

New Collaborative Programs Pages Added to www.ncicu.org



Cannon Grant Renewed

In the fall of 2011, the Cannon Foundation approved NCICU's grant proposal to create a Collaboration Initiative. That grant helped fund the first year's work to strengthen cost-saving and value-adding collaborations among the state's thirty-six independent colleges and universities. Last fall, the Foundation added a second year of funding, sustaining the Collaboration Initiative through October, 2013.

During the new grant period, NCICU is enlarging the number of cost-saving agreements with vendors; expanding revenue-generating opportunities that will eventually make the Collaboration Initiative financially self-supporting; and encouraging more campus participation through "common interest group" meetings, webinars, and a "Collaborative Programs" website.

The addition of new Collaborative Programs webpages to the NCICU website, ncicu.org, is designed to help campus personnel navigate their way to savings on purchases of products and services. From the ncicu.org homepage, users must login to the campus website using the username and password supplied by NCICU. Once there, one click on the heading Collaborative Programs will bring up the Collaborative Programs home page. Here the user finds information about the ways to access specific cost-saving opportunities.

Once familiar with the site, most users will go directly to the *Campus Buyers Guide*. The guide categorizes, by vendor, the cost-saving opportunities available through NCICU's Direct Contract and Business Affiliates. Selecting a specific vendor will bring up a short description of the product(s) or service(s) provided, contact information for the primary representative and a hyperlink to the vendor's website.

NCICU also has affiliations with group purchasing organizations. The new Collaborative Programs webpages explain how to access the hundreds of national cost-saving contracts available through these purchasing groups.

NCICU understands that the success of its collaborative programs hinges upon the ability of campus purchasers to access information about the cost-saving opportunities. The new webpages should go a long way to uncovering these opportunities.

Wait! There's More

The Collaboration Initiative is just over a year old and much progress is being made, as this issue of TOGETHER reveals. Creating cost-saving opportunities is an important part of the Initiative, but there are other forms of collaboration that can add value. One of the best ways is meeting face-to-face to network and exchange best practice ideas. In April, campus purchasing administrators will meet formally for the first time. (See the article on page 4.) There are also plans for NCICU sponsored workshops for facilities managers and for information technology officers this summer. Stay tuned for more

\$ The NCICU Million Dollar Purchasing Club \$

There are scores of cost-saving agreements available to North Carolina's private colleges and universities through affiliations arranged by NCICU. A handful of these opportunities have reached notable levels of participation as measured by sales volume.

CDW-G is a computer hardware and software reseller used by a good number of NCICU institutions. During 2012, purchases under the agreement totaled \$2.9 million. Discounts vary by product, but most range between 8-12% of advertised prices.

First American Education Finance reported leasing contracts with NCICU colleges and universities totaling \$3.3 million during 2012. This represents 22% of all the leasing

business First American did through its national master agreement with the Coalition for College Cost Savings, CCCS. NCICU is an affiliate member of the Coalition.

Provista is a group purchasing cooperative affiliated with the CCCS, with a variety of cost-saving contracts ranging from medical supplies to photocopiers. Thirty-four of the 36 NCICU campuses used one or more of the Provista contracts. Annual purchases totaled \$2.2 million.

Perhaps the most stellar performance was turned in by **Deweese Grove and Associates**. Deweese has contracts with nine NCICU colleges and universities to review their sales tax reimbursement requests. The

reviews completed to date have resulted in the recovery of over \$1.0 million of unclaimed refunds.

The **JP Morgan Chase** purchasing card program has been successfully deployed on a handful of NCICU campuses. Each year, the volume of purchasing dollars run through the Chase P-Card grows. For the latest annual period, that figure has reached \$6.9 million. In addition to the purchasing and payment processing efficiencies of the P-Card, each of the participating campuses receives an annual rebate of 1.16% of all P-Card purchases.

New "Business Affiliate" Program Links Businesses to Campuses

As part of the Collaboration Initiative, NCICU has created a *Business Affiliate Program* designed to promote partnerships with businesses that wish to promote their products and services to the 36 independent colleges and universities in North Carolina. To become a Business Affiliate, a company must have the following:

- Affirmation from at least one North Carolina independent college or university that the applicant is successfully doing business within the State's private higher education community
- Commitment from a responsible representative of the applying business that the business will endeavor to support North Carolina private higher education
- Annual financial support, which helps sustain NCICU's Collaboration Initiative
- Approval from NCICU's president

NCICU colleges and universities are encouraged to contact these business partners when there is a need for the products and services they provide. Each Business Affiliate can be located through the Campus Buying Guide on the NCICU campus website. (continued on page 3)

NCICU Business Affiliates (continued from page 2)

An additional goal of the Business Affiliate program is to provide financial support for the Collaboration Initiative. Although the Initiative is funded partially by a Cannon Foundation grant, the support from Business Affiliates will help sustain NCICU's collaborative efforts beyond the grant period.

Commenting on the new program, NCICU president, Hope Williams says, "North Carolina private higher education and the business community have a long history of working together to support, provide cost savings and increase operational efficiencies for our colleges and universities. NCICU deeply appreciates the partnerships with our Business Affiliates which help keep college affordable for the 89,000 students we serve."

The First three Business Affiliates are highlighted below. Information on others are on the ncicu.org website.

HELP WANTED

Every NCICU college or university has business partners who are doing exceptional work for the institution. If you know of one or more businesses you could recommend as Affiliates, please let us know. You will be doing a real favor for your business partner, your fellow private colleges and universities and the NCICU Collaboration Initiative. Just contact *Chuck Taylor, Director of the Collaborative Initiative at* taylor@ncicu.org

ADAVICO is an independent software producer providing state-of-the-art solutions for endowment fund administration, including endowment accounting, gift instrument compliance, donor reporting and student award matching. The ADAVICO solution is a cohesive system designed to help maintain adherence with your institution's internal policies, donor intent, UPMIFA regulations and FASB disclosure standards. ADAVICO provides the up-to-date daily information needed for making better management decisions.

Contact: Chris Davis

Phone: 757-286-4174

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Contact: Jason Gross **Phone:** 908-725-8869 ext. 217 **Email:** jgross@adirondacksolutions.com

Website: www.adirondacksolutions.com

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Contact: Eric Little

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Health Care Exploratory Task Force Begins

One of the major expense items on NCICU campuses these days is the cost of employee health care. In response to a number of requests, NCICU has launched a Health Care Exploratory Task Force charged with the task of surveying the current health care marketplace and recommending collaborative options that can effectively lower the cost of delivering employee health care on NCICU campuses.

The Task Force is composed of five chief financial officers and five directors of human resources, along with NCICU president Hope Williams and Collaboration Initiative director Chuck Taylor.

The initial meeting of the Task Force is scheduled for March 8 on the Salem College campus. Members will hear from a company that has successfully helped other groups carve out and aggregate the pharmaceutical costs within their employee health care plans. Pharmacy costs typically constitute between 25-30% of the total cost of employee health care. The combined purchase of pharmaceuticals has netted substantial

savings. The Task Force will also learn about a successful collaborative employee health care model used by independent primary and secondary schools.

These are examples of the two primary methods others have used to drive down employee health care costs. One focuses on aggregating purchasing volume to bargain for savings and the other is a more comprehensive shared-risk model that achieves dollar savings by aggregating the number of enrolled participants.

When the Task Force completes its survey of current collaborative options, it will issue a report with recommendations for potential cost savings.

Health Care Exploratory Task Force Membership

Ed Kania, Kim Ball
Davidson College

Mike Hardin, Scott White
Gardner-Webb University

Craig Barfield, Pam Davis
Meredith College

Matt Packey, Teri Orsini
Queens University

Derek Bryan, Cheryl Hamilton
Salem College

Hope Williams, Chuck Taylor
NCICU

PURCHASING GROUP TO MEET

The first ever NCICU Purchasing Administrators Workshop will be held at Elon University April 16, 2013. Anyone on a NCICU campus who has purchasing duties is invited to attend.

Registration for the drive-in workshop will begin at 9:30 am and the program will start at 10:00 am. Lunch will be provided and the workshop should end around 3:00 pm.

“Primarily, we want to provide an opportunity for purchasing administrators to network with their colleagues from other campuses. We will also have guest speakers who will provide overviews of the cost-saving options available through NCICU’s Collaboration Initiative,” says Chuck Taylor, the Collaboration Initiative’s director. “There will also be time for the participants to ‘brain-storm’ ideas for further collaboration.”

NCICU works with many constituent groups on campus, bringing them together for learning experiences and networking opportunities. Purchasing administrators are one group that has yet to be organized. But, with the help of Jeff Hendricks, Director of Purchasing at Elon, and Beth Christenbury, Director of Purchasing at Davidson, that will change. Jeff and Beth have been active in national and state associations of purchasing professionals and are enthusiastic about bringing the NCICU group together.