



## ***Business Efficiency Programs Update***

**February 2022 - Volume 12, Issue 2**

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## Latest from AICUP

### 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.

### Save the Date: Campus Leaders Forum - Hybrid Format

This will be a hybrid event with the in-person event scheduled for **June 15-16, 2022** at the Central Hotel & Conference Center in Harrisburg. Because of the increased participation at the all virtual event in June of 2021, there will also be sessions offered in the first two weeks of June. Corporate affiliates will receive registration/sponsorship information in March. Registration for those from our member schools will begin in April.

### Save the Date: Good Citizen Scholarship Golf Outing

The annual scholarship golf outing will be held on **Tuesday, October 18th** at the Dauphin Highlands Golf Course in Harrisburg. Sponsorship Information will be available in May.

### 2021-2022 Business Efficiency Program Manual

AICUP publishes a virtual manual on our many business efficiency/collaboration programs each year. Over the past year, our AICUP team has collected information on AICUP member participation in specific AICUP Programs; and calculated savings data from all business efficiency and shared services programs.

[Access the Business Efficiency Manual 2021-2022](#)

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## Lunch & Learn Webinar Series

AICUP has launched a [Lunch & Learn](#) webinar series on a variety of topics from *AICUP Endorsed and Member Preferred program (AMP) providers*. This will be an ongoing series throughout the year with additional webinars being added as they are scheduled. These webinars will be an hour in length allowing for 15 minutes of Q&A. Below are links to more information about the upcoming webinars:

[Clery Center Membership: Experts in your Corner 3/1](#)

[IT Device Management Strategies 3/10](#)

[A/P Automation for the Modern Finance Office 3/16](#)

[The Buildable MasterPlan 3/23](#)

[Importance of Healthcare Navigation & the Claims Cost Curve 4/6](#)

[University & College Insurance Consortium – Why it's a Success 4/12](#)

[Modern Payment Platforms & Strategic Insight 4/13](#)

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## AICUP's Energy & Procurement Program ~Constellation

AICUP members can manage energy costs in new and powerful ways to achieve budget certainty, cost savings, and financial protection with Constellation's full

range of integrated energy solutions. Constellation also provides AICUP with educational materials and a dedicated focus serving colleges and universities.

[Learn More](#)

**AICUP's Contact: Blaire Miller at [blaire.miller@constellation.com](mailto:blaire.miller@constellation.com)**

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

[View the Weekly Energy Industry Summary](#)

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## **Lunch & Learn Webinar Series: Clery Center Membership - Experts in Your Corner**

**Tuesday, March 1, 2022**

**12:30 - 1:30 PM**

[Register](#)

**Clery Center**

Approachable Clery Act subject matter expertise? Practical solutions for complicated tasks? Collaboration with peers? Free, current resources? Look no further than membership with Clery Center. Learn more about the full value of Clery Center membership through this presentation highlighting key benefits, networking opportunities, and costs.

[Clery Center](#) is the longtime endorsed program provider of the **AICUP Clery Center Membership Program**. Clery Center Membership connects campus safety professionals with ready-to-use materials, resources, and strategies to help guide them through understanding and implementing the provisions of the Clery Act. We not only guide institutions in implementation, but to exemplify the spirit of the law with a proactive commitment to campus safety. With Clery Center Membership colleges and universities receive unparalleled expertise in the form of

annual security report reviews, unlimited technical assistance and support, free tools and resources, free and discounted trainings, workshops, and webinars, and access to the Clery Center Member directory and private discussion board.

**AICUP's Contact:** Cheryl Levy, [clevy@clerycenter.org](mailto:clevy@clerycenter.org) or 484-584-4217

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## **Combined Sexual Misconduct & Dating/Domestic Violence & Stalking Training**

***~D.Stafford & Associates***

**April 25-29, 2022**

**11:00 AM - 5:00 PM**

**Standard Rate: \$970 AICUP Rate: \$690 (-\$280)**

[Register](#)

In this comprehensive course, participants will learn how to investigate reports of sexual misconduct in higher education, including sexual harassment, sexual assault, dating violence, domestic violence, and stalking. The course will break down the elements of each offense and through practical application, participants will receive tools for conducting complete, fair, and impartial investigations from start to finish that protects the safety of all parties and promotes accountability. This class meets the requirements of training as required by Title IX and the Clery Act, as amended by the Reauthorization of the Violence Against Women Act of 2013 and will include discussion around state laws.

Some of the key topics that will be covered are:

- Review of relevant laws, regulations, and guidance that impact investigations
- The elements of sexual harassment, sexual assault, dating violence, domestic violence, and stalking
- Considerations when investigating dating and domestic violence
- Conducting concurrent criminal and civil rights investigations

- Understanding consent and incapacitation
- Interviewing techniques, including credibility and relevancy determinations
- Issues of relevance to create an investigative report that fairly summarizes relevant evidence
- Understanding the campus adjudication process
- Serving impartially and avoiding conflicts of interest and bias in the Title IX grievance processes

### **Who Should Attend**

This class is appropriate for Title IX investigators and other administrators/staff conducting administrative investigations into claims of sexual misconduct, sexual assault, dating violence, domestic violence, and stalking, including personnel in campus police/public safety who are involved in conducting criminal or civil rights investigations into these claims.

**AICUP's Contact:** *Dolores Stafford at [dolores@dstaffordandassociates.com](mailto:dolores@dstaffordandassociates.com)*

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### **Lunch & Learn Webinar Series: IT Device Management Strategies**

**Thursday, March 10, 2022**

**12:30 - 1:30 PM**

[Register](#)

**First American Education Finance**

Traditional lease-finance models are incrementally focused....while taking a programmatic financing approach unlocks capital more consistently on an annual basis, allowing you to adopt new technology at a quicker pace and thrive as an institution. First American's Device Management Program is designed to deliver sustainable and cost-effective endpoint lifecycle management solutions for university Finance, Procurement, and IT leaders. Learn how AICUP institutions are

leveraging our team to address long-lead times and enhance IT asset deployment and recovery strategies on campus.

First American Education Finance is the longtime endorsed program provider of the **AICUP Project & Equipment Finance Program**. They are a financial services company dedicated exclusively to education. For more than 25 years, First American has provided more than 800 schools with project financing and equipment leasing services to achieve their vision and deliver the best education possible to their students. Backed by the strength and stability of the Royal Bank of Canada, it helps schools develop funding solutions for complex facilities projects and campus-wide technology initiatives.

**Contact:** Matt Rankin, [matthew.rankin@faef.com](mailto:matthew.rankin@faef.com) or 585-643-3459

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## Making Student Health Insurance Part of the Educational Experience ~*First Risk Advisors*

As part of the Lunch & Learn Series, the **AICUP Student Health Insurance Program** was discussed.

The webinar looked at:

- Consortium Student Health Insurance Plan Benefits and Advantages
- Updated Plan Support Services

If you missed it, you can view the [recording](#) and/or the [slide presentation](#).

First Risk Advisors is the longtime endorsed program provider of the **AICUP Student Health Insurance Program**. Their student insurance programs provide year round coverage to over 390,000 college students in over 450 colleges and universities. They serve hundreds of thousands of insured students and their dependents every plan year.

**AICUP's Contact:** David W. Opperman, [dopper@firstriskadvisors.com](mailto:dopper@firstriskadvisors.com) or 267-880-2300

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## Lunch & Learn Webinar Series: *Importance of Healthcare Navigation & the Claims Cost Curve*

**Wednesday, April 6, 2022**

**12:30 - 1:30 PM**

[Register](#)

**HealthAdvocate**

This session will look at data analytics and how that is impacting the ability to reach people and get healthcare gaps in care closed that in turn bends the claims cost curve. The importance of healthcare navigation to further the value of any benefits package will also be explored.

[HealthAdvocate](#) is the provider of the **Personal Health Advocacy Program**. Health Advocate makes it easier to take control of your health by personalizing and simplifying the experience. Using a combination of hands-on help, a powerful technology platform and data analytics, they can help people get the care they need, when they need it. Our health care experts are trained to listen and ask hidden questions. Picking up the phone or using their personalized app, members can reach them for help 24/7. The result? Greater engagement, improved health outcomes, reduced absenteeism, lower healthcare costs, and most importantly: an easier healthcare experience that works for everyone.

**AICUP's Contact:** Suzanne Starker, [ssarker@healthadvocate.com](mailto:ssarker@healthadvocate.com) or 215-880-6364

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## What's New? ~JourneyEd

### Get Students Creating Images & Graphics - Adobe Webinar Series

**March 16, 2022**

**1:00 PM**

[Register](#)

Give students everything they need to design high-impact report covers, flyers, posters, infographics, and more. In this session, we'll demonstrate how students can use Adobe apps to bring text, shapes, colors, and photos together in images and graphics that grab attention.

### Prepare the Next Generation with In-Demand Skills

Equip your students with the industry-leading digital tools they need to create persuasive communications in every class. Adobe Creative Cloud enables students with cutting-edge designs for user experience, AR/VR, digital painting, video effects, and so much more using their own computers and devices.

Creative Cloud gives students the tools and skills to become active content creators who are prepared for success in the modern workforce.

[Get a Quote](#)

Already a Client? Go [here](#) for Deployment Resources

### A Seamless Experience with Fewer Disruptions, Wherever You Work

Investing in the right technology is critical to perform your job efficiently. For over 20 years, Dell Precision has delivered innovative, high-performance workstations that keep up with your demanding workload.

[Learn More](#)

### Powering Advanced Creative Workloads with Entry-Level Workstations

Workstations are built to handle even the most performance-intensive tasks which require significant processing power and rely on professional grade processors, storage and graphics – think editing, designing and CAD workflows.

[Learn More](#)

**AICUP's Contact: Jason Watson at [jwatson@journeyed.com](mailto:jwatson@journeyed.com)**

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## **Lunch & Learn Webinar Series: *Modern Payment Platforms & Strategic Insight***

**Wednesday, April 13, 2022**

**12:30 - 1:30 PM**

[Register](#)

**PNC Bank**

Real Time Payments, Zelle and Direct to Debit Card solutions continue to evolve as innovative payment platforms that are safe, ubiquitous, efficient and becoming broadly accessible. We would further explore how higher education treasury organizations are grappling with transitioning from a batch world to a real-time world to meet ever-changing faculty and student expectations — while remaining true to their business strategy.

[PNC Bank](#) is the endorsed provider of the ***Electronic Payables & Purchasing Cards Program.***

**AICUP's Contact:** Judith Gainer, [judith.gainer@pnc.com](mailto:judith.gainer@pnc.com) or 412-768-1044

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## **AICUP Bond Finance Update ~Stifel**

[Municipal Market Update - Week of February 14, 2022](#)

Stifel oversees the **AICUP Debt Financial Advisory & Bond Program**.

Through this Program, AICUP members have managed all aspects of their debt portfolio. The program's highly experienced team includes the national Higher Education Practice Group of Stifel, Ballard Spahr and The Bank of New York Mellon Trust Company (as Trustee). The same individual team members employed by the program's participating firms have worked with the program since its inception in 1997, saving AICUP members both time and costs of issuance.

**AICUP's Contact:** Linda Eremita at [eremita@stifel.com](mailto:eremita@stifel.com)

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## **Building with Real World Financial Constraints**

**~Kimmel Bogrette Architecture + Site**

The inaugural webinar of the Lunch & Learn Webinar Series took place last week. It featured Kimmel Bogrette's AMP program, **The MaserConcept**. This is a first ever design product built to help higher education institutions with real-world financial constraints that matches need to budget in an affordable, fixed-cost package that relates to your Institutional Brand.

If you missed it, you can view the [recording](#) and/or the [slide presentation](#).

**AICUP's Contact:** Buck Collins, [bcollins@kimmel-bogrette.com](mailto:bcollins@kimmel-bogrette.com) or 610-834-7805

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## Lunch & Learn Webinar Series: *A/P Automation for the Modern Office*

**Wednesday, March 16, 2022**

**12:30 - 1:30 PM**

[Register](#)

**Paymerang**

Accounts payable staff are now leaner than ever and spend upwards of 84% of their time on non-value added clerical functions, according to the Institute of Financial Management (IOFM). AP leaders are eager to improve operational efficiency, reduce fraud and cyber risk and protect Institutional funds. Embracing automation empowers your staff to obliterate obstacles and focus on more strategic initiatives. Through a few simple process changes, you can cut your AP process time in half, pay vendors faster and turn Accounts Payable into a revenue stream.

Learning Objectives:

- Discuss current AP pain points and headaches
- How using Paymerang makes AP more efficient
- Understand how simple it now is to leverage Procure to Pay Automation
- Finance Automation Benefits

[Paymerang](#) is an AMP provider of ***A/P Automation Program*** which frees higher education from repetitive manual tasks, reduces fraud, and eliminates compliance risks.

**AICUP's Contact:** Brian Cook, [bcook@paymerang.com](mailto:bcook@paymerang.com) or 804-317-9229

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## Lunch & Learn Webinar Series: *The Buildable Master Plan*

**Wednesday, March 23, 2022**

**12:30 - 1:30 PM**

[Register](#)

**Kimmel Bogrette Architecture + Site, Inc**

Campus Master Planning Intended to be Built: A Success-focused Alternative to the Traditional Campus Master Plan

[Kimmel Bogrette Architecture + Site, Inc](#) is an AMP provider of the **MasterConcept**

**Program.** They are a full-service design firm specializing in Master Planning, Architecture, Interior Design and Site Planning for Mission Driven Institutions. To date, they have worked with 20 AICUP members to further their Missions with projects that build their individual brands and attract the students they desire most.

**AICUP's Contact:** Buck Collins, [bcollins@kimmel-bogrette.com](mailto:bcollins@kimmel-bogrette.com) or 610-834-7805

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## Lunch & Learn Webinar Series: *University & College Insurance Consortium-Why Its a Success*

**Tuesday, April 12, 2022**

**12:30 - 1:30 PM**

[Register](#)

## **RCM&D**

This session will demonstrate overall success of this program through claims and post injury management practices:

- Provide an overview of claim statistics and trend analysis
- Showcase the 360-claim review process
- Highlight the post injury management practices to include first report of injury (FROI), return to work and root cause analysis
- Bucknell University case study
- Financial overview, which is also a testament of the program's success and stability

[RCM&D](#) is the AMP provider of the ***University & College Insurance Consortium***.

**Consortium.** This consortium is a Pennsylvania group self-insured workers compensation program specific to the education industry that strives to provide a stable workers compensation financing arrangement and a focus on developing collaborative loss control solutions for education-specific risk exposures. The UCIC program has existed for over 15 years and has maintained a steady membership. Presently, 17 AICUP member schools participate.

**AICUP's Contact:** Clint Wevodau, [cwevodau@rcmd.com](mailto:cwevodau@rcmd.com) or 717-231-3058

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**Alera Group**

**Healthcare Group Purchasing**

The pressure on administrations to balance and predict their institutional budgets is high. To provide health plan sustainability, several colleges and universities in the northeast have collaborated in a program called Health4Edu.

Four members of the New York Six Liberal Arts Consortium (Colgate University, Hamilton College, St. Lawrence University, and Hobart & William Smith Colleges) founded a collective healthcare program in 2014 and have welcomed eight additional members with lives currently covered across three states including Pennsylvania.

*Our health insurance budgets were uncontrolled. Even in 'good' claims years we were seeing increases. Some moved to self-insurance, yet others were concerned by the associative risks. We considered our collective size and leverage, which had been successfully applied in other ventures. Could it apply to healthcare without demanding significant changes to the plans offered on our campuses? We launched a multi-year feasibility study to evaluate opportunities for our consortium, which led to the development of Health4Edu.*

~Amy Cronin, Executive Director of the New York Six Liberal Arts Consortium

Health4Edu now has an established track record over nearly a decade and is interested in sharing its history of success with Pennsylvania private colleges and universities. We encourage you as an AICUP member to learn how the exclusive Health4Edu platform will help to manage your spend and build surplus.

**AICUP's Contact:** Don Balla at [don.balla@aleragroup.com](mailto:don.balla@aleragroup.com) or 412-430-3070

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**Apogee**

**How 3 Colleges Innovate & Address Budget Challenges  
w/Managed IT Services Webinar**

**Thursday, February 24**

**3:00 PM**

[Register](#)

Higher education enrollment numbers declined in Fall 2021 at the alarming rate of 3.1 percent, creating budget shortfalls that challenge higher ed leaders to innovate

and attract and retain new learners. This is a turning point. Together we can unlock IT's time to drive innovations that create a student-centered environment and deliver high return on educational investment (ROEI).

But what steps can we take to accomplish this when budget challenges abound?

Hear from Robert Blue, CFO of Centenary College, Jamel Wright, President, and Ann Fulop, Provost, of Eureka College, and David Weill, CIO of Ithaca College. These distinguished campus leaders will discuss how they partnered with Apogee to offload their network operations so IT could tackle strategic projects essential to institutional resilience and financial health.

You'll learn how they:

- Moved in-house IT operations to a managed services model
- Achieved IT operations financial stability and predictability
- Aligned technology investments to campus initiatives

**AICUP's Contact:** Jeanne Frawley, [jfrawley@apogee.us](mailto:jfrawley@apogee.us) or 512-717-3523

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## **Aspect Consulting**

### **Cyber Security: Is Your Institution Secure?**

The recent pandemic has played an enormous role in the undeniably significant rise in cyber-attacks directed towards higher educational institutions. The speed at which students and staff began to work from home was so rapid that there was not enough time to execute safe and efficient systems properly. When we reviewed the statistics, there was a tremendous increase in cybercrime across all industries in just the past year alone. The education and research sectors are by far the most sought-after industries. In 2021, there was an average of nearly 6,500 attacks per organization monthly. That equals more than 200 attempted threats each day.

Cyber attackers are aware of the vulnerability of higher education institutions and research facilities. Both industries house extremely personal data worth protecting. Yet with higher education, there have been hurdles preventing institutions from allocating proper funding to secure said data. However, the rise in cyber-attacks has changed how institutions think about security.

While protection against cybersecurity can be costly, it is also necessary. Cybercriminals often sneakily retrieve credentials from innocent staff and students, allowing them to hack into systems easily. As a result, training staff and students to be aware of possible threats has become the best practice.

Properly securing data before a breach is far less expensive than attempting to recover after a violation has occurred. While revising budgets to prioritize cybersecurity may take time, there are immediate actions institutions can take to heighten security now. While this is not an extensive list by far, it can be quite helpful in protecting against cyberattacks.

First, bring awareness to staff and students about the seriousness of protecting their passwords. Second, strongly encourage the use of multifactor authentication on every personal device and those from work or school. Third, implement a zero-trust policy for staff and students.

**AICUP's Contact: Chris Bressi at [cbressi@aspect-consulting.com](mailto:cbressi@aspect-consulting.com)**

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**The Benecon Group**

***Shared Services Health Plan: The Safest, Long-Term Solution for Funding Employee Health Benefits***

What if there was a solution that gave you more control of your health insurance spending and was seamless to implement and administer?

Check out this [video](#) to learn how Shared Services can become your budget-solving solution (recorded during a *Corporate Affiliate Corner* during the 2021 **AICUP Campus Leaders Forum**)

*The Shared Services Health Plan Provides:*

- Total Transparency - Know Where Every Dollar Is Spent
- Freedom to Select the Network & Administrator for your Benefits (or keep the same!)
- Complete Autonomy in Benefit Design for the Employees
- Limited Sharing of Risk Among Members (< 25%)
- Protection from Volatile Claims
- Annual Rate Caps
- Surplus Retention - Each member controls and retains 100%
- Proven Funding Model for 30+ Years
- Compliance Resources & Complimentary Monthly Webinars

Please visit the [SSHP Interactive Resource Page](#) for additional benefits and details:

*\*To schedule a personalized webinar or learn more about the benefits of SSHP and how it is different than other consortium models, please contact [marketing@benecon.com](mailto:marketing@benecon.com).*

**AICUP's Contact: David P. Wuenschel at [dwuenschel@benecon.com](mailto:dwuenschel@benecon.com)**

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**KPMG**

### **Six Issues for Higher Education Audit Committees to Keep in Mind as They Consider & Carry Out Their 2022 Agendas**

Higher education boards and audit committees will again need to recalibrate their risk-driven agendas in 2022. Drawing on our research, insights, and interactions

with higher education audit committees and senior administrators, we've highlighted several areas to keep in mind as audit committees consider and carry out their 2022 agenda:

- Stay focused on cybersecurity.
- Understand how the institution is managing and reporting on ESG.
- Monitor other emerging risk and industry matters.
- Reinforce the institution's focus on ethics and compliance.
- Help ensure internal audit is focused on the institution's critical risks.
- Make the most of the audit committee's time together.

[Read More & Download](#)

**AICUP's Contact: Tony Fell at** [Tony.Fell@collegiseducation.com](mailto:Tony.Fell@collegiseducation.com)

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## **Fair Use Policy of AICUP Name & Trademarks for Corporate Affiliates**

Since the creation of the [Corporate Affiliate](#) program in 2005, AICUP corporate affiliates have been an important link between Pennsylvania's business sector and the independent non-profit higher education sector. AICUP enlists Corporate Affiliates as a means of providing resources to the AICUP membership. An invitation to become a Corporate Affiliate is extended only after a meeting with AICUP staff and having at least one AICUP member as a client.

There are three levels of corporate affiliate engagements with AICUP:

- AICUP Corporate Affiliate - a company designation
- AICUP Member Preferred (AMP) Provider - a program designation
- AICUP Endorsed Program - a program designation

AICUP appreciates the continued support of AICUP corporate affiliates at AICUP events such as the [AICUP Campus Leaders Forum](#) and the [AICUP Good Citizens Scholarship Golf Outing](#) as well as within various publications like [The Spotlight](#) and the [Business Efficiency Program Manual](#).

Last year an unfortunate misunderstanding occurred prompting the AICUP Staff and the Member Services Committee to develop written guidelines for the proper use of AICUP's Membership Directory and various tradenames/logos by AICUP corporate affiliates. ***A newly adopted Fair Use policy now sets forth the proper use of AICUP's tradename and trademarks in any communications by AICUP Corporate Affiliates.***

***Any who would like to view these guidelines may do so by going [here](#).***

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**AICUP  
Business Efficiency  
Programs**

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

**Tom Foley**

President

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**Tim Alexander**

VP of Finance & Administration

(Collaboration/New Program

Development)

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**Kelly Carli**

Manager of Collaboration Events &

Outreach

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**AICUP Leadership:**

[Board of Directors](#)

[Committees & Working Groups](#)

[Staff](#)



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