

A photograph of several hands of different skin tones being stacked on top of each other in a pyramid shape, symbolizing collaboration. The background is a blurred office setting.

THE POWER — OF — COLLABORATION

The Coalition offers private nonprofit colleges opportunities to save money, streamline operations and improve processes through programs designed specifically to meet your needs. These cost-saving and transformative programs have been aggressively negotiated on your behalf and are available to your college/university because they are a member of your state's private college association.

2022 is off to a very busy start. The Coalition has recently launched several programs - a new Group Long Term Care offering, software to help business offices comply with new accounting requirements, tools to help schools consolidate and save on their telecom and data needs, consulting services to help schools survive and thrive, a partnership that revolutionizes the way schools deliver health care benefits to employees, and more are on the way. There are pages on the [Coalition website](#) for each Coalition program that provide details and contact information.

We hope you'll take some time to learn more about each Coalition program, many of which offer savings and benefits unavailable elsewhere, and join the hundreds of other private colleges and universities across the nation, along with their employees and students, that benefit from these programs.

Visit the [Coalition website](#), [YouTube Channel](#), [contact us](#), or speak with your state association to learn more.

COALITION PROGRAMS

FINANCE

NEW! EZLease
Lease Accounting Compliance

NEW! Mindstream
Management Consulting

First American Education Finance
Purchasing Card
Project Financing

Paymerang
Electronic AP Payments
Invoice Automation

Transact/Cashnet
Incoming Payment Processing

MCAG
Settlement Recovery Services

ATHLETICS

CBIZ Borden Perlman Sports
Intercollegiate Sports Insurance

LEGAL

MCAG
Settlement Recovery Services

IMA
Property/Casualty/Risk
Management/Cyber/Active Aggressor

HR

NEW! Remodel Health
Health Plan Management

CastleBranch
Employee Background Screening

UnitedHealthcare
Employee Health Insurance

Liberty Mutual
Auto and Home Insurance

MAJOR UPDATE! AffinityLTC
Long Term Care Insurance

FACILITIES/ENVIRONMENTAL

Fastenal
MRO and Construction Supplies

First American Education Finance
Project Financing

TELECOM/IT

NEW! Granite Telecommunications
Telecom Solutions

HEALTH/WELLNESS

UnitedHealthcare
Student Health Insurance
Employee Health Insurance
Telehealth, Tele Mental Health

Click [HERE](#) for details about these programs and contact information.

NEW PROGRAM!!**NEW!****Lease Accounting Software Simplified**

EZLease provides fast, simple, and easy lease accounting software for ASC 842 that ensures long-term compliance for lessees and lessors across equipment and real estate assets. EZLease manages and automates the lease data management and lease accounting and reporting processes, leveraging customer-first support and deep accounting expertise.

Unlike other lease accounting solutions and spreadsheets, EZLease has no implementation costs and guarantees long-term compliance in hours. In addition to the software's centralized lease database, automated validation, and push-button accounting and disclosures reporting, leases can be loaded and updated in bulk or individually at any time. Our trusted partners can help find and abstract leases, so your data is complete and accurate. As a result, you can trust that the accounting is right, making compliance easier.

Contact the EZLease team today to get started - cccs@ezlease.com!

EZLease will host a **product demonstration for colleges and universities on March 10 at 2:00 pm eastern.** [ADD EVENT TO CALENDAR.](#)

Contact: cccs@ezlease.com

[More Information](#)

NEW!

Revolutionize the way you deliver health benefits to your employees

The Coalition is pleased to announce our newest partner, **Remodel Health!**

Remodel Health has helped colleges throughout the US provide better health benefits to their employees while saving millions of dollars to put back toward their mission. The president of Grace College in Indiana shares their experience with Remodel Health [HERE](#).

With Remodel Health, colleges can revolutionize the way they deliver health benefits to their employees by replacing old group plans with “Managed Individual Health Benefits”. Just as 401(k)s replaced pension plans in the 1980s moving retirement benefits from defined benefit plans to defined contribution plans, Managed Individual Health Benefit plans move employee health benefits from defined benefits to defined contributions. This switch results in an average of 30-50% savings on health benefits for colleges.

Contact: John Staub | Brand Manager | (317) 224-4267 | john.staub@remodelhealth.com

[More Information](#)

NEW PROGRAM!!

NEW!

Transform Your Institution to Thrive in a Post Pandemic World

Mindstream is a Management Consulting Firm focused on Transformation in Higher Education. We help colleges and universities reinvent themselves to meet today's challenges, challenges like:

- Reversing first time enrollment and retention declines,
- Re-imagining workflows and organizations in light of budget cuts, and
- Altering the institution's culture to keep needed change alive.

Our record of success demonstrates a history of refocusing strategy, boosting efficiency and effectiveness, and streamlining processes, while maintaining the institution's unique culture.

Our team represents the best experts in Higher Education, orchestrated by leadership that has led and assisted institutions of higher education for decades. Our expertise conducting complex transformation projects, shown by a track record of success with other institutions of higher education, demonstrates our characteristic combination of exceptional proficiency, reliability, and value.

We welcome this exciting opportunity to offer our services through The Coalition.

PROGRAM BENEFITS AND COST SAVINGS

- 15% discount on all Mindstream services
- Guaranteed net return of 2 x fees
- No Cost Stress Test - Our tool uses methodology developed by Robert Zemsky, Susan Shaman, and Susan Campbell Baldrige, as laid out in their book, The College Stress Test, which focuses on stable and sustained enrollments, secure revenue streams and reasonable expenditures.

Contact: Joseph Garcia, President | jgarcia@mindstreamco.com | (210) 819-7306 | (210) 316-0510

[More Information](#)

NEW PROGRAM!!



Simplify Your Telecom Needs with One Provider for All Solutions

The Coalition is pleased to announce a new partnership with **Granite Telecommunications**. Granite delivers one-stop voice and data solutions to governmental agencies, educational institutions and multi-location businesses throughout the United States and Canada. The initial goal was simple - to make sourcing and managing local and long-distance phone services easier for our customers. Granite does this by providing:

- Savings up to 50%
- A single point of contact, program manager for all customer service issues
- One customizable invoice for all customer locations, both enterprise and nationwide
- An exclusive web-based portal that allows for inventory visibility, customized reporting, usage, ticketing, and more

Today, Granite is the leader in aggregating voice services such as VoIP and Plain Old Telephone Services (POTS) and has extended their unique value-add to a range of modern services including:

- | | |
|--|---------------------------|
| • Internet Access | • Wireless Voice and Data |
| • Managed Wireless POTS Replacement (EPIK) | • MPLS |
| • DIA Ethernet | • Long Distance |
| • ISDN PRIs | • Fleet Management |
| • Premises Equipment | • And more |

The Granite Advantage

The features that make Granite a preferred provider to over 75 of the Fortune 100 companies include:

- 24x7x365 Customer Service
- Fully staffed even during severe weather
- Years of experience in multi-location product rollouts

Products and Services

<u>Internet</u>	<u>Voice</u>	<u>Network</u>
Fiber	Analog	MPLS
Cable/DSL	PRI	Managed VPN
Wireless	VoIP	SD-WAN
Mobile Hotspots	Cellular	Layer2, Point-to-Point

Contact: Joseph Gephart | coalition@granitenet.com | (561)868-8190

[More Information](#) Listen to a 15-minute audio only overview [HERE](#)

PROGRAM UPDATES



Live DEMO

Thursday, March 24, 2021

2:00 – 3:00 PM EST

[REGISTER HERE](#)

Now is the time to consider a Group Rebate Program for summer implementation!

The Coalition PCard Program managed by First American Education Finance provides participants a group rebate **based on the aggregate spend of participating members schools** (see chart below) as well as these additional member-only benefits:

- No minimum per college spend to earn rebates
- No accelerated bill payment required to receive earned rebate
- No annual fees

Rebates	Aggregated Spend
0%	\$0 - \$1,999,999.99
.90%	\$2,000,000.00 - \$4,999,999.99
1.15%	\$5,000,000.00 - \$9,999,999.99
1.25%	\$10,000,000.00 - \$14,999,999.99
1.30%	\$15,000,000.00 - \$24,999,999.99
1.40%	\$25,000,000.00+

Large ticket and Visa Partner Program transactions earn a rebate of 40 bps.

In addition, all standard Visa benefits apply. This includes the Visa Liability Waiver (up to \$100,000K of coverage per card for eligible employee misuse and abuse), emergency card replacements, travel/emergency assistance and more.

[More Information](#)



New Group LTC Product Now Available

AffinityLTC, the Coalition's endorsed partner for Long Term Care insurance, has a new group LTC offering for your employees. The new product is available in all states **except NY, MA, and VT**. AffinityLTC is working on a comparable product for those states.

If you would like to learn about the benefits available to your employees through this offering, please contact Amy Ewbank at AffinityLTC to schedule a personal webinar.

Contact: Amy L. Ewbank | *Director of Corporate and Affinity Markets* | (717) 737-3060 x301 | amy@affinityltc.com

[More Information](#)

“We are delighted that IMA is our broker. In very short order, the IMA team analyzed our insurance program, identified redundancies and inefficiencies, and offered improved coverage for less cost. They are true partners and we are grateful to be working with them.

– Keath Blatt
General Counsel, Jewish Theological Seminary



IMA's Higher Education practice has a 100% Success Rate in Driving Down colleges' net cost of their Property & Casualty Insurance Program.

For colleges not yet in the program, IMA's proprietary assessment and benchmarking process will allow CFOs and Risk Managers to efficiently and effectively quantify gaps and identify opportunities for improvement.

Contact: Blake Wells | VP, Higher Education Client Services Director | (316) 266-6213 | blake.wells@imacorp.com

[More Information](#)



If you are thinking about comparing student health insurance plans or are interested in offering a plan for the first time, take a look at the Coalition

Consortium Plan, as well as the advantages and benefits offered exclusively for member schools.

All Plans include:

- Intramural and club sports coverage
- Global Emergency Medical Assistance
- 24/7 Telemedicine
- Mental health telehealth services
- 24/7 Crisis & Counseling Support

Contact: Al Marinucci | amarinucci@firstriskadvisors.com | (267) 880-2300

[More Information](#)

[Request a Quote](#)



MCAG is an industry leader in class action revenue recovery representing thousands of businesses of all sizes including hundreds of colleges and universities.

MCAG does not create class actions; they continually search for class actions that have already settled and have funds available to claim. MCAG is filing claims for more than 200,000 companies and has captured over \$250 million for their clients. MCAG charges Coalition members an all-inclusive contingent fee at a discounted rate of 20% recoveries (standard is 30%).

To Become an MCAG Client, click [HERE](#) to visit MCAG's website for Coalition members. MCAG charges Coalition members an all-inclusive contingent fee at a discounted rate of 20% of recoveries (standard is 30%).

[More Information](#)



How Automation Helps Accounts Payable Departments Manage Labor Shortages, Attract New Hires, and Retain Workers

Hiring difficulties are a big problem for Accounts Payable (AP) departments. Higher wages, fat signing bonuses, staff training and other enticements only go so far with job seekers and employees. The key to attracting and retaining top talent is to digitally transform the AP function into a more rewarding and strategic role, where staff have the automated, personalized tools that they need to be productive anywhere.

It's no secret that a massive labor shortage is gripping Corporate America. Workers are quitting their jobs to find better working conditions, more fulfilling work, or higher pay.

The ripple effect on AP is massive. AP leaders are left grappling with how to do more with less, forcing staff to work longer hours – all while managing unrelenting pressure to reduce overhead and providing the business with insights to navigate an uncertain economy. AP leaders need to act fast and address the situation head on. Staff turnover can contribute to a drop in productivity, more errors, late payments, and missed early payment discounts. Suppliers may become frustrated by slower responses to their inquiries about the status of payments. And there is greater risk of fraudulent transactions slipping through without seasoned employees to catch them.

Most of the typical AP practitioner's day is wasted on manual, repetitive tasks such as keying invoice data, pushing paper, fixing typos and other mistakes, chasing down information, and responding to calls and emails from suppliers and stakeholders about the status of invoices and payments. All the while, AP professionals must manage dozens of business rules, best practices, auditor guidelines and corporate standards for processing invoices and making payments to suppliers. In fact, the typical AP manager spends more of their workday on transaction processing than on the managerial tasks they were hired to perform – things like hiring and upskilling employees. All the time that AP teams spend on manual, repetitive tasks is time that they can't spend on fulfilling, higher-value tasks such as analyzing data and collaborating with stakeholders.

Automation eliminates the manual, repetitive tasks that bog AP staff down. Automating work that is repetitive and rules-based can reduce employee burnout and turnover. And automation enables AP departments to efficiently scale their operations without the need to hire and train additional staff.

One of the biggest misperceptions about AP automation is that many workers will be left behind by the technology – an understandable fear when job seekers are in short supply. But that couldn't be further from the truth. Modern AP automation solutions include online training, intuitive interfaces, configurable workflows, automated work queues, and machine-assisted decision-making that make it easy for workers with different skills and knowledge to get up and running fast and perform their jobs well. By providing employees with digital tools that make it easier for them to do their jobs, AP departments are better positioned to retain staff and cultivate a greater breadth of job candidates.

Employee turnover is inevitable. But making AP a "better job" through automation can stem the tide of productive, loyal employees heading for the door, solidifying your workforce from within.

To learn more about AP automation, visit www.paymerang.com

The Coalition and its Program Partners Who We Are and What We Do



Visit the playlist – [Who We Are and What We Do](#) on our YouTube channel. Learn about the Coalition and the valuable goods and services our program partners offer private colleges under the Coalition umbrella. Subscribe to be notified when new videos are added.

Program Overview Videos

(+/- 2 minutes each)

Quickly determine programs of interest to research further:

[The Coalition – Who We Are and What We Do](#)

[EZLease Accounting Software Overview](#)

[Remodel Health: Grace College's Experience](#)

[About Granite Telecommunications](#)

[Employee Screening from CastleBranch](#)

[Settlement Recovery Services from MCAG](#)

[Payment Automation from Paymerang](#)

[Maintenance, Repairs, and Operations Management from Fastenal](#)

Learn more about all the Coalition's cost-saving and transformative programs [HERE](#)

STATE ASSOCIATION NEWS



SCICU President Jeff Perez elected chair of National Association of Independent Colleges and Universities State Executives

S.C. Independent Colleges and Universities, Inc. (SCICU) is pleased to announce that its President and CEO Dr. L. Jeffrey Perez has been elected chair of the National Association of Independent Colleges and Universities – State Executives (NAICUSE).

“I am humbled and appreciate greatly this opportunity to further serve independent higher education on a national level,” said Perez.

Perez was elected NAICUSE chair during the Feb. 6-9, 2022 Annual Meeting of NAICU in Washington, D.C.

“Jeff is an important member of NAICU’s leadership, currently serving on our Board of Directors and our Policy Analysis and Public Relations committee,” said Dr. Barbara Mistick, president of NAICU. “His contributions and his voice have been critical as we’ve established our advocacy and communications priorities in service to our members and their students. We at NAICU welcome Jeff to the helm of NAICUSE and know that he will continue to bring the same energy and commitment to this new role that he routinely shows at both the state level in South Carolina and the national level in Washington, D.C.”

COALITION UPCOMING EVENTS

Recent Events

**March 24, 2:00 eastern: First American Education Finance
PCard Program Introduction and Demo**

[REGISTER HERE](#)

**March 27-29: Exhibiting at EACUBO
Come see us in Booth 28**

