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Business Efficiency Programs Update

August 2022 - Volume 12, Issue 8

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Latest from AICUP

Lunch & Learn Series Resumes

Last winter, AICUP 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. Upcoming webinars:

- [Constellation Energy Market Update](#) **9/14**
- [NCFITA Cyber Collaborative](#) **10/05**
- [PAICU MEP](#) **10/12**
- WasteStrategies AuditPro Demo (*tentative date*) **10/20**

- A/P Automation Demo & Roundtable **10/27** *Registration Link Available Soon*

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 soon. Those from our members colleges who are interested in joining a sponsored foursome should contact [Kelly Carli](#).

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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Business Efficiency Manual 2022-2023 *Now Available*

This [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.

How to Use & Share It

- Once you hit the link, it will ask you if you would like to take the tutorial. Please do so - it's quick and extremely helpful. Here are a few tips:
- In the upper right hand corner you will find an arrow to download as a pdf

- Also in the upper right hand corner is a square called CONTENT which allows you to look at specific content to print and/or share via email

Here are a few highlights:

- In 2021 AICUP offered 38 different cost savings programs – of which, 28 are vendor driven and the remaining 10 are driven by AICUP staff activities.
- Thirty (30) of these programs leveraged volume and lowered costs in a way that could be documented –resulting in \$23.1 million of calculable savings in 2021.
- Twenty (20) of these programs provided service to 35 or more AICUP members and only seven (7) programs had participation of less than 10 AICUP members. All 92 AICUP Members and Associate Members participated in at least one of these 38 programs.
- \$23.1 million of calculable 2021 savings equates to an average savings of \$248,118 per AICUP member or roughly 19 times the average 2021 membership dues (\$13,143).
- Five (5) of these programs each provided annual 2021 savings that exceeded the total 2021 AICUP membership dues of \$1,209,169. These include: Aggregate Group Purchasing, Purchasing Card Programs, Software Licensing Programs, Cyber-Security and Covid19 Response.

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National Campus
Safety Awareness Month

NCSAM **SUMMIT**

PARTNERS IN PROGRESS

VIRTUAL • SEPTEMBER 14&15, 2022

As with all of Clery Center's NCSAM events & resources, the summit will be completely free. Registration is required.

[View the full agenda and register](#)

Contact: Cheryl Levy, clevy@clerycenter.org or 484-584-4217

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Lunch & Learn Webinar: Energy Market Update *~Constellation*

Constellation Market Update
Wednesday, September 14, 2022
12:30 - 1:30 PM

[Register](#)

This fall 2022 Energy Market Update will bring AICUP member colleges key insights into market trends, buying strategies, current regulatory issues, weather, and outlooks on power and natural gas pricing trends that can make you a smarter buyer and manager of energy for your campus.

Once you register, you will receive a confirmation email with your unique Zoom link. If you have any questions, please contact [Kelly Carli](#). Stay tuned for additional webinar topics and dates on the AICUP website.

[Constellation](#) is the endorsed program provider of the Energy Management & Procurement Program. By participating in the program, AICUP members can be assured of getting excellent rates, stability over a longer term, and many other value-added products (e.g. Green Power). Member colleges are priced individually to assure that one does not subsidize another.

Contact: Blaire Miller at blaire.miller@constellation.com

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

[View the Latest Weekly Energy Industry Summary](#)

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E2 Energy to Educate Grants Available **~Constellation**

Constellation strives to be a catalyst for positive change in our communities. Now through **October 1st**, Constellation is seeking applications for the **E2 Energy to Educate** grant program to engage students and inspire the next generation of clean energy leaders. Funds are awarded annually in November and support hands on educational programs that inspire students to think differently about energy.

This program has helped more than 250,000 students across the country gain a better understanding of energy-related science and technology issues that will affect current and future generations. Several AICUP member schools have been awarded this grant in the past.

We invite you to [learn more](#) and further share this exciting opportunity with your networks via [LinkedIn](#), [Facebook](#), and [Twitter](#).

[Visit our E² Energy to Educate page to learn more and apply today!](#)

Constellation is proud to serve your campus every day. And, believe today's youth will one day be tomorrow's leaders in clean energy resources and technologies.

[Constellation](#) is the endorsed program provider of the Energy Management & Procurement Program. By participating in the program, AICUP members can be assured of getting excellent rates, stability over a longer term, and many other value-added products (e.g. Green Power). Member colleges are priced individually to assure that one does not subsidize another.

Contact: Blaire Miller at blaire.miller@constellation.com

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What's New *~JourneyEd*

How JourneyEd's Services Can Work for Your Campus

During this year's virtual *AICUP Campus Leaders Forum*, [JourneyEd](#) - the endorsed program provider of software programs for Adobe, Microsoft and VMware - shared how their services can work for your campus.

Watch the video [here](#).

Technology Leasing

When managing technology resources across the full product lifecycle, leasing can provide an efficient, effective way to maximize the return from IT assets, while minimizing risk and aggressively managing costs. JourneyEd.com offers technology leasing solutions that can fit most any school's budget and technology plan.

[Learn More](#)

Microsoft Office 365 & Google Workspace Support

Modern-day technology has profoundly transformed the way educational institutions operate. The advent of newer augmented-reality (AR) and virtual learning applications is reshaping how knowledge is shared and absorbed. For a successful future, educational institutions must enrich the scholar experience with

technology and solutions such as Microsoft Office 365 and Google for Education, which makes campus life a valuable experience by helping achieve better learning outcomes for students while transforming classroom time into a hands-on teaching engagement, allowing teachers increased time with students.

[Learn More](#)

The Standard in Apple Enterprise Management

Educators need powerful, intuitive tools that serve all students – no matter who they are, how they learn, or where they learn. Jamf helps schools deliver an active learning environment to everyone with iPad, Mac, and Apple TV devices.

[Learn More](#)

Contact: Jason Watson at jwatson@journeyed.com or 800-876-3507, ext.7111

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AICUP Bond Finance Update

~Stifel

[Municipal Market Update - Week of August 15, 2022](#)

At the **AICUP Campus Leaders Forum**, Stifel presented a virtual session on **New Variables Affecting Higher Ed Borrowing Costs**. This session examined current issues affecting borrowing costs for colleges and universities in the post-COVID era including inflation, the LIBOR to SOFR transition; prevailing wage litigation; and the availability of tax-exempt forward delivery bonds.

[View the video](#) & [download the slide deck](#)

[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.

Contact: Linda Eremita at eremital@stifel.com or 412-923-5927

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Lunch & Learn Webinar:
NCFTA Cyber Collaborative - Why 34 AICUP Members Joined

Wednesday, October 5, 2022

12:30 - 1:30 PM

[Register](#)

AICUP and the National Cyber-Forensics & Training Alliance (NCFTA) have worked together to provide AICUP members with assistance in the development of shared high level cyber security initiatives to protect campus infrastructure. Expanding on this very successful collaboration with NCFTA and ten (10) Western PA AICUP members, the collaborative has expanded the effort with an additional 24 AICUP member colleges.

Phase 1 included 10 schools primarily in the western part of PA. NCFTA is a 501(c)3 not-for-profit corporation that facilitates collaboration between industries, academia and law enforcement to effectively identify and address complex cyber related threats.

This webinar will feature the NCFTA staff as well as a few CIOs from participating member schools. Learn why 34 AICUP member schools joined this collaborative.

Once you register, you will receive a confirmation email with your unique Zoom link. If you have any questions, please contact [Kelly Carli](#). Stay tuned for additional webinar topics and dates on the AICUP website.

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Lunch & Learn Webinar:

PAICU MEP - Why Your School Should Join

Wednesday, October 12, 2022

12:30 - 1:30 PM

[Register](#)

For the past several years, AICUP has been working with industry leading consultants to develop a new 403(b) Multiple Employer Plan (MEP). These consultants are: Millennium Advisory Services, Pentegra, PlanPilot, PRM Consulting Group and TIAA.

This program helps members collaboratively administer their retirement plans in order to better comply with IRS regulations and gain cost efficiencies under the MEP. This solution is gaining traction with private colleges in other states where Virginia, Wisconsin, Indiana and Michigan, have all implemented MEPs for private colleges in their states. Under the MEP, colleges have reduced financial liability exposure, reduced administrative burdens, and enhanced employee education.

This webinar will provide information on this program, why your school should consider and how to do so. You will hear from the consultants listed above as well as several HR Directors from participating AICUP Member Schools.

Once you register, you will receive a confirmation email with your unique Zoom link. If you have any questions, please contact [Kelly Carli](#). Stay tuned for additional webinar topics and dates on the AICUP website.

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Strategic Planning: The Chapman University Story

~Synario

For Chapman, maintaining a business expansion model without compromising financial stability requires using multi-year planning software. With the assistance of Synario, the University continues to define itself as a leader in the industry, avoiding the pitfalls of growth that befall similar institutions.

[Download the Whitepaper](#)

[Synario](#) is the AMP provider of the **Agile Financial Modeling Software program**. Synario for Higher Education is a comprehensive long-range modeling and planning solution designed to help CFOs, finance teams, and their boards take control of the financial trajectory of their institution. This cloud-based platform has built-in capabilities to perform sensitivity testing and what-if analysis around student enrollment and discount rates, funding sources, debt and capital, and labor and staffing. Synario provides powerful dashboards, scenario managers, and real-time displays designed to support decision-making.

Contact: Desiree Hodge, hodgede@synario.com or 215-814-1952

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Aspect Consulting

Pros of Data Warehousing in Higher Ed

What if all of the data belonging to a college or university was located in one safe and secure location making it easier for those with proper credentials to quickly access critical information on demand? Oftentimes, there are many systems required to complete all of the necessary tasks in a day. Each system provides a different function and each requires time, attention, and ultimately more of the budget. Now, imagine a single system that compiles data from all of the transactions

across the entire campus making it easier to organize, sort, retrieve, and view data, such as reports, student progress, class lists, etc.

Data warehouses make the process of managing day-to-day tasks much smoother than it was in the past. Not only does a data warehouse simplify business processes, it can save on time, increase efficiency, and lower overall costs. The benefits of building a data warehouse don't stop there. Having one single system that houses all data from student information to staff information and everything in between leads to more informed decision-making and greater success rates across campus.

Data warehousing is customized with the end user's needs in mind. Decision makers can grant as little or as much access to other users based on the users needs, which allows for safe, informed transactions that protect the confidentiality of the vulnerable, while simultaneously increasing efficiency and functionality. Data warehousing increases student success and allows for greater retention rates. It makes the admission process simpler, which inadvertently makes for a more thorough and positive student experience.

By now, in this data-driven economy, schools have learned the importance of gathering and protecting data. Many decisions regarding the future are based on data compiled over recent years. While planning for the future requires some level of prediction, data warehouses help to maintain the integrity and safety of the information needed to make such critical decisions.

Contact: Chris Bressi, cbressi@aspect-consulting.com or 610-783-0600 ext.130

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Baker Tilly

Innovative Support Services Boost Student Outcomes & Fiscal Resiliency

How do institutions meet the unique needs of a diverse student body while striving for fiscal resiliency agility at the same time? According to Iowa Wesleyan University

Associate Dean of Student Success Initiatives, Katie Aranda, and Minnesota State Colleges and Universities System Director for Student Development and Success, Paul Shepherd, it starts with building relationships with “today’s student.” In this episode, we explore innovative ways colleges and universities are redesigning and connecting their student support models to ensure critical resources and services are readily available and accessible to students when and where they need them most.

Learn the top reason why students do not complete their degrees and key strategies to strengthen student persistence now to ease the pathway to graduation tomorrow.

[Listen to the podcast](#)

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

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Barley Snyder

Title IX Proposed Regulations & Possible Impact on Higher Ed

Barley Snyder's Higher Education Industry Group Chair, [David Freedman](#), discusses the US DoED's new proposed regulations regarding Title IX and the impact they may have on higher education institutions.

[Listen Here](#)

Contact: David J. Freedman, dfreedman@barley.com or 717-399-1578

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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?

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 risk share to protect all members from the risk we don't want you exposed to
- Protection from Volatile Claims
- Annual Rate Caps
- Surplus Retention - Each member controls and retains 100%
- Proven Funding Model for 30+ Years

****Please register for our complimentary compliance webinar:***

Health Savings Accounts (HSAs) – In Depth

Wednesday, August 24th

2:00 pm – 3:00 pm EDT

[Register](#)

Contact: David P. Wuenschel, dwuenschel@benecon.com or 888-400-4647

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CampusLogic

The ABCs of Student Financial Success: Accessibility, Borrowing & Completion

Education offers people a way to better themselves, their situation, and the trajectory of their entire family. For many, financial aid is crucial to the higher education journey—for a large percentage, it's also a huge barrier. At CampusLogic, student financial success is in our DNA.

These three words—accessibility, borrowing, completion—seem simple enough, but each is also intricately complicated, and they're all interconnected. These themes affect student outcomes across the higher education journey—beginning, middle, and end—and are three of the most important topics surrounding higher education today.

[Read More](#)

Contact: Seth Ketcham, seth.ketcham@campuslogic.com or 513-716-4235

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RLPS Architects & RLPS Interiors w/Alvernia University & York College

How Partnerships Can Benefit Your Institution & the Surrounding Community

This topic was the focus of a panel discussion at the *AICUP Campus Leaders Forum* held in Harrisburg, PA on June 15th.

We need to see ourselves no longer as an ivory tower surrounded by walls or fences but in the midst of the economies of which we exist and upon which we depend. ~Dominic DelliCarpini, Ph.D., York College of PA

While higher ed and industry have very different missions and cultures, there is a

symbiotic relationship between the two. Finding a common ground for collaboration, research, and work partnerships benefits everyone. As campus recruiting becomes more competitive, community partnerships serve as a positive differentiator and a valuable resource for long-term vitality.

Alvernia University and York College of Pennsylvania are two models for campus redevelopment, revitalization, and resiliency. Each have leveraged community partnerships to provide innovative learning experiences for students while offering value to businesses and strengthening the economy in their surrounding community.

To learn more about how ***Alvernia University*** and ***York College of Pennsylvania*** have leveraged their industry and community partnerships and how your campus can do the same, [read the entire blog](#).



CollegeTowne at Alvernia University



Knowledge Park at York College

Contributors:

Dominic DelliCarpini, Ph.D. Dean, Center for Community Engagement
Naylor Endowed Professor of Writing Studies
York College of Pennsylvania

Jeff Vermeulen Assistant Vice President for External Relations
York College of Pennsylvania

Rodney Ridley, Sr., Ph.D., RTTP
Vice President of Research, Economic Development, and Innovation

Carson Parr, AIA, LEED AP BD+C, WELL AP
Partner, RLPS Architects

Contact: Sarah Bennett, sbennett@rlps.com or 717-560-9501



SafeColleges

The New Landscape for Student Well-Being

This collaborative report, titled *The New Landscape for Student Well-Being: How Prioritizing Safety, Health, and Inclusion Improves Student Success*, provides unprecedented insights on the coronavirus outbreak having a dramatic psychological effect on college students, students experiencing some challenges to their mental health and well-being during the pandemic, and college and university leaders looking for new approaches to engage students and make their institutions more welcoming and safer.

Key Findings Reveal:

- Three pillars critical to institutional success that all start with a culture prioritizing safety, well-being, and inclusion.
 - Academic Success
 - Enrollment and Retention
 - Career Readiness

- Several important actions college leaders and governing boards should consider to promote wellness and social-emotional health in order to improve retention and graduation rates—and ultimately improve the student experience.
 - Make a financial commitment to safety, well-being, and inclusion.
 - Provide more than just programming around safety and well-being.
 - Demonstrate that inclusion is apolitical.
 - Continually stress the institutions commitment to wellness and prevention.

[Download the Full Report](#)

Contact: Samantha Jones, Samantha.jones@vectorsolutions.com or 513-783-2751

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Sallie Mae

New Research Report from Sallie Mae and Ipsos Examines Obstacles to College Completion

The inaugural How America Completes College report from Sallie Mae and Ipsos explores the factors and considerations that impact a student's journey from accessing higher education to completing their degree or program. It also compares the perceptions of higher education between completers – those who finished their program of study – and non-completers – those who left college before completing their education.

Key findings of the [How America Completes College](#) study include:

- Students who attended college but did not complete are more likely to be first-generation college students, those from diverse backgrounds, and from lower-income households.
- Non-completers cited change in focus, motivation, or life change (40%), financial concerns (19%), and mental health challenges (14%) as top reasons for leaving school.
- Three-quarters of completers (74%) decided to attend college before reaching high school while more than half (55%) of non-completers decided to pursue higher education after they started high school; 34% decided to attend college during their junior year or after.
- Four in ten completers (42%) reported having a plan to pay for college compared to 26% of non-completers.
- More than 8 in 10 non-completers (82%) are open to continuing their college education at some point in the future.

- Completers (90%) and non-completers (84%) agree that traditional college may not be right for everyone. Expanding conversations with families at the high school level to include options such as trade schools, professional boot camps, and other career-focused education could lead to more successful outcomes.

The Dream Scholarship 2022-2023

To help students who are facing financial challenges successfully complete their post-secondary education, The Sallie Mae Fund, the charitable arm of Sallie Mae® - in partnership with Thurgood Marshall College Fund -- is offering \$650,000 in scholarships for academic year 2022-23 as part of its [Completing the Dream Scholarship Program](#).

To be eligible, students must be on track to complete their program in academic year 2022-2023 and be in good academic standing. Students attending two- or four-year colleges, as well as career training programs and other post-secondary education programs, are eligible to apply.

[Link to Apply](#)

Contact: Keri Neidig, Keri.Neidig@salliemae.com or 610-216-2807

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Self-Funded Health Insurance Programs

During the recent AICUP Campus Leaders Forum, three AICUP Corporate Affiliates presented virtual sessions describing their self-funded health insurance plans; with each attesting to long- and short-term institutional cost savings and plan design flexibility. All three of these competing firms also participated in a joint panel discussion on the topic at the in person session.

Below are the three different corporate affiliates who presented the virtual sessions.

Each link provides the video and slide deck from the virtual session and contact information.

- [Alera Group](#) - Health4edu
- [The Benecon Group](#) - Shared Services
- [Noveta Health](#)

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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.***

Anyone 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

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