



# THE SPOTLIGHT

THE MEMBER SERVICES UPDATE

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## ENERGYCONNECT TRANSFORMS DEMAND RESPONSE

### NEW GRIDCONNECT INTEGRATED PLATFORM

EnergyConnect, an AICUP Corporate Affiliate and Program Provider, has launched GridConnect, an integrated software platform that enables participation in the next generation of demand response programs. EnergyConnect is also the Curtailment Service Provider helping AICUP members participate in demand response programs. EnergyConnect is a leading provider of smart grid demand response technologies.

GridConnect provides commercial, institutional and industrial consumers with real-time energy information and empowers them to meet their energy needs through an optimal mix of demand response strategies.

GridConnect, a secure web-based integrated platform, provides 24/7 access to EnergyConnect's proven products, including the award-winning FlexConnect price-responsive demand technology. The unique and intuitive user interface enables consumers to go beyond traditional dispatch capacity programs, providing access to price-response and ancillary service market opportunities throughout the year.

*“Demand Response is an important participant in PJM Interconnection’s competitive wholesale electricity market, Our market provides real-time price signals about grid congestion and the location cost and need for power. Demand response providers, such as EnergyConnect, enable end-use customers to readily receive and respond to our price signals so they can manage their costs effectively and influence wholesale power prices by reducing demand while improving grid reliability.” ~Stu Bresler, PJM’s Vice President – Market Operations & Demand Response.*

*(Continued on p.4)*

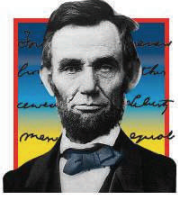


## AICUP THANKS OUR AUGUST SPONSOR

*This edition of “The Spotlight” has been sponsored by AFFINITYLTC, LLC*

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*AFFINITYLTC is an AICUP Corporate Affiliate and  
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NAEP's Gettysburg Address:  
*A Passion for Change*

★ DE/PA/WV, DC/MD/VA, Metro NY/NJ  
NAEP District II Fall Meeting ★

**DISTRICT II MEETING &  
SUPPLIER SHOWCASE**  
*Wyndham Gettysburg, Gettysburg, PA  
September 15-17, 2010*

**AICUP  
SLATED TO PRESENT  
AT  
UPCOMING MEETING  
OF THE  
NATIONAL ASSOCIATION OF  
EDUCATION PROCUREMENT**

The District II Sessions Committee of the National Association of Education Procurement selected AICUP to present a program at their upcoming fall meeting to be held in Gettysburg in September. Tim Alexander, VP of Finance & Administration, will share AICUP's success with collaborative programs in a session entitled, *Beyond Group Purchasing—Case Studies of Collaboration within the Private Sector*.

Organizations like AICUP, KINBER and LVAIC (and many others) continue to prove that private colleges are willing to collaborate on business services and procurement. This presentation will show how the business services collaboratives within the private college sector have grown substantially over the past five to ten years. Within Pennsylvania, private colleges continue to work together to develop strategic alliances, volume-based contracts and purchasing programs that lower cost and improve overall program effectiveness.

The national organization, the Coalition for College Cost Savings (CCCS), is rapidly expanding its scope of services to provide a growing list of price preferred contracts to its 598 private college members within 23 state associations. This presentation will share a series of case studies illustrating successful collaborations and citing examples within Pennsylvania and throughout the country.

Other breakout sessions include presentations from AICUP Corporate Affiliates Unimarket and Identity Theft Loss Prevention, LLC. Thomas Moiana, Manager, Purchasing & Office Services at the University of Sciences is presenting a workshop as is Patty Reich, Director of Business Services at LVAIC. Betty Lees, Director of Purchasing at Muhlenberg College and Linda Jroski, Procurement Manager at Lafayette College will conduct round table discussions.

*For more information or to register, contact Bill Lyle at [william.lyle@delval.edu](mailto:william.lyle@delval.edu)*

**PCI Compliance on Your Campus**



What are you doing about PCI Compliance on your Campus? Do you have a solid initiative with a specific roadmap and executive buy-in? Are you seeing opportunities to improve processes, reduce costs and improve your student and customer experience? Are you working with a firm that understands the "business of education" or do you feel that your consulting partner merely expects you to adopt a solution developed for general business? Are you grappling with how to start a PCI project but the task seems monumental?

**CampusGuard can understand your PCI compliance responsibilities!** We are the first PCI Council Approved Compliance firm focused solely on the business of education. All of our trained and **certified professionals** have many years experience in payment processing, data security and PCI Compliance **specifically within Higher Education.**

If you need to begin a PCI project, your current one is off track, you're tired of training your consulting firm on how your campus operates or you're not gaining insight into improving processes and reducing costs, contact the **PCI Experts for Higher Education!**

**CampusGuard – Data Security Solutions for the Business of Education** [info@campusguard.com](mailto:info@campusguard.com) or [www.campusguard.com](http://www.campusguard.com).

## CCCS & UNIMARKET ANNOUNCE ePROCUREMENT SOLUTION!

Earlier this summer, the Coalition for College Cost Savings (CCCS), a non-profit collaborative of 24 higher education member organizations located in 23 states nationally, and Unimarket, the global leader in collaborative eProcurement, jointly announced a new eProcurement portal solution for the 598 private colleges and universities that make up the current CCCS membership. With the focus of CCCS being reduced costs and increased process controls for its member schools, the availability of an affordable internet portal through Unimarket to access the sites of its multiple contract suppliers for internet commerce is invaluable. This new relationship with Unimarket and the capability it provides will enable CCCS member organizations, working across geographical boundaries, to better serve the students, faculty and communities of their member institutions and to enrich all of private higher education nationally.

By design and philosophy, CCCS does not compete with other group purchasing organizations or consortiums, but rather attempts to integrate potential supplier solutions to meet the needs of its member

organizations and their campuses. Whether by partnering with others who have established solutions or contracting for a product unique to the needs of its members, the role of CCCS is to provide resources and solutions for the benefit of a marketplace that is often underserved, private higher education. One of the CCCS members, the Association of Independent Colleges and Universities of Pennsylvania (AICUP) was a pioneer in this portal program, offering the Unimarket option to its 87 member schools for its contract programs and Provista contracts through CCCS.

*“With the growing size of the CCCS family of schools and the geography we now cover as a collaborative entity, we needed an internet access tool flexible to meet the needs of member institutions of various sizes and complexities, but also one that could scale to our continuing growth. Unimarket has provided our campuses with a gateway for greater contract usage, cost savings and market penetration for our supplier partners.” ~David Jones, Executive Director of CCCS*

Unimarket addresses the unique needs of fragmented, decentralized public sector organizations by channeling their spending power and making it easy for end-user buyers to easily purchase the right products and services from the right contracts at the right time. This is achieved through a simple portal, or ‘window

into eligible contracts’ with many CCCS suppliers accessible in one place, from one login, for members. Exclusive supplier maintained contracts

*“Unimarket is very pleased to be working with David, his staff and the CCCS membership. This is a compelling movement that drives tangible cost savings for their members’ institutions by collaborating with like-minded partners. We are proud to be one of these partners and that our technology will be utilized to accelerate these savings with easier and faster access to the compelling CCCS contracts.” ~Scott Blackwood, Unimarket CEO*

offered to members are available online, whether in hosted catalogs or punch-outs to their respective eCommerce solutions. The solution is delivered through Software-as-a-Service (SaaS) and 100% hosted (no hardware/software to be installed) with shopping carts, check-out and direct integration to suppliers’ supply chains where applicable.

By streamlining procure-to-pay business processes, efficiency and compliance become a reality. College and University financial professionals can then gain real-time, consistent visibility of spend that they need to negotiate preferred contracts, achieve volume discounts and of course, generate savings.

***For information on Unimarket and the AICUP eProcurement Portal, contact Jim Barnes at [jim.barnes@unimarket.com](mailto:jim.barnes@unimarket.com)***

## NEW GRIDCONNECT INTEGRATED PLATFORM (CONTINUED FROM PAGE 1)

Traditional demand response programs are estimated to reduce peak demand by 38 gigawatts (GW), according to a 2009 report from the Federal Energy Regulatory Commission (FERC). However, if this “business as usual” approach is expanded to include a wider adoption of advanced metering, dynamic pricing and integrated technologies, FERC estimates the demand response market could increase by more than 100GW by 2019.

Demand Response programs are providing millions of dollars of value to AICUP members. In 2009, AICUP renewed its preferred pricing agreement with EnergyConnect which

*“Demand Response is an integral part of a smarter grid and an absolute necessity during periods of peak demand. To achieve its full potential, energy consumption and the impact of electricity prices must be presented in the context of a customer’s business. Grid-Connect sets a new standard in integrated demand response technology, by providing customers with real-time energy information and market access to inform and motivate them to manage their demand, save money and contribute to a sustainable future.” ~Kevin Evans, EnergyConnect President and CEO*

helps AICUP members participate in any or all of three programs: Demand Response Economic Real Time Programs (FlexConnect), Synchronous Reserve Program (EventConnect SR) and Interruptible Load for Reliability Program (EventConnect ILR). These programs provide monthly income to participants for either:

- A standby payment for committing to shed load in a grid emergency situation, or
- Responding to high wholesale electricity prices by curtailing consumption and shifting load

Participating AICUP members also receive the value added benefit of gaining an understanding of their real-time nature of electric consumption that will better prepare them to meet the challenges of the post rate cap market in Pennsylvania. By providing innovative strategies, EnergyConnect is able to work with AICUP members to improve efficiency of electric consumption and generate significant revenue. The future of Demand Response for AICUP members-

- Turn your past campus-wide energy investments in automation, controls, VFD’s, and generation into ongoing monthly DR revenues
- Spawn DR revenues that will pay for your future energy projects
- Enhance your sustainability projects with unique DR activities, performance and ready-made metrics.
- Participate in (and profit from) the SmartGrid world right now
- Better manage your electricity usage and profile this year to get a superior supply agreement next year

*For more information about this program, contact Joe Sikora at EnergyConnect at [jsikora@energyconnectinc.com](mailto:jsikora@energyconnectinc.com)*



FEATURED CORPORATE AFFILIATE:  
ENERGYCONNECT

As electricity prices continue to increase, commercial and industrial facilities must be able to respond with a cost control strategy to keep their energy budget on track. As a facilities, sustainability, or energy manager, you can directly impact your energy spending in more ways than one. By participating in a demand response program, you’ll not only help reduce energy usage, but also receive cash payments back for participating. To access the AICUP Outcomes Report on the success of this program, contact Kelly Carli at [carli@aicup.org](mailto:carli@aicup.org). To find out more about EnergyConnect, contact Joe Sikora at [jsikora@energyconnectinc.com](mailto:jsikora@energyconnectinc.com).



## NELNET OFFERS ALTERNATIVE TO CREDIT CARD FEES

Nelnet Business Solutions (NBS), AICUP Corporate Affiliate and Program Provider, is committed to delivering superior technology and innovative business tools that improve services and reduce costs for higher education.

This goal is accomplished by providing a suite of PCI compliant, campus commerce solutions including eBilling and ePayment, actively managed tuition payment plans, cashiering, campus-wide commerce management, refunds and more.

Many AICUP member schools hesitate to accept credit card payments for tuition because of the associated fees. This can represent a lot of money and NBS offers a program called The Service Charge Program so the institution can avoid these fees.

The Service Charge Program was specifically designed for tuition and fees where the school no longer accepts credit card payments directly for current tuition and fees OR the school (who doesn't currently accept credit cards for tuition and fees) would like to offer the option of credit card payments for tuition and fees as a convenience to the students and families.

As a convenience to students and their families, the school contracts with a Third Party, Nelnet Business Solutions (NBS), to accept credit card payments online on behalf of the student or payer. NBS assesses a fee for card acceptance through its web-site. The current rate for this service to the payer is 2.75%. In the Service Charge Program a like fee is not required on an eCheck transaction. This enables an institution to avoid the high cost of interchange rates while receiving 100% of the face value of the tuition and fee transaction.

This program does not restrict the Institution from accepting all card brands in other departments around campus. NBS acts as a designated Third Party service provider to accept credit card payments for Tuition and Fees. NBS defines Tuition and Fees as anything that falls under the Merchant Category Code (MCC) of 8220.

NBS works with over 800 educational institutions (including 12 AICUP member institutions) and approximately two million students and families each year, helping them achieve their goals.

**For more information visit [www.campuscommerce.com](http://www.campuscommerce.com) or contact Warren Arleth at [warren.arleth@nelnet.net](mailto:warren.arleth@nelnet.net).**

## First American Equipment Finance

During uncertain times, preserving cash is a critical strategy for every educational institution. First American Equipment Finance (FAEF) is currently providing capital for the financing of new or recent equipment purchases and working with 14 member institutions.

FAEF has the capacity to replenish your institution's cash position for equipment purchases made during the past 12 months. FAEF will reimburse your institution 100% of the cost of the equipment and then lease the equipment back to your company under an operating or capital lease. FAEF offers 24, 36, and 48 month lease terms. The process is simple:

- 1-Identify capital purchases you have made recently.
- 2-Send us invoices and proof of payment.
- 3-FAEF reimburses you 100% for your capital purchases.
- 4-Begin your lease payments

FAEF also provides cost-effective financing solutions to provide the latest technology to your students. Leasing your IT equipment will:

1. Minimize indirect costs by establishing IT refresh programs,
2. Enhance the educational experience and
3. Insure students share the same platform and security software.

For more information, contact Chad Wiedenhofer at 585-643-3341 or at [chad.wiedenhofer@faef.com](mailto:chad.wiedenhofer@faef.com)

## 2009-2010 MEMBER SERVICES COMMITTEE & STAFF

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## THE AICUP SUGGESTION BOX



Do you have suggestions on possible articles for future Spotlights ??

Is there something happening on your campus that should be shared with other  
AICUP members ????

Is there something you would like to see on our website ?????

Let Us Know ...

**We're never short on project ideas but we'd greatly appreciate your thoughts on ways we can serve AICUP members more fully. If there is an AICUP program or Corporate Affiliate you would like to know more about, let us know!**