Business Efficiency | Collaboration | AMP Programs | Corporate Affiliates | Endorsed Programs

THE AICUP
Spotlight
MONTHLY NEWSLETTER

AICUP

Administration | Compliance | Facilities | Finance | HR | Legal | Student Services | Technology | Telecommunications | Treasury

Business Efficiency Programs Update
May 2022 - Volume 12, Issue 5

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Latest from AICUP

Campus Leaders Forum - Hybrid Format
This will be a hybrid event with the in-person event scheduled for **June 14-15, 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. Go [here](#) to learn more information.

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.

Add AICUP to Email Safe Sender List
AICUP asks that you make sure AICUP is on your college or university's email safe sender list. This will ensure that important AICUP communications arrive in your email inbox.

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AICUP Campus Leaders Forum
June 2022

This year's AICUP Campus Leaders Forum (ACLF) is a hybrid event.

There will be **virtual sessions** offered on **June 1, 2, 7 & 9**. The in-person event will be at the Central Hotel & Conference Center on **June 14-15**. The event will begin on Tuesday after lunch and end on Wednesday at 4:00 PM. The sessions will be fewer, longer and will be interactive utilizing panels and roundtable discussions.

As done last year, the virtual sessions will be available to member schools for a flat fee. Once a school is registered, anyone from that school can register to attend those sessions utilizing a special code. You can contact Kelly Carli to check if your school has registered and, if they are, she will provide the code.

Promo emails have gone out - check your spam filters if you haven't received them. Meanwhile, you can view the agenda and register at AICUPclf.org.

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Institutional Policies Training:
Integrating Title IX & Clery Act Requirements
~Clery Center

Wednesday, June 22, 2022
1:00 - 4:30 PM| Virtual
Register
$225 per registrant
$199 for Clery Center Members
Deadline to Register: June 15th

Clery Center is excited to launch a new virtual training dedicated to explaining the intricacies of addressing Clery Act and Title IX requirements in policies for response and disciplinary procedures for dating violence, domestic violence, sexual assault, and stalking. Campuses often struggle to create policies that feel streamlined and approachable for students and employees and, as a result, campus community members might feel confused or lost as to how to proceed when they or someone they know is a victim of one of these crimes.

This training will explain the relationship between annual security report policy statements and the underlying institutional policies that should support them as well as instruct and skill-build around the creation of policies and procedures that fully capture the requirements of both laws. Attend this training if you are a campus administrator directly or adjacently involved in the creation or implementation of policy addressing dating and domestic violence, sexual assault, and stalking.

Clery Center is the longtime endorsed program provider of the **AICUP Clery Center Membership Program**. Clery Center is a national nonprofit organization offering a low-cost Membership program to connect 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. Clery Center Members receive benefits like an annual security report review, free and discounted training, and support and assistance from our Clery Act experts.

Download the Clery Center Brochure

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

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AICUP
Endorsed
Program

Setting Sustainability Goals & Meeting Them w/Reduction Targets

~Constellation

Government entities and institutional investors are increasingly applying pressure on organizations to address climate change.

As additional scrutiny is placed on emissions and supply chain management, many organizations have established aspirational goals to improve environmental, social and governance (ESG) metrics, although some lack detailed plans on how to achieve their goals. Constellation can deliver value and expertise in this area by helping customers set attainable milestones and understand the critical areas to target for improvement.

To comply with statewide and national clean energy regulations and global initiatives, and to be recognized as leaders in sustainability, more organizations are proactively measuring and reporting their greenhouse gas emissions (GHG) and setting targets to reduce them.

[Read More](#)

[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 Weekly Energy Industry Summary](#)

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What's New?
~JourneyEd

Comparisons of Leading Global Endpoint Protection Platforms
With the rise of digital devices and online learning, schools are among the most vulnerable to cyber-attacks. Don't wait until a breach occurs. Keep student and faculty data safe by staying one step ahead of the cyber threats.
Download

Web Filtering & Security Platform for Schools
Amid a rapidly shifting educational context, identifying the components of an engaging learning experience is crucial. These findings can serve as fundamental principles for those interested in creating engaging learning experiences in traditional or digital classroom environments. *Learn More*

Network Security
You're likely aware that schools are being targeted by cyber-attacks because their network security is not always as strong as corporate security. As a result, insurance companies are now requiring schools to upgrade their security to prevent breaches and those upgrades are costing more money. For over 30 years, we have helped schools with their technology needs while also providing budget saving education pricing. We're offering you an opportunity to save on your existing security vendor contract(s).

JourneyEd works with most of the market leaders to include but not limited to: CrowdStrike, Red Canary, Carbon Black, Sophos, Malwarebytes, Bitdefender, PC Matic, Trend Micro, SentinelOne, Trellix(formerly McAfee), ESET and more.

JourneyEd can likely save money for your school as they have done for others.
Get a quick and free quote

JourneyEd is the endorsed program provider of software programs for Adobe, Microsoft and VMware.

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 - May 2022

What Stifel Hears...

- Enrollment and tuition trends remain key drivers as student-derived revenues average approximately 75% and 50% of operating revenues for private and public institutions respectively.
- Query--Will May actually indicate what Fall enrollment looks like or has COVID caused this traditional deposit date to slide into early summer?
- Query--How will increased costs for food, energy and labor impact higher education operating budgets for the 2022-23 academic year?
- 2021 saw the last of the Federal COVID funds awarded to higher education institutions, at a time when investment returns were also robust. On the other hand, recent market disruptions without Federal COVID support, may negatively impact endowment draws.

Download Winding Down Spring...Gearing Up for Summer

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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Three Types of Fraud to Look Out For...

~Paymerang

74% of organizations were targets of payment fraud in 2020. It's imperative for colleges to conduct quarterly trainings to educate their team on fraud prevention. All it takes is one bad click for an entire organization to crumble.

Here are three types of fraud to look out for:

- **Business Email Compromise (BEC)** - this is when scam artists use emails to dupe accounting departments into transferring funds into illegitimate accounts.
- **Vendor Impersonation** - fraudsters send fake emails to companies asking for payment.
- **Phishing** - fraudsters send a fake message designed to trick a human victims into revealing sensitive information so the attacker can expose the victims device to malicious software, get their credit card info and passwords.

Download Flier to Distribute

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

Contact: Tom Smith, *tcsmith@paymerang.com* **or 804-414-6621**

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Aspect Consulting

Artificial Intelligence Has Ability to Reshape Higher Ed

Unknowingly, we use AI daily. Major corporations use AI on websites and apps in ways that seem miraculous at first. For example, have you ever browsed your favorite website, and then later when scrolling social media you see an advertisement of the exact items you clicked as you browsed? It was almost as if the stores knew you personally.

Here's another one. Have you ever gotten book recommendations in your inbox or song recommendations after listening to a particular artist? These are examples of how artificial intelligence is used everyday. Companies have learned to be creative. It's a new and personal way of connecting with potential customers in an effort to score a sale, and it works.

In education, AI is currently being used as a source of student support and guidance. Through apps, students can receive recommendations on course scheduling, best majors, and even what career paths the student may want to consider. Recommendations are based on the students grades, student profiles, and other factors. Computer scientists consider a significant amount of data when designing such applications to ensure maximum efficiency..

While these are just a few of the ways in which AI has eased into everyday existence, one of the best benefits is its scalability. While machines are not teaching full classes, there is no doubt that AI systems are capable of completing more tasks, reaching more individuals, and getting more jobs done than humans could ever do in the same timeframe. This allows organizations to reach new heights, grow in ways unimaginable, and ramp up the quality of the student experience. AI promotes successful experiences, streamlines processes, and helps with managing resources. Investing in tools that exceed your goals can take your organization to the next level.

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

Baker Tilly

Thriving in the eSports Arena at Arcadia University

The booming arena of esports is a "game changer" in higher education and continues to grow. Arcadia University's Esports Director and alum, Bill Rodgers, joins us in this episode of Higher Ed Advisor to discuss the bright future of esports and how his institution and its students are thriving in this space. The former Arcadia swim team member illustrates the unique similarities between esports and college athletics as he highlights how values of collaboration, strategy and institution-wide support in traditional college athletics are also hallmarks of a successful college esports program.

Plus, Bill shares what it takes to prepare and operate an esports program in higher education, how to optimize scholarships and recruiting for esports and keys to creating a flourishing community of esports athletes.

Listen to the Podcast
Download the eSports Evaluation Guide 2.0

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

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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.

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

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C&W Services

8 Golden Rules for Effectively Managing Maintenance Operations

Relying on consistent performance from the facility maintenance team is critical. When focused on team capability management, several principles should be

considered within the continuous improvement framework. The Eight Golden Rules are simple guidelines to establish consistent performance and build a foundational maintenance framework that enables improvement. They can be adopted for any organization looking to use maintenance data to drive improvement in their facility service program.

[Read More](#)

Contact: Frank Holister, *frank.hollister@cwservices.com* ***or 717-303-7324***

Corpay

5 Reasons to Care About Virtual Credit Cards

Financial technology is taking off all over the world. It's estimated that by 2025 80% of all B2B payments will be virtual. So, you ask, "So what? Why should I care about virtual payments?" Here are 5 reasons why you should care about virtual credit cards.

1. **Reduce cost and paper:** Virtual credit cards eliminate the need for paper checks. Loading, printing, and distributing checks can add up to a significant expense, particularly when the cost of labor and tracking lost or stolen checks are built in.
2. **Improve cash flow:** Virtual cards give your college or university the opportunity to earn rebates based on your business spend, thus effectively turning your AP team into a revenue generator.
3. **Increase working capital and float:** Hold cash longer by utilizing your credit card account to pay vendors instead of by check. Depending on the credit limit and terms you negotiate with your provider, you could extend cash float by 30 days or more without changing payment terms with your vendors.
4. **Mitigate risk:** A virtual credit card program allows you to process all of your vendor payments via a safe and secure platform. This reduces the

possibility of lost or stolen checks getting into the hands of unauthorized users.

5. **Streamline payments:** Virtual cards automate the payment and reconciliation process by integrating into your financial or ERP system. This integration releases your school from the manual work associated with vendor payments and frees your employees to perform higher value activities.

Contact: Matt Riexinger, Matthew.riexinger@comdata.com or 908-938-4884

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Coursedog

Reach & Maintain More Students
with Integrated Academic Operations

As a new corporate affiliate, Coursedog held a webinar for AICUP member schools earlier this month. This webinar looked at how to meet the evolving demands of students by examining the administrative processes that facilitate education delivery to students, known as academic operations. Integrating these often-siloed processes allows your institution to sustainably operate and support on-time completions for students.

[Watch Recording](#)
[Download Slide Deck](#)

Contact: Zach Drollinger, zdrollinger@coursedog.com or 303-590-4508

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Kognito

Using Virtual Humans to Teach Faculty & Staff to Identify & Respond to Mental Health Concerns in Students

At-Risk Mental Health for Faculty & Staff is an experiential learning experience that teaches faculty and staff how to identify, talk to, and if necessary, refer students in psychological distress to mental health support services. To increase information retention and advance personalized learning experiences, the simulation integrates multiple evidence-based instructional methodologies including scaffolding, discovery/experiential learning, situated cognition, and guided instruction. Additionally, it includes key elements from adult learning theory, motivational interviewing, and elements of multimedia learning theory, such as cohesive audiovisual components to reduce cognitive load.

A within group study was conducted with faculty, staff, administrators, and graduate students, (N = 791) at multiple institutions. Participants completed a pre-survey, followed by the training and a post survey and two-month follow-up survey. In the training, participants practiced role-playing with emotionally responsive virtual students with memory and personality that resemble real students in psychological distress.

The majority of participants were women and identified as white, had an average age of 42 and had been employed in education for 12 years. Training satisfaction measures were high, with 99% rating it 'good to excellent', 96% recommending it to others, and 90% indicating that the simulations were based on scenarios relevant to them.

Participants reported statistically significant increases from pre to post training and pre to follow-up in their preparedness and self-efficacy to recognize students in distress and motivate them to seek support. Participants were significantly more confident in helping suicidal students seek help and reported increased responsibility in contributing to a supportive campus climate, and confidence in creating a safe environment driven by open communication.

Lastly, participants were more likely to engage in motivational interviewing

strategies. These significant increases were retained at two-month follow-up, thus demonstrating the efficacy of *At-Risk Mental Health for Faculty & Staff* in supporting student mental health and wellness.

Contact: Dr. Darren Jones, *Darren.jones@kognito.com* **or 504-914-1975**

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RLPS Architects & RLPS Interiors

Supporting Student Wellness and Campus Health Through Design

For many young adults, college is the first time they've been on their own and away from their support network of family and close friends. COVID-19 made this time of sudden change even more stressful for many by limiting social interactions and activities while still expecting students to keep up with their courses. This dramatic and sudden change has highlighted the importance of student wellness design.

College campuses nationwide have reported higher levels of depression, anxiety, and stress. According to a survey by the American Council on Education, 72% of college and university presidents identified student mental health as a pressing issue for the 2021-22 school year. Mental health challenges can also result in less physical activity, eating too much or too little, making unhealthy food choices and sleep disruptions. As a consequence of the psychological stress, both physical well-being and academics can suffer.

Students benefit both mentally and physically from access to spaces to unwind, the ability to obtain affordable, healthy food and ways to socially connect with others and feel a sense of belonging. Campus spaces focusing on wellness should provide a sense of safety and security, act as a healing space and facilitate counseling and mentoring by staff and mental health professionals in response to students' needs.

Learn More

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

SafeColleges~ a Vector Solutions Brand

Webinar: Impact of Stress on Physical & Mental Well-Being: Strategies for Campus Leaders

Wednesday, June 8, 2022
2:00 PM| Virtual
[Register](#)

Population health is the science of understanding the multiple determinants of ongoing stress and trauma on our physical and mental well-being, from the cellular to the societal level. Using data science, which provides critical insights on strategies and best practices for mental well being, leaders and institutional advocates stand to make an impact on the quality of life for their students, faculty, and staff.

Learning Objectives:

By the end of this webinar, participants should be able to:

- Recall key strategies for population-level wellness.
- Describe the "micropractice" framework.
- Summarize how the power of relationships can defend against mental distress and trauma.

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

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 designations
- 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

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