687-7766 to order (no minimum)

Learn more about [Cintas](#) on the AICUP website.

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RLPS Architects & RLPS Interiors

The Side Hustle: How to Attract 'The Entrepreneur Generation' to Campus

Colleges and universities of every size must consider entrepreneurial program spaces that address the aspirations of today's students. Dubbed 'The Entrepreneur Generation,' many expect to start their own company—almost 54% of Gen Z's according to a recent Nielsen study. This generation, born after 1996 and raised in the 'influencer' age, seeks financial independence and the opportunity to make an impact.

To respond to the entrepreneurial spirit of Gen Z and help these future leaders develop relevant skills and experience, campuses are investing in maker spaces, think-tanks, incubators and innovation centers located across disciplines and in multiple buildings to encourage access to these resources for all students. When designed well, these spaces:

- Provide students the **freedom to think and create**

- Create **adjacencies** that encourage collaboration
- **Harness group energy** to inspire students
- **Showcase experiential learning** to serve as a draw for prospective students

[Read the entire blog here](#) to see expanded information on these topics and gather tips for your own campus initiatives.

Learn more about [RLPS Architects & RLPS Interiors](#) on the AICUP website.

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C&W Services

The Challenge for Higher Education Finance & Facilities Leaders

C&W Services, a new AICUP corporate affiliate, sees the growing challenges facing higher education with two consistent themes emerging from their discussions with finance and facilities leaders:

- Campus appearance, safety, health and wellness continue to be vitally important factors for students and parents making enrollment decisions.
- Campus facilities comprise one of the largest expense categories for colleges and universities – but potentially a powerful source of savings and revenues in today’s challenging fiscal environment.

To address these themes, campuses are exploring strategic partnerships and innovative solutions for facilities outsourcing including fully integrated solutions or a healthy mix of in-house and outsourced services to supplement their teams. C&W Services are designed to:

- Ensure safe, healthy, clean and attractive campus spaces
- Increase enrollment, retention and identify new revenue opportunities
- Reduce deferred maintenance through proactive, preventative and predictive maintenance
- Acquire new talent, innovation and technology to improve facilities and serve students
- Optimize capital investment to achieve long term financial sustainability

C&W Services ensures campuses are a fitting reflection of their heritage and remain valuable, financially sustainable assets serving students, faculty, staff and visitors.

Learn more about [C&W Services](#) on the AICUP website.



Sallie Mae

Bridging the Dream Scholarship Program

While the benefits and value of a higher education have never been greater, access is uneven, and far too many first-generation, low-income, and minority students face obstacles in reaching and completing college.

To help meet the needs of those students, The Sallie Mae Fund, the charitable arm of Sallie Mae®, has partnered with the Thurgood Marshall College Fund to launch a new scholarship program. The Sallie Mae Fund Bridging the Dream Scholarship Program will provide \$1 million a year over the next three years to help students access and complete post-secondary education.

Nearly 900 students, including **high school seniors**, **students in their final year** of post-secondary education, and **grad students**, will receive scholarships through the scholarship program over the next three years.

Who is eligible:

- *The Bridging the Dream Scholarship for High School Seniors:* In 2021, The Sallie Mae Fund will award (25) \$10,000 scholarships to high school seniors who plan to enroll in a two- or four-year degree professional certificate, or vocational training program. Seniors who excel inside and outside of the classroom and demonstrate financial need can apply now through March 8th [here](#).
- *The Completing the Dream Scholarship:* In 2021, The Sallie Mae Fund will award (260) gap scholarships worth up to \$2,500 to minority students and those from underserved communities who are on track to graduate but are at-risk of not completing due to financial emergency or unpaid school bill. Students can apply for the Completing the Dream Scholarship [here](#).
- *The Bridging the Dream Scholarship for Graduate Students:* Coming later this year, The Sallie Mae Fund will also offer (10) \$10,000 scholarship to minority students and those from disadvantaged communities who are pursuing a graduate degree.

[Download Flyer](#)

[Download official scholarship rules.](#) Ends March 8.

Learn more about [Sallie Mae](#) on the AICUP website.

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Step toe & Johnson

Compliance Audits - How to Prevent Major Title IX Issues

Institutions of Higher Education need to consider new approaches to Title IX compliance. We recommend proactive, periodic, non-incident related, and targeted operational compliance audits to get in front of Title IX issues before they become issues.

Consider just one recent situation. Currently, there is an outside audit being conducted regarding Louisiana State University's handling of sexual misconduct complaints. Inter alia, concerns have been raised as to the effect of an athletics staff member improperly instructing students to report their sexual misconduct allegations to a senior associate athletic director instead of to the University's Title IX office, as required by University policy. To the extent that University officials did not take the appropriate action to correct the mishandling of complaints, LSU faces serious consequences.

LSU's situation demonstrates that it is not enough for an institution simply to have compliant policies or even highly trained staff. Even if a sexual misconduct policy meets all compliance requirements, operational failures can result in major compliance and litigation problems. After-the-fact operational audits are purely therapeutic: the damage is done. Do you know where your systems are most operationally vulnerable?

Step toe & Johnson recommends a preventative solution – periodic, targeted internal audits of Title IX operations. These internal audits make it possible for an institution to improve operational compliance, prevent prolonged operational error in handling sexual misconduct complaints, and efficiently resolve any compliance issues before they mature into serious problems. Acting preventatively is key in saving an institution from experiencing the painful and costly remediation of preventable errors in Title IX systems operation.

Step toe & Johnson attorneys, with extensive litigation and operational compliance

experience, are here to walk you through how this process might work best for your institution.

Learn more about [Steptoe & Johnson](#) on the AICUP website.

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SafeColleges

Five Action Steps to Building a Positive Culture for Faculty & Staff Webinar

[Register](#)

February 24, 2021

2:00 PM

Happy and engaged faculty and staff are committed to and passionate about the work they do, resulting in better performance and lower turnover. Yet many colleges and universities struggle to provide a positive healthy workplace culture.

Why?

Because it seems elusive, hard to measure, and hard to prove ROI. It's also hard to address a negative culture where incivility or bullying may thrive because your institution may not have guidelines for addressing these behaviors and supervisors probably aren't trained to step in. Then enter #BLM, COVID-19, the elections... there is a lot working against your institution in terms of positive workplace cultures.

Learning Outcomes:

- Confidently discuss the similarities and differences in workplace bullying and harassment and bullying and violence.
- Understand negative behaviors as a social phenomenon that includes peers, leaders, and the institution's culture.
- Understand the mistakes many organizations make in delivering workforce surveys so that you can avoid them.
- Conduct a survey to determine the climate, and use the results to make a business case for change, and to create an action plan for a positive culture.
- Implement a healthy workplace policy that has buy-in from faculty and staff.
- Use your institution's core values to drive and measure behavior.
- Create a better, more powerful harassment prevention training program.

- Use the three steps of intervention to help abrasive leaders change their ways.

Learn more about [SafeColleges](#) on the AICUP website.

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TimelyMD

Advancing Student Health & Well-Being with Virtual Solutions Webinar

[Register](#)

March 4, 2021

11:00 AM - Noon

TimelyMD has recently become a corporate affiliates and looks forward to supporting AICUP member college students with access to no cost 24/7/365, on-demand medical and mental health services. As the leading telehealth provider created to meet the unique needs of colleges and universities, TimelyMD's student-focused, complete care solution acts as an extension of current, on campus health services to improve the mental and physical health of students. By making virtual care accessible anytime, anywhere, TimelyMD empowers students to thrive in all aspects of their lives.

TimelyMD is holding a webinar on how student-first telehealth solutions can meet health and well-being needs of students. TimelyMD works with over 75 higher ed institutions across the country to support over 425,000 college students with access to 24/7/365, on-demand medical and mental health care.

Learn how Neumann University's partnership with TimelyMD has enabled its students to thrive on and off campus in the face of the COVID-19 pandemic.

Presenters:

- Dr. Christopher Haug, VP for Student Affairs, Neumann University
- Chris Clark, Chief Strategy Officer and Co-founder, TimelyMD

Learn more about [TimelyMD](#) on the AICUP website.

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Collegis Education

Why IT Governance in Higher Education is So Essential

It's clear that the right technology ecosystem can make life easier for employees and consumers alike – in higher ed and everywhere else – but it's incredibly complex to determine the highest-priority technology needs, the most appropriate solutions and even the right time to introduce new tools. Without an established IT governance structure in place, an institution has little hope of being able to provide the best digital experiences.

[Read More >](#)

Learn more about [Collegis Education](#) on the AICUP website.

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Barley Snyder

The Impact of COVID-19 Vaccines on the Higher Education System

AICUP members were invited to participate in a webinar held by Barley Snyder looking at the impact of COVID-19 vaccines on the higher education system. For those unable to attend, below you will find links to the recording and the slide deck.

[Webinar Replay](#)

[Slide Deck](#)

The Barley Snyder attorneys talked about some of the specific challenges institutions of higher education face when it comes to the COVID-19 vaccine. Some of the questions discussed were:

- What is the current status of the vaccine?
- Can colleges and universities mandate some or all of their employees to get vaccinated?
- Can institutions of higher education require proof of vaccination before allowing students to come to campus?

- What are the special considerations for students?

Learn more about [Barley Snyder](#) on the AICUP website.

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Noveta Health

A Prescription for Honesty

The cost to insure your employees has risen over two and a half times (2.58) in the last ten years.

Why is this happening?

Noveta has had opportunities to speak to large groups of physicians and ask them to raise their hands if their reimbursements have risen by this same amount. Typically, that gets a laugh and grumblings that reimbursements have decreased in this period. Margins for most hospitals are below 5% and many are in the red. Pharmaceutical companies are by no means choir boys but, except for the big news makers surrounding opioids etc., you can work with most of them.

So where is all the rise in cost coming from?

In October of 2019, the Journal of the American Medical Association published a study of healthcare insurance costs in the 20 richest countries. The US is one of the worst and by a wide margin. Except for Sweden (which the US is almost 40% higher) we were more than double the cost of all countries. The conclusion of the study was that the middlemen in our system are driving the exorbitant cost.

So, who are the middlemen?

Typically, the top contributor is your pharmacy benefit manager, TPA and Broker, in that order. If you are fully insured that process is all balled up into one. Either way the spread pricing, commissions and markup exacted by the current stewards of our health insurance system have derailed the train. Additionally, the current system rewards these middlemen when your employees are sick and using medications.

In Noveta's experience this current bloated system contributes to about 30% of your annual healthcare costs. Also, and just as important, there is little if any incentive to educate employers and employees about cost saving measures and better personal health outcomes.

Noveta Health LLC has creative solutions to all these problems.

Learn more about [Noveta Health](#) on the AICUP website.

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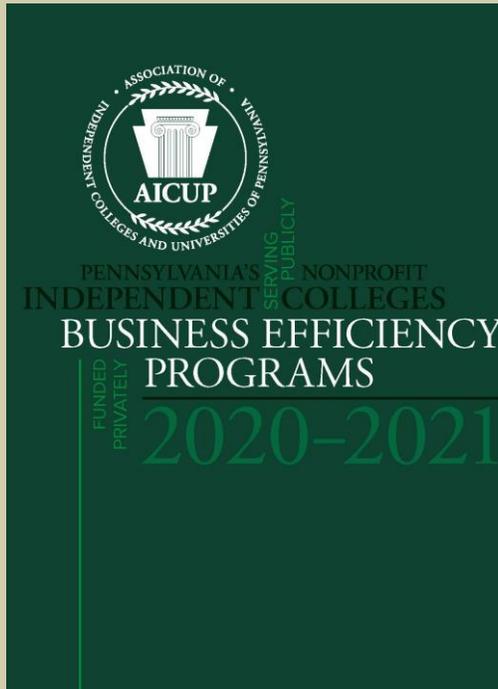


COVID-19 PPE Resources

AICUP sponsors almost 40 collaborative ventures that promote efficiency and otherwise save and share resources on our campuses. These initiatives engage anywhere from 5 to 85 of our schools. They are each vetted by a very engaged Member Services Committee and then approved by our full Board.

- Here are [recommended solutions](#) (based on size of company and AICUP previous experience with them).
- Here is a [list of resources](#) offered by other entities (DCED and Chambers).

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Business Efficiency
Programs**

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