

## Collaborative Opportunities

### **DIRECT CONTRACT AFFILIATES (negotiated by NCICU to provide discount pricing to campuses):**

**Acadeum (formerly known as College Consortium)** automates academic sharing so that NCICU campuses can easily share online courses and tuition revenue to support student needs and institutional goals. With no upfront investment, Teaching Members generate additional revenue by selling open seats in their online courses on the CC system to Enrolling Members who offer the courses to their students for summer/winter terms, degree completion, recruitment and retention. In addition, a transfer portal system is being developed to facilitate the transfer student's enrollment process at NCICU institutions.

**Adobe CLP Student Licensing Agreement** allows students, faculty and staff to purchase Adobe products such as Creative Suite 3 and Adobe Studio 8 at prices that are almost half of the academic boxed-product retail price.

**Allied 100/AED Superstore** is the largest distributor of AEDs and accessories, CPR training products, First Aid products, EMS Responder supplies, AHA AED/CPR training and AED Program Management.

**Bartlett James LLC (formerly Diligence, LLC)** provides a variety of investigative services related to legal matters at a pro bono (initial consultation) and discounted rate, if services are contracted: Title IX, vetting, investigations and training.

**Brander Group** helps higher education identify their IP addresses, re-address the IPv4 to more efficient usage, clean blacklisted IPs, quantify the value, and safely sell IPv4 to qualified clients who want to [buy IP addresses](#). As a special to all NCICU institutions, Brander Group offers a discount on their services at a fixed 5% commission for their sale of IP assets. As an added bonus, they offer a platform called IPv4Connect to help market to those looking to [buy IP addresses](#) all over the world.

**CampusLogic** helps campuses by delivering a [Student Financial Success Platform](#) which includes a net price calculator, compete scholarship management, personalized digital communications, simplified financial aid verification, multilingual virtual advising, tuition and scholarship crowdfunding, and integrated data visualizations. Students can utilize a mobile, personalized platform that provides a simplified financial success journey, with a result of increased enrollment, more highly informed borrowing, and improved retention for campuses.

**CBIZ Fiduciary Risk Management Services** helps private colleges and universities better manage a retirement plan that meets organizational goals and those of the campuses' participants.

**CFI (College Foundation, Inc.)** and NCICU developed the College Funds Installment (CFI) Payment Plan that allows students and families to make interest-free monthly installment payments to cover college expenses.

**CDW Government (CDW-G)** provides NCICU colleges and universities access to discounts on a variety of hardware, software and peripheral products.

**CITI Training** provides a significant discount for training opportunities required by specific campus departments.

**Coursedog (new Direct Contract and Business Affiliate)** is a next-generation operating system for Higher Education that streamlines course scheduling, curriculum, catalog and event management in a single integrated platform. This system helps colleges build schedules that increase degree velocity, optimize resources, eliminate consuming, error-prone manual data entry, and provides actionable insights to improve student outcomes.

**DeWeese Grove and Associates** provides a unique system to assist non-profit institutions capture the maximum refund from sales and use taxes.

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**DocuSource** is a leader in digital print, bindery and supporting creative and logistics services in the Research Triangle NC marketplace.

**Elinvar** is an executive search firm based in Raleigh, North Carolina, that has a track record of success serving NC higher education institutions.

**Envirosafe** is a professional Crisis and Risk Management firm that offers a variety of comprehensive emergency preparedness and safety services to clients in the public and private sectors.

**First American Equipment Finance** serves NCICU institutions with lease financing opportunities at preferred rates.

**Forms & Supply (FSI)**, a North Carolina, family-owned and operated provider of quality office supplies and equipment, provides highly personalized customer service with next day delivery to the purchaser's desktop.

**Arthur J. Gallagher & Company, Inc.** is a leading provider of insurance and risk management solutions for colleges and universities. Gallagher provides employee benefits, student health/accident and Property & Casualty brokerage services, and specifically for NCICU, discounted coverage for student athletes and international students as well as cyber-liability coverage.

**IMA Property Casualty Coverage (new) through the Coalition and also a Business Affiliate** is a national risk management and commercial insurance broker. IMA has a property & casualty insurance program that is endorsed by The Coalition for College Cost Savings and is designed specifically for private institutions. IMA also specializes in employee benefits and student and athletic insurance. IMA has clients in all fifty states and has offices throughout the country and a 100% success rate in driving down net costs for private colleges.

**Inside Higher Ed Careers** is the largest online publication and recruitment platform focused on higher education and provides discount pricing for position postings.

**Microsoft EES Agreement** is a one-year renewable contract that provides NCICU institutions access to deeply discounted pricing on Microsoft products.

**Microsoft Student, Faculty and Staff Select Agreement** allows students, faculty and staff at all NCICU member institutions to obtain Microsoft software legally at deeply discounted prices.

**Mindstream (new)** provides expert outside guidance and solid solutions for transforming campuses. A consulting firm, Mindstream, offers a record of success with private, not-for-profit colleges and universities to help institutions refocus strategy, boost efficiency, and streamline processes, while transferring knowledge to key stakeholders across the institution and maintaining each school's unique culture.

**National Utility Review** provides off-site and no risk invoice and contract auditing services for utilities (electric, gas, water), telecommunications (local, long distance, cellular, internet) and waste and recycling invoices.

**NCICU Tuition Exchange** entitles certified dependents of college employees to attend school tuition-free at the 21 NCICU participating colleges and universities.

**OptimalResume™** helps colleges and universities deliver the best possible career and resume services to students and alumni in a resources-challenged environment.

**Vector Solutions (new) formerly known as SafeColleges Training** is a leading provider of award-winning safety and compliance solutions that help create safer and more inclusive colleges and universities. Its product portfolio includes management solutions for employee and student training, anonymous tip reporting system, incident tracking, and SDS management. We believe that our intuitive, web-based solutions help administrators

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address critical issues affecting campuses across the U.S., such as sexual harassment and violence, alcohol and drug abuse, diversity and inclusion, safety, hazing, and more.

**SecurEdge** helps colleges and universities solve WiFi challenges by providing expert engineering services, innovative software, and customized turnkey bundles. SecurEdge fixes WiFi problems, makes WiFi intelligent, and easier than ever before.

**Staples Advantage**, the business-to-business division of Staples, provided office and facilities supplies, furniture and equipment to NCICU campuses at substantially reduced prices.

**StormWind Studios (new)** provides formal training for Information Technology, Cyber Security, and Project Management. Courses may be taken in an online Live instructor-led format as well as a self-paced OnDemand video format. Many courses include hands-on lab environments, certification practice exams, and books and materials.

**ThankView** makes connecting with donors, alumni, and prospective students a sincere approach through personalized video.

**Transact Campus, Inc. (formerly Blackboard Transact)** provides hardware and software for securing campuses with access control and video surveillance, as well as their new Mobile credential app.

**UnitedHealthcare Student Resources (through the Coalition)** provides affordable student health plans to North Carolina's independent colleges and universities.

**Virtual Care Group (new)** provides nationwide, holistic well-being solutions for higher-ed institutions. Our telemedicine, teletherapy, life coaching, and on-demand crisis counseling services are unlimited and available 24/7 at no cost to your students. VCG offers customizable and affordable solutions staffed by Board-certified physicians and licensed counselors.

**VMWare** (through ScholarBuys) is a global leader in cloud infrastructure & digital workspace technology and accelerates digital transformation for evolving IT environments.

### **DIRECT CONTRACT PARTNERSHIPS IN PROGRESS, and PROSPECTS:**

#### **Partnerships under consideration:**

- **Adobe Student (through ScholarBuys)**
- **Avail Recovery**
- **Blue Cross/Blue Shield Student Blue**
- **Bridgeway Solutions**
- **Campus Travel Management**
- **CINTAS (is a Business Affiliate; working on Direct Contract Affiliation potential)**
- **Cylance (through ScholarBuys)**
- **Dell Student Laptop Program**
- **Medline**
- **Pathify (is a Business Affiliate; working on Direct Contract Affiliation potential)**
- **Security Marketing Group (new Business Affiliate)**
- **Tallo**
- **TeleDoc Healthiest You telehealth (through the Coalition)**
- **UniMarket**
- **VaxVan**
- **Veracity Benefits**

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**BUSINESS AFFILIATES:** Companies/service providers that have a current, successful working relationship with at least one NCICU campus, provide support, pay an annual fee, and are listed on the NCICU website and in the Buyer's Guide.

**GROUP PURCHASING PROGRAMS:** Organizations/agencies that aggregate purchasing power to provide significant discounts from a number of statewide and national companies and service providers:

**Coalition for College Cost Savings** is a comprehensive and collaborative purchasing effort focused exclusively on independent, private higher education. The Coalition's goals are to leverage the collective buying power of private colleges to reduce operating costs, improve the efficiency of internal procedures and ultimately lower the cost of delivering education.

**Educational and Institutional Cooperative (E&I) (no longer part of the Coalition for College Cost Savings)**

E&I is a member-owned, not-for-profit sourcing cooperative delivering expertise, solutions, and services to the higher education community. E&I contracts with multiple vendors across many different categories to provide a wide range of discounted services and products.

### **State of North Carolina E-Procurement**

NCICU campuses may participate in purchasing contracts created by the State as a result of NCICU's work to pass legislation permitting private colleges & universities this opportunity. These contracts include the State's Purchasing and Contract division as well as procurement of certain technology products through the NC Department of Information Technology (NC DIT).