



COALITION
FOR COLLEGE COST SAVINGS

HARNESS THE POWER
— OF —

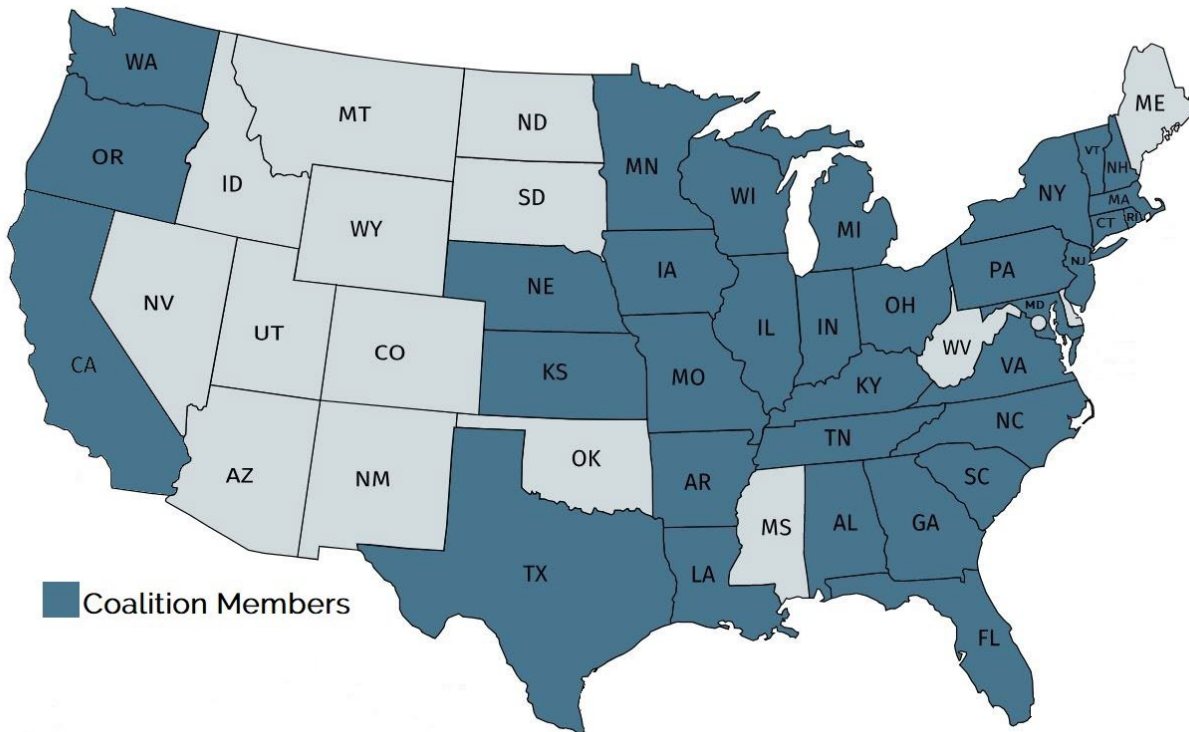
COLLABORATION



The Coalition – Our Beginning

- ❑ **2004 – A SMALL GROUP OF BUSINESS SERVICES OFFICERS INITIATED CONCEPTUAL DISCUSSIONS ABOUT COLLABORATIVE PURCHASING FOR PRIVATE HIGHER EDUCATION BEYOND GEOGRAPHIC BORDERS**
- ❑ **2005 – A BUSINESS PLAN WAS PROPOSED**
- ❑ **2006 – NINE STATE ASSOCIATIONS FORMED A 501(C)(3) NON-PROFIT ORGANIZATION – COALITION FOR COLLEGE COST SAVINGS**

The Coalition – Today



- AAICU
- AICU
- AICCU
- CCIC
- ICUF
- GICA
- IAICU
- The Federation
- ICI
- KICA
- AIKCU
- LAICU
- AICUM
- MICU
- MICUA
- MCA
- MPCC
- MCF
- CINCF
- NCICU
- NHCUC
- AICUNJ
- CICU
- AICUO
- OFIC
- OAICU
- AICUP
- AICURI
- SCICU
- TICUA
- ICUT
- CICV
- AVIC
- ICW
- WAICU

The Coalition – What We Do





COALITION PROGRAM PROVIDERS



Finance

- Purchasing Card
- Project Financing
- Lease Management
- Health Benefits Management
- Management Consulting
- Electronic Payment Processing
- Invoice Automation

Athletics

- Intercollegiate Sports Insurance

Telecom/IT

- Telecom Solutions
- Cyber Security

Facilities/Environmental

- MRO and Construction Supplies
- Project Financing

Legal/Insurance

- Settlement Recovery
- Property/Casualty
- Risk Management
- Cyber Security

HR

- Health Benefits Management
- Employee Background Screening
- Employee Health Insurance
- Group Long Term Care
- Auto and Home Insurance

Health/Wellness

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



Make Accounts Payable

EFFICIENT, SECURE, and PROFITABLE

- Reduce payment fraud risk
- Reclaim valuable AP hours
- Earn cash back rewards
- Minimize compliance risk
- Lower costs



How It Works:

You upload, you fund, we remit, we reconcile, we pay cash rewards



You Upload

We match or enroll all of your vendors in our database. When it's time to pay them, all you have to do is upload your check file.



You Fund

You can review your batch to make sure it's correct, and fund all your payments with the touch of a button.



We Remit

We use our proprietary technology to remit payments and remittance details to your vendors electronically.



We Reconcile

We reconcile your virtual card, ACH and check payments. Any canceled or refunded payments are promptly refunded back to you.



We Pay Cash Rewards

Every quarter, we issue an ACH credit to your account and provide a detailed statement showing rebates, transactions and dollars processed.

A background image of a long, brightly lit tunnel with blue and white light trails, creating a sense of motion and depth.

Launch an ePayments program in 30 days or less

Paymerang is Simple

Paying suppliers has never been easier. We'll take care of enrolling your vendors, processing all payments and handling reconciliation and follow-up.

Paymerang is Secure

We go the extra mile to protect your payments—enrolling your suppliers online, encrypting their bank account information and storing it on your behalf.

Paymerang is Profitable

Our virtual cards offer cash-back rewards that are paid quarterly and cover transaction fees, meaning there's never any out-of-pocket expense for you.

COMPARISON REPORT

Available Features	paymerang	Banks
Holistic ePayable solution (card, ACH and check)	●	◐
Single unsorted payment file upload to reduce work	●	○
All card delivery methods to maximize rewards (email, fax, phone, online)	●	○
Continuous vendor research and enrollment throughout lifecycle	●	○
End-to-end reconciliation and follow up of all payments <ul style="list-style-type: none"> • No credit card statements to reconcile • No checks to reconcile 	●	○
No credit underwriting required	●	○
Persistent fraud protection	●	◐
Proven to reduce AP workload	●	○
Cash Rewards offered at same rate for every card \$ processed	●	◐
Compliance (PCI, NACHA, OFAC, SOC-2)	●	●
Positive pay at no charge	●	◐
Client does not need to store sensitive data	●	○
Management of entire process and resolution of vendor inquiries	●	○
Extension of AP team	●	○



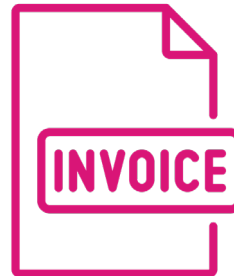
Transformative Procure to Pay Automation

PROCURE TO PAY OPTIONS

AP PAYMENT AUTOMATION



INVOICE AUTOMATION



ELECTRONIC PO CREATION
Coming Nov of 2022





FIRST AMERICANTM



AN RBC/CITY NATIONAL COMPANY



PCARD PROGRAM FOR HIGHER EDUCATION

FAEF.COM/EDUCATION

FIRST AMERICAN™

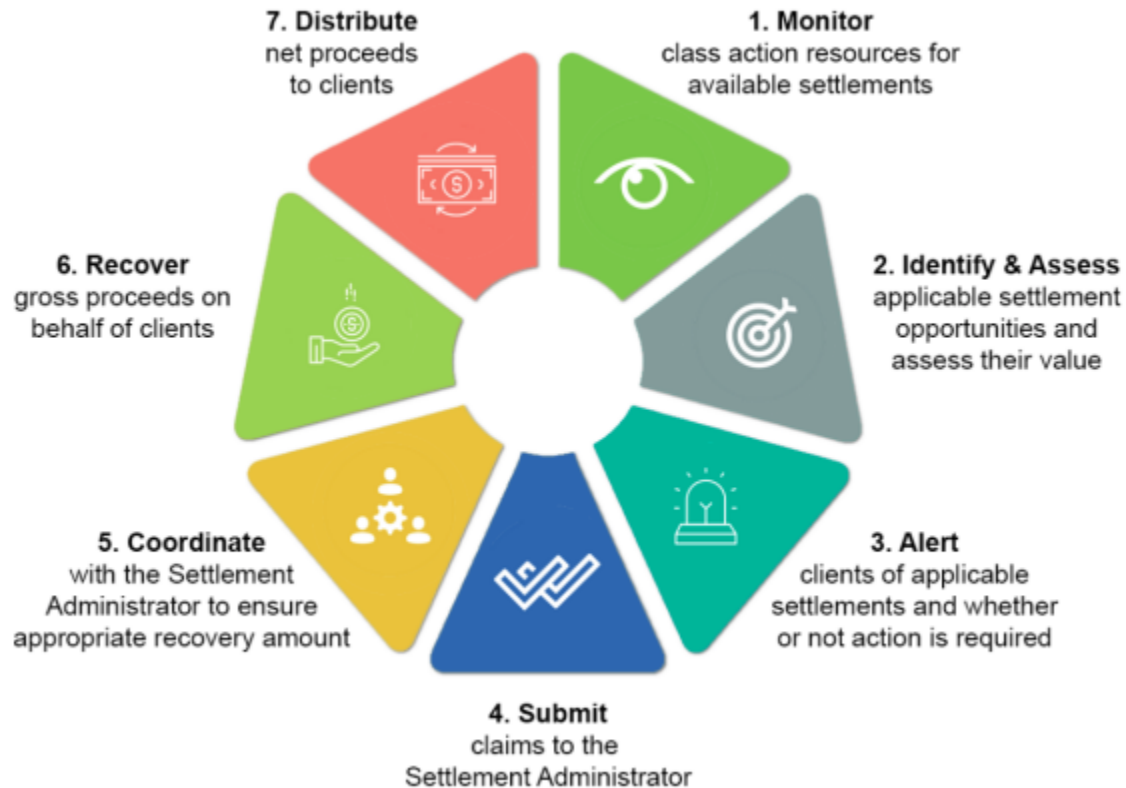


AN RBC/CITY NATIONAL COMPANY



MAKE YOUR PURCHASING CARD PROGRAM Simple and Effective

- No annual fees
- No minimum annual spend
- No accelerated payment requirement
- Earn rebates up to 1.40% based on the collaborative spend
- LTI/VPP transactions earn a flat rate of .4%

The logo for the Class Action Settlement Recovery Service, featuring a square graphic divided into four quadrants (dark blue, light green, purple, teal) and the text "CLASS ACTION SETTLEMENT RECOVERY SERVICE" in a bold, dark blue font.



Group Life with Long Term Care

Protecting loved ones during life's most challenging times



Life with LTC Claims Scenarios

Scenario 1: Death Benefits

John leads a full life and does not require long term care or restoration of benefits



Policy Face Amount = \$100,000

Total Death Benefit = \$100,000

Scenario 2: LTC Benefits

John leads a full life but requires long term care and has been certified chronically ill by a licensed health care practitioner



Policy Face Amount = \$100,000

Long Term Care Benefits (25 Months) = \$100,000

Total Death Benefit = \$0

Scenario 3: Benefits Split

John leads a full life but requires 6-months of home health care



Policy Face Amount = \$100,000

Death Benefit = \$76,000

Long Term Care Benefits (6 months) = \$24,000

Total Death and Long-Term Care Benefits = \$100,000



EZLease



ASC 842

LEASE ACCOUNTING

For companies who want to achieve and maintain compliance with the lease accounting standard





EZLease

EZLease provides fast, simple lease accounting software for ASC 842, GASB 87 and IFRS 16 that ensures long-term compliance across equipment and real estate assets for lessees and lessors. With over 15 years of implementations across private, government and public organizations of all sizes, EZLease manages and automates lease data management and lease accounting and reporting processes, leveraging customer-first support and deep accounting expertise.



ONE PROVIDER FOR ALL SOLUTIONS

Granite provides voice, data and other related communications products and services to multi-location businesses and governmental agencies throughout the United States and Canada.

BY THE NUMBERS

\$1.65B	2,300	700,000
annual revenue	teammates	customer locations

OUR PRODUCTS AND SERVICES

- Managed Services
- Dedicated Internet Access
- Cloud Services
- Mobility
- Broadband
- SD - WAN
- VoIP (SIP / Hosted PBX)
- Free Project Management
- Network Integration
- MPLS
- Legacy Voice

GRANITE IS THE ONE STOP SHOP FOR ALL TELECOM NEEDS FOR COLLEGES AND UNIVERSITIES NATIONWIDE

Granite is the leader in aggregating voice services such as VoIP and Plain Old Telephone Services (POTS). We've also extended our unique value-add to a range of modern services. Granite's voice and data solutions now include:

- VoIP (e.g., SIP)
- Analog Voice (e.g., POTS, Centrex, etc.)
- Internet Access
- Managed Wireless POTS Replacement (EPIK)
- DIA Ethernet
- ISDN PRIs
- Premises Equipment
- Wireless Voice and Data
- MPLS
- Long Distance
- Fleet Management
- And more...



One of the features that makes Granite a preferred provider of over 75 of the Fortune 100 companies is its 24x7x365 customer service desk. Unlike the arduous IVR systems, touch-tone auto-attendant menus, extended hold-times, and off-shore call centers of other carriers, a telecom trained member of Granite's US-based customer service team.



COMPLIMENTARY SERVICES AUDIT

Granite provides comprehensive audits of all existing telecommunications services free of charge or obligation.

HOW IT WORKS

Step 1

Provide Granite a site list with local addresses for each physical location where you currently have voice/data requirements.

Step 2

Furnish latest month of invoices for all services in question:

Internet

- Fiber
- Cable/ DSL
- Wireless
- Satellite

Voice

- Analog
- PRI
- VoIP
- Mobile*

Network

- MPLS*
- Managed VPN*
- SD-WAN*
- Layer 2, Point-to-Point*

Step 3

Granite will return a full detailed report of every service you have, where you have it, & what Granite can offer for savings.



MINDSTREAM



MINDSTREAM IS A CONSULTING FIRM FOCUSED ON HIGHER EDUCATION TRANSFORMATION

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

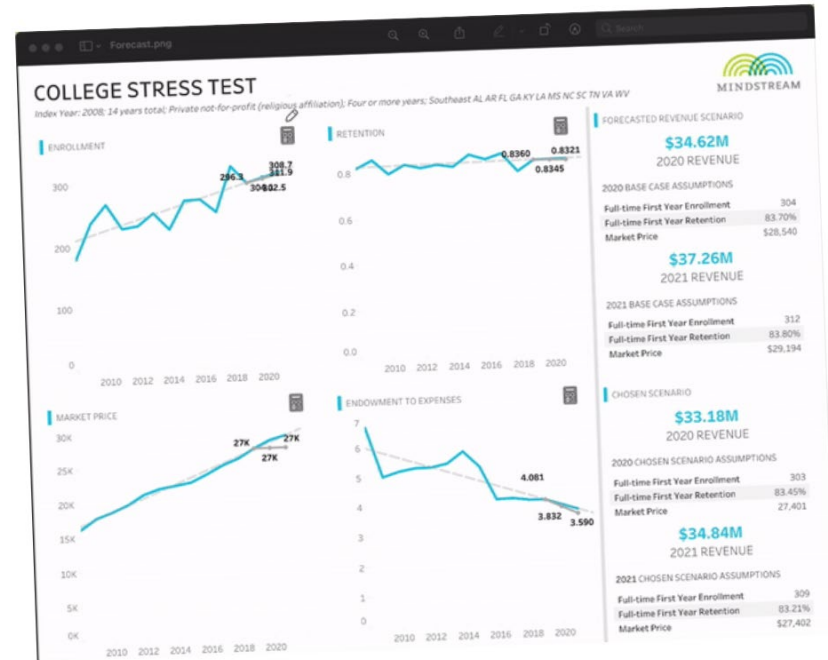


MINDSTREAM



The Mindstream Diagnostic

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.





GRAND RIVER
SOLUTIONS



Specializing in Title IX, equity, DEI, ADA, and Clery Act support services

Outsourced Roles

- Title IX Coordinator
- EEO/Equity Director
- ADA/504 Coordinator
- Chief Diversity Officers

Resolutions

- Investigations
- Hearing Officers
- Appellate Officers
- Facilitators of Informal Resolution

Process and Policy

- Title IX
- Nondiscrimination
- Disability Compliance

Consulting and Mentoring

- Expert Advice
- Leadership Coaching
- Remediation Coaching

Clery Act

- ASR and Clery Act Consulting
- ASR Cloud-based Software
- Training

Campus Climate Surveys

- Sexual Misconduct Survey
- DEI Survey
- Campus Climate Online Community

TARGETED STRATEGY TO REDUCE NET COSTS

- + Reduced premiums through group economies of scale
- + Improved coverages and limits; lowered deductibles
- + Tailored program structure; customized for each college
- + Enhanced and strategic risk management services + support



CBIZ
Borden Perlman
Sports



Game Plan Solutions
Collegiate Athletic Insurance

New Partnership

The
HESS
Consortium

The Higher Education Systems & Services Consortium



COALITION
FOR COLLEGE COST SAVINGS

PRIVATE COLLEGES & UNIVERSITIES WORKING TOGETHER TO FIND A
SUSTAINABLE PATH FOR TECHNOLOGY OPERATIONS



COALITION
FOR COLLEGE COST SAVINGS

The
HESS
Consortium
The Higher Education Systems & Services Consortium

Founded in 2014 by a group of 6 institutions
Current membership is at 276 institutions

1. Create a **community of practice** in technology operations for CIOs, CFOs and other technology leadership
2. Create **ERP Solutions Cohort teams** to collaborate, share resources and negotiate with the major ERP vendors for both on-premise and in-the-cloud operations,
3. **Evaluate solution providers** and report on their products, services and future developments
4. **Develop an affordable collaborative model for cloud-based ERP solutions & shared services**

HESS Collective ERP Program



The Higher Education Systems & Services Consortium

The HESS Collective

common enterprise platform & shared services
for private, non-profit colleges & universities

Private, non-profit colleges and universities working together to share resources and expertise to lower long-term enterprise systems & services costs.

ORACLE®



MYTHICS™

ORACLE Platinum Partner

drivestream

The Coalition

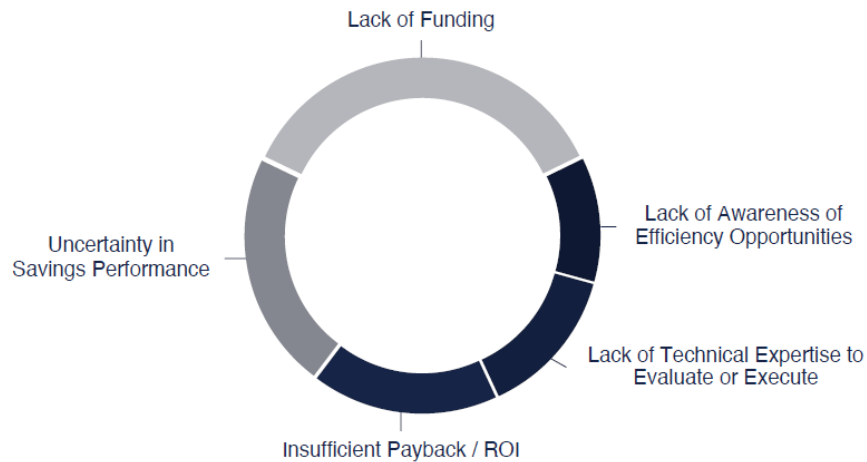
Member
ENERGY PROGRAM



Our Opportunity to Help Member Schools

Obstacles to Energy Transition Programs*

Challenges / Barriers Reported By F500 Executives



#1 - Capital – Internal competition/
Prioritization



#2 – Resources – Bandwidth



#3 – Data – Insufficient Info on
Performance/ ROI Insights

¹Johnson Controls Energy Efficiency Indicator Survey

*Second Nature 2019-2022 Strategic Plan

1 Program Scope

\$150MM Capital Target by 2025

FAEF is committed to helping our clients seize the opportunity of progressing toward a carbon neutral/low-carbon campus.

Qualifying Projects*

- Energy Efficiency
- Renewable Energy
- Clean Transportation

Customized Structures

- Improved Rates
- Enhanced Terms
- Leases and Loans
- PPAs and ESAs
- 5-20 Year Terms –
Maximize ROI

Independent Capital

- Attractive Alternative to ESCO Financing
- Vendor & Tech Agnostic
- Support Sustainability Plan
- Ability to address other
Deferred Maintenance
Needs

*Financing still subject to bank underwriting requirements and project diligence



② Program Scope

Grant Funding for Campus Assessments

Coalition Program Partners

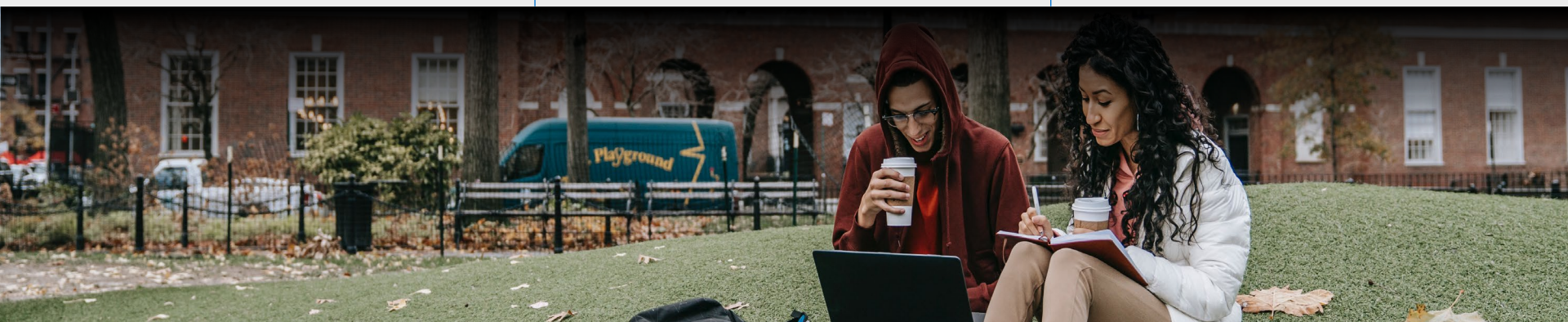
- Coalition identifying best in class program partners to provide energy assessments and EPC capabilities
- Complimentary to existing programs or resources utilized by Coalition members

Grant Program

- Available to Coalition member schools interested in performing campus energy assessments
- \$100K Coalition Energy Program grant sponsored by First American

Benefit to Coalition Members

- Initial Grant Program should support sponsorship for five (5) awarded schools to receive a full energy assessment
- Coalition targeting February 1st, 2023 for grant applications to be available



Program Scope

Ongoing Resources & Academic Integration

Informational Series

- Subject matter experts provide Educational webinars on technologies utilized on the projects
- Exclusive content and insights for participating Schools

Create Living Lab Opportunities

- Faculty and students can participate
- Provide a forum for Technical partners to interact with students

Strategic Planning

- Provide content to share progress with the campus community



Program Scope

Additional Resources & Capabilities

Access To:

- Data from Energy Cost/Usage Assessments
- Independent Knowledge & Insights
- Experienced Technical Partners

Insights Into:

- Emerging Technologies
- State & National Grant Opportunities
- Available Incentive Programs



Summary

What makes this program valuable to member schools?

- 1) Independent nature of the program (non-ESCO) and coordination with the Coalition and its members provides unbiased insights, choice in service providers & actionable information that aligns with member campus goals
- 2) Provides favorable and flexible capital terms needed to advance existing sustainability commitments within existing budget constraints
- 3) Offers initial capital to support schools interested in participating
- 4) Opportunity to provide a broad set of support and resources to help Coalition members advance broader sustainability goals (both environmental and financial)



The Coalition Pain

What Keeps You
How May I Help?
Up at Night?