

A background image for the section header showing several hands of different skin tones stacked together in a pyramid shape, symbolizing collaboration. The image is slightly blurred and has a dark blue overlay.

# THE POWER — OF — COLLABORATION

The Coalition creates opportunities for private nonprofit colleges 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.

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

EZLease  
**Lease Accounting Compliance**

Mindstream  
**Management Consulting**

First American Education Finance  
**Purchasing Card**  
**Project Financing**

Paymerang  
**Invoice and Payment 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

Remodel Health  
**Health Plan Management**

CastleBranch  
**Employee Background Screening**

UnitedHealthcare  
**Employee Health Insurance**

Liberty Mutual  
**Auto and Home Insurance**

AffinityLTC  
**Long Term Care Insurance**

### FACILITIES/ENVIRONMENTAL

Fastenal  
**MRO and Construction Supplies**

First American Education Finance  
**Project Financing**

### TELECOM/IT

Granite Telecommunications  
**Telecom Solutions**

### HEALTH/WELLNESS

UnitedHealthcare  
**Student Health Insurance**  
**Employee Health Insurance**  
**Telehealth, Behavioral Health**

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

## SUPPLIER SPOTLIGHT



As you prepare for the new academic year, we wanted to take this opportunity to spotlight ALL the Coalition endorsed programs. Read below for a summary of each and [visit our website](#) for details and contact information.



Health Plan  
Management

**Remodel Health** analyzes current group plans and designs innovative alternatives that meet the needs of employees and the institution.



Lease  
Accounting  
Compliance

**EZLease** provides fast, simple lease accounting and compliance software.



Management  
Consulting

**Mindstream** helps private colleges reinvent themselves to meet today's challenges while maintaining institutional culture.



Telecom  
Solutions

**Granite** delivers one-stop voice and data solutions to simplify sourcing and managing services.



Purchasing  
Card

**First American Education Finance** offers a purchasing card program that is simple and effective.



### Project Financing

#### **First American Education Finance**

provides customized financing solutions at preferred rates to solve school challenges from complex campus projects to equipment management.



### Settlement Recovery

#### **Managed Care Advisory Group**

helps you optimize your returns from class action settlements without losing focus on your core tasks.



### TeleHealth

**HealthiestYou by Teladoc** provides convenient access to U.S. board-certified doctors and mental health providers by web, phone, or app.



### Behavioral Health

**Behavioral Health Student Solutions from UHC, Optum, and HealthiestYou by Teladoc** provides flexible care options that help students address common behavioral health issues.



### Intercollegiate Sports Insurance

**Borden-Periman Sports** offers flexible intercollegiate sports coverage to meet your needs.



### Invoice and Payment Automation

**Paymerang** creates an income stream for schools while facilitating secure electronic payments between colleges and their vendors, employees, and students.



### Property Casualty Risk Management

**IMA** has a 100% success rate in driving down colleges' net cost of their Property and Casualty insurance. Cyber Security and Active Aggressor Insurance offered as stand-alone coverages.



### Group Long Term Care

**Affinity LTC** offers best-in-class Group Long Term Care Insurance as a voluntary employee benefit.



Incoming  
ePayments

**Transact Payments powered by Cashnet** simplifies electronic billing, accepts payments all over campus, offers flexible tuition payment plans, and creates online storefronts.



Student Health  
Insurance

**United Healthcare StudentResources** helps your students stay healthy and stay in school with reliable health insurance for losses that may result from an accident or illness.



Employee  
Health  
Insurance

**United Healthcare** offers a holistic employee health care program for faculty and staff that includes group medical and pharmacy as well as a portfolio of clinical and wellness solutions.



Employment  
Screening

**CastleBranch** offers technology driven background screening solutions for your students and entire workforce, including employees, contractors, vendors, volunteers and more.



Construction  
and MRO  
Supplies

**Fastenal** keeps the products you use most close at hand. Fastenal has never wavered in their belief that great service starts with being close to their customers.



Auto and Home  
Insurance

**Liberty Mutual Auto and Home** provides voluntary benefits offering savings, service, and convenience plus significant group discounts on products your employees need.

Visit the Coalition's online [Program listing](#) for more details and contact information.

## NEWS from PROGRAM PARTNERS



IF YOU MISSED IT...

**Paymerang Invoice and Payment Automation Roundtable Discussion**

[WATCH THE RECORDING HERE](#)

 | finance automation for the modern enterprise

**SEVENTY-FOUR PERCENT  
OF ORGANIZATIONS WERE TARGETS  
OF PAYMENT FRAUD IN 2020**

All it takes is one bad click for an entire organization to crumble.

([read more](#))

 | finance automation for the modern enterprise

**The Value of Keeping Humans in the  
Loop in an Automated Environment**

The key to optimizing AP lies in balancing people and process automation.

([read more](#))





## Simplify Your Telecom Needs with One Provider for All Solutions

**A true POTS replacement. Available. Reliable. Cost-effective.**

Granite has partnered with EPIK, a qualified MFVN (Managed Facilities-based Voice Network) to provide a POTS alternative that is fully compatible with fire, safety and virtually all other analog devices. Learn more [HERE](#).

**Granite** delivers one-stop voice and data solutions to governmental agencies, educational institutions and multi-location businesses throughout the United States and Canada, 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

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

[15-minute \(audio only\) Intro](#)   [Quick Video Overview](#)   [More Information](#)



## Lease Accounting Software Simplified

Mark lease accounting compliance off your to-do list so you can enjoy your summer. ASC 842 deadlines are here, and now is a great time to start implementing a solution.

Unlike other lease accounting solutions and spreadsheets, EZLease has no implementation costs. EZLease provides fast, simple lease accounting, helping you achieve compliance within hours. Check out our [partner page](#) for useful links or test out the software yourself with the [free trial](#)!

Questions? Contact us at [cccs@ezlease.com](mailto:cccs@ezlease.com).

[Product Demo](#)

[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 members. The new product is available in all states ***except* NY, MA, and VT**. AffinityLTC is working on a comparable product for those states.

Features include:

- Allstate Benefits: A+ rated carrier.
- Utilizes Life Insurance with a LTC rider (state specific) which eliminates the “*use it or lose it*” drawback of a traditional LTC product.
- Completely voluntary program for employees ages 18-80. Full-time and part-time/adjuncts working 20+ hours per week are eligible.
- True Guarantee Issue with benefit up to \$175,000 for employees ages 18-70. (Simplified Issue for ages 71-80).
- Can be set up as direct billing or payroll deduction.
- Easy turnkey enrollment - driven towards online employee entered enrollment - no agent pressure.

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

### [More Information](#)

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## It's Your Money – MCAG Wants to Help You Get It Back!

MCAG assists its clients with recovering money from class action settlement funds. MCAG does NOT create class actions—they continually search for class actions that have already settled and have funds available for their clients - allowing clients to focus on their business.

**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%).

### [Quick Video Overview](#)

### [More Information](#)





## Now Available! The 2022 National Health Benefits Analysis from Remodel Health

(Click [HERE](#) to access the full report)



## Revolutionize the way you deliver health benefits to your employees

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.

[Introductory Webinar](#)

[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](mailto:amarinucci@firstriskadvisors.com) | (267) 880-2300

[More Information](#)

[Request a Quote](#)



## 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.

### PROGRAM BENEFITS AND COST SAVINGS

- 15% discount on all Mindstream services
- Guaranteed net return of 2 x fees
- No Cost Stress Test

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

[Introductory Webinar](#)

[More Information](#)



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

The Coalition PCard Program managed by First American Education Finance (FAEF) 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.

Contact Danielle at FAEF with questions, to schedule a meeting to discuss your needs and goals, or to join the Coalition PCard Program:

**Danielle Buechel, Senior Product Specialist,** (585) 643-3479, [danielle.buechel@faef.com](mailto:danielle.buechel@faef.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](mailto:blake.wells@imacorp.com)

### [More Information](#)



## Behavioral Health Student Solutions

Helping create peace of mind for our nation's students through counseling, online support, and self-help resources

With three levels of service, Behavioral Health Student Solutions offers a high level of flexibility that empowers universities to make choices about the resources their students need most.

### Behavioral Health Student Essentials: Digital Programs

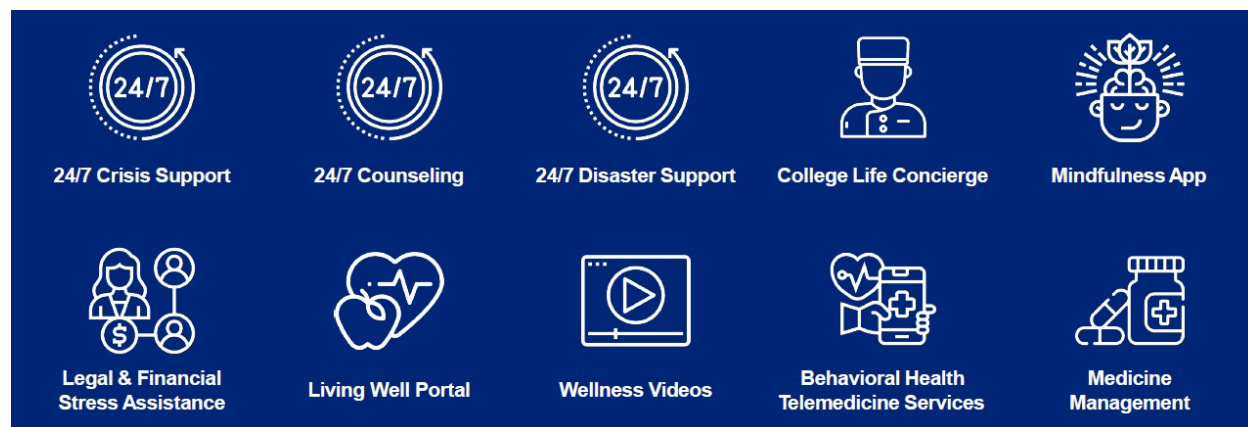
- Structured Digital Self-help Resources
- College Life Concierge Services
- In-the-Moment Tools
- Tele-coaching
- 24/7 Crisis Support
- 24/7 Unlimited Counseling

### Behavioral Health Student Enhanced: Remote Licensed Care

- Telehealth Medical
- Telehealth Behavioral
- including Psychiatry

### Behavioral Health Student Complete (Includes all items above)

## Personalized student support –anytime, anywhere



### Questions about services and enrolling students?

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

## 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](#)

## COALITION MEETINGS and EVENTS

### Recent Events

**Paymerang Invoice and Payment Automation Roundtable Discussion**

[WATCH THE RECORDING HERE](#)

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### Upcoming Events

**September 25-27: CACUBO** - Come visit The Coalition and its Program Partners in the Exhibit Hall to learn how Coalition programs can save you money and streamline your operations.



## STATE ASSOCIATION NEWS

**AIKCU President OJ Oleka, PhD announces intent to step down November 30**

Dr. OJ Oleka, president of the Association of Independent Kentucky Colleges and Universities (AIKCU), has announced his intention to step down from his role effective November 30, 2022, to pursue other opportunities.

"It has been a tremendous honor to serve as AIKCU's president during such a critical time in history," Oleka said in a statement. "We successfully navigated the pandemic by keeping all 18 member institutions open for student learning, made fiscally responsible decisions that resulted in significant financial gains

without increasing membership dues, and we raised thousands of dollars to make college more affordable for all Kentuckians. I am proud of the work my staff and I have done and will continue to do. My last day is November 30<sup>th</sup> and I plan to work hard each remaining day to promote our members and the incredible educational opportunities they provide. AIKCU is in a strong position to reach even greater heights, and I am thankful for my time as its president."

Lyle Roelofs, president of Berea College and current chair of AIKCU's Board of Directors, expressed his gratitude for Oleka's leadership and many contributions over the three years he has held the position of AIKCU president.

"OJ was exceptional in monitoring legislative and executive activities in Frankfort and keeping the leadership of all of our institutions up to speed on all the issues that are so important both to us and to the college-going students in our Commonwealth," said Roelofs. "We wish him well in his future endeavors, knowing that his commitment to opportunities in higher education for all students will continue and always inform his other work on behalf of the citizens of Kentucky."

Oleka became only the second president in AIKCU's history as a merged organization when he assumed the role in 2019. Under Oleka's leadership the association successfully navigated the pandemic, expanded government relations efforts at the state and federal level, increased ties to the Kentucky business community, and modernized operations. He also spearheaded several new strategic initiatives, including a student leadership program for low-income students of color and the AIKCU Diversity Summit.

Prior to joining AIKCU Oleka was the Deputy Treasurer of the Commonwealth of Kentucky, where he worked on policy that streamlined government, developed financial literacy standards for Kentucky schools, and protected the property rights of Kentuckians. He also serves on numerous boards and commissions focused on expanding educational and economic opportunities for all Kentuckians.

The AIKCU Executive Committee will meet soon to begin planning for the transition.

