

North Carolina  
INDEPENDENT  
Colleges & Universities



COLLABORATIVE  
PROJECTS

# COLLABORATIVE PROJECTS

## IN THIS ISSUE

Campus Safety.....	1
<i>Contact Now/ Global Connect</i>	
Technology.....	1
<i>AT&amp;T Mobility</i>	
<i>Microsoft Campus Agreement</i>	
<i>Microsoft Student, Faculty and Staff Select</i>	
<i>Adobe CLP Agreement</i>	
<i>Kaspersky Anti-Virus</i>	
Student Services.....	2
<i>Optimal Resume</i>	
Procurement.....	2
<i>CDW-G</i>	
<i>Provista</i>	
<i>P-card Program with JPMorgan Chase</i>	
<i>First American Equipment Finance</i>	
<i>Rawlinson Procurement Advisors</i>	
<i>State of North Carolina Contract Purchasing</i>	
<i>Unimarket</i>	
Tuition Exchange.....	3
<i>NCICU Tuition Exchange Program</i>	
Tuition Payment Plan.....	3
<i>College Funds Installment (CFI) Payment Plan</i>	
Insurance.....	3
<i>Genworth Financial</i>	
<i>Principal Life Insurance Company</i>	
<i>UnitedHealthcare Student Resources Student Health Insurance</i>	
Compliance.....	4
<i>Environmental Peer Audit Program</i>	
<i>Identity Theft Loss Prevention</i>	
Facilities/IT.....	4
<i>Fastenal</i>	
<i>PURE Contract and BOLYU Contract Company</i>	
<i>School Dude</i>	
<i>WireHead Security</i>	

# COLLABORATIVE PROJECTS

NCICU collaborative programs consolidate the purchasing power of the 36 private, non-profit campuses in North Carolina to provide these colleges and universities the option of purchasing select products at a discount. To defray administrative costs, NCICU, in some cases, may receive a modest amount of funds under agreements made with participating companies.

## CAMPUS SAFETY

### Contact Now

Contact Now provides the technology for colleges and universities to record a message and initiate a voice broadcast to multiple phone numbers. The message can be sent to phone numbers of any size group designated by the individual college or university and for which the institution provides the numbers. The phone call can be used for purposes from general announcements to emergency contacts. Contact Now is providing a significant discount in the annual fee to NCICU member institutions (from \$1,800 to \$500) and a reduction in some types of per phone call costs.

For additional information on the NCICU agreement with Contact Now, contact Skip Almond (704-400-9780 or skip.almond@contactnow.net).

## TECHNOLOGY

### AT&T Mobility

The NCICU agreement with AT&T Mobility provides discounts on wireless service for NCICU member colleges and universities, faculty and staff, and students. The agreement also covers discounts on equipment and accessories. Each participating institution is required to sign a simple Participation Agreement and will be issued two Foundation Account Numbers (FANs), one for employees and one for students. A specific website will be set up for each FAN. In order to be eligible, faculty, staff and students must use either a college email address when signing up or ordering online or a college ID when signing up or purchasing in a retail store.

For additional information about the agreement with AT&T Mobility, please contact Frances Fontaine at NCICU (919-832-5817 or fontaine@ncicu.org).

### Microsoft Campus Agreement

Twenty-five NCICU members participate in Microsoft's Campus Agreement which is a one-year renewable contract that provides participants access to deeply discounted pricing on Microsoft products. The agreement provides for any product upgrades that are released during the contract year and ensures licensing compliance throughout the campus community. The program is managed by NCICU's endorsed reseller ScholarBuys. Pricing is based on the number of faculty and staff at the institution, not the number of computers or installations on campus.

Under the NCICU agreement, member colleges and universities are able to perform unlimited installations of specified Microsoft software on institutionally-owned or leased personal computers during the one-year term of the agreement. These computers must be used exclusively by faculty and staff at the institution. Under the agreement's "Take Home Rights," however, faculty and staff may use the software off campus if the software will be used for the purpose of work.

For additional information on the NCICU Campus Agreement, contact Bob Smith with ScholarBuys (877-999-9294 x103 or bob.smith@scholarbuys.com). NCICU's renewal cycle is August.

### Microsoft Student, Faculty and Staff Select

The 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. Institutions do not have to be part of the Microsoft Campus Agreement to have access to this program. To access the savings, students, faculty and staff may order online using a credit card at [www.campustech.com/studentselect](http://www.campustech.com/studentselect). By actively promoting this program through including program materials in orientation packets or other direct mailings, institutions are providing a valuable service to the campus community.

For additional information on the NCICU Student, Faculty and Staff Select Agreement, contact Bob Smith with ScholarBuys (877-999-9294 x103 or bob.smith@scholarbuys.com).



# COLLABORATIVE PROJECTS

## Adobe CLP Agreement

NCICU is one of the few consortia to obtain the Adobe CLP Student Licensing Agreement which works like the Microsoft Student, Faculty and Staff Select Agreement. The Adobe CLP 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.

For additional information on the NCICU Adobe CLP Agreement, contact Bob Smith with ScholarBuys (877-999-9294 x103 or bob.smith@scholarbuys.com).

## Kaspersky Anti-Virus

Through a brand new agreement with Kaspersky Lab, NCICU member institutions are eligible for discounted pricing on Kaspersky Anti-Virus software. Presently one institution and the NCICU offices have switched to this software. Kaspersky safeguards servers, workstations, laptops and other mobile devices from viruses, worms, Trojans, spyware, crimeware, hacker attacks, phishing and spam. The software is designed to run in a multi-platform and multi-operating system environment and includes as standard the following: anti-virus, anti-spyware, anti-rootkit, registry and application guard, host-based IDS, personal firewall, and anti-spam.

For additional information about the NCICU agreement with Kaspersky Lab, contact Bob Smith with ScholarBuys (877-999-9294 x103 or bob.smith@scholarbuys.com).

## STUDENT SERVICES

### Optimal Resume

Optimal Resume provides a web-based tool for students to create, present and manage their resumes. Students can choose from many variations to create their resumes and publish their resumes at online personal resume websites. The cost for Optimal Resume involves a one-time charge to set up your website and an annual service fee that is based on FTE undergraduate enrollment. For institutions that want to provide this service for graduate students, a separate website and a separate service agreement would be required. The service is discounted based on the number of colleges and universities that participate. At this time, six member institutions use Optimal Resume.

For additional information on NCICU's agreement with

Optimal Resume, contact Shonna Nance (919-354-5011 or shonnan@optimalresume.com)

## PROCUREMENT

### CDW-G

Through an agreement with CDW Government (CDW-G), NCICU colleges and universities have access to discounts on a variety of hardware, peripheral and software products. CDW-G will create a website for each institution which will provide information on NCICU pricing, product information, purchasing history, quotes and order status information. The website also will provide customized access to the CDW-G account team.

For additional information about the agreement with CDW-G, please contact Matt Fielding-Russell (919-491-2991 or mattrus@cdwg.com).

### Provista

Provista is a group purchasing organization that gives NCICU member institutions access to almost 200 supply and equipment contracts from the company's contract portfolio. Using a specially created username and password for each institution, members can go to the Provista website (www.provistaco.com) and access the Provista contract catalog.

For additional information about the Provista agreement, please contact Frances Fontaine at NCICU (919-832-5817 or fontaine@ncicu.org).

### P-card Program with JPMorgan Chase

NCICU is in partnership with JPMorgan Chase to provide a procurement card program for member colleges and universities. The P-card is a MasterCard product that uses Smart Data Online (SDOL), a web-based reporting and approval software that allows card-users and supervisors to manage all aspects of purchasing activities. The advantages of using a procurement card include reducing the number of paper invoices, making more efficient use of staff time and labor, and raising awareness of spending habits on campus. Sixteen state associations like NCICU currently participate in the JPMorgan Chase P-card program. The collective spend volume across all states will yield rebate dollars to participating institutions.

For additional information about the JPMorgan Chase program, please contact Frances Fontaine at NCICU (919-832-5817 or fontaine@ncicu.org).



# COLLABORATIVE PROJECTS

## First American Equipment Finance

Through the NCICU agreement with First American Equipment Finance, lease-financing opportunities are offered to member institutions at preferred rates. First American specializes in designing innovative equipment leasing solutions for such things as computer hardware and software and office equipment for educational institutions nationwide. Benefits of a customized leasing arrangement with First American include deferred payment programs to accommodate budgetary restrictions and lease lines of credit to enhance borrowing options.

For additional information about the First American Equipment Finance program, please contact Todd Benson (714-427-5100 x220 or [todd.benson@faef.com](mailto:todd.benson@faef.com)).

## Rawlinson Procurement Advisors

Procurement consulting is available to NCICU institutions through Rawlinson Procurement Advisors (RPA). This contract is part of the Coalition for College Cost Savings (CCCS) portfolio. At a fixed price based on the size of the institution (plus travel expenses), RPA will conduct a purchasing process evaluation for campuses that addresses the following areas of a campus purchasing function: organization; policies, procedures and processes; systems utilized; supplier selection methods; and quality of products and services purchased. The end result will be a final report that includes recommendations for ways the purchasing function can be improved.

For additional information about Rawlinson Procurement Advisors, contact J.M. Rawlinson (706-302-3688 or [jmr@rawlinsonprocurement.com](mailto:jmr@rawlinsonprocurement.com)).

## State of North Carolina Contract Purchasing

In 1999, the North Carolina General Assembly passed legislation to allow North Carolina's independent colleges and universities to purchase items from paper clips to cars from heavily discounted contracts held by the State.

For additional information about State Contract Purchasing, please contact Frances Fontaine (919-832-5817 or [fontaine@ncicu.org](mailto:fontaine@ncicu.org)) or go to the Purchase and Contract Web site ([www.doa.state.nc.us/PandC/](http://www.doa.state.nc.us/PandC/)).

## Unimarket

Through the Coalition for College Cost Savings (CCCS), NCICU members are able to take advantage of an agreement with Unimarket, a leading higher education eprocurement provider. Unimarket can create a single sign-on internet portal for institutions allowing access to Provista and NCICU contracts, making major suppliers and distributors available from one user login. No installation of hardware or software is necessary as all information is hosted through Unimarket.

For additional information about eprocurement through Unimarket, contact Jim Barnes (443-345-2799 or [jim.barnes@unimarket.com](mailto:jim.barnes@unimarket.com)).

## TUITION EXCHANGE

### NCICU Tuition Exchange Program

In an effort to improve the fringe benefits available to their employees, twenty member institutions participate in the NCICU Tuition Exchange Program. This program entitles certified dependents of college employees to attend school tuition-free at any of the participating colleges and universities. Dependents are certified using the same criteria used to define tuition-free status at the "home" institution. Dependents apply to their chosen institution in the normal manner and are subject to the normal admissions acceptance decisions of that institution.

For additional information about the NCICU Tuition Exchange Program, contact Tim McDowell (919-832-5817 or [mcdowell@ncicu.org](mailto:mcdowell@ncicu.org)).

## TUITION PAYMENT PLAN

### College Funds Installment (CFI) Payment Plan

In conjunction with the College Foundation, Inc., NCICU developed the College Funds Installment (CFI) Payment Plan that lets students and families make interest-free, monthly installment payments to cover college expenses. There is a low annual enrollment fee.

For additional information about the CFI Payment Plan, contact Shera Hube (919-835-2310 or [shube@cfi.org](mailto:shube@cfi.org)).



# COLLABORATIVE PROJECTS

## INSURANCE

### Genworth Financial

Through the Coalition for College Cost Savings (CCCS), employee long term care insurance is available from Genworth Financial. Genworth's program offers NCICU institutions access to a comprehensive benefit with competitive group rates and streamlined underwriting typically not available to individuals or small-to-midsize organizations. Member institutions can have a dedicated enrollment website and their communications customized with their logo, plan design and rates.

(Note: Through a previous agreement, employees at some colleges and universities enrolled in long term care insurance through John Hancock. In the fall of 2010, John Hancock suspended its group long term care program; but those employees enrolled in the John Hancock program are able to keep that coverage.)

For additional information about Genworth Financial Long Term Care Insurance, contact Mike VanGavree at AffinityLTC, LLC (717-737-3060 x300 or mike@affinityltc.com).

### Principal Life Insurance Company

Membership in the Coalition for College Cost Savings (CCCS) gives NCICU institutions access to a comprehensive suite of employer-paid and voluntary benefits including life, short-term and long-term disability, vision and dental insurance through the Principal. Benefits are offered in a menu format allowing institutions to select what meets their needs.

For additional information about life, disability, vision and dental insurance through the Principal, contact Dan Hougham (515-247-5188 or hougham.dan@principal.com).

### UnitedHealthcare Student Resources Student Health Insurance

A group of independent college and university administrators and student health personnel in Wisconsin developed a student health insurance plan that is administered by UnitedHealthcare Student Resources. Through NCICU's association with Wisconsin Association of Independent Colleges and Universities (WAICU), this insurance plan is available to North Carolina's independent colleges and universities. Focusing on "student health" and not "student

health insurance," the plan involves campus student health centers in order to keep the cost at a minimum.

For additional information about the Student Health Insurance plan, contact Matt Brinson (727-563-3476 or mbrinson@uhcsr.com).

## COMPLIANCE

### Environmental Peer Audit Program

Modeled after similar plans implemented in Pennsylvania and New Jersey, NCICU worked with Halloran & Sage LLP attorneys and HRP Associates, Inc., an environmental/civil engineering and hydrogeology firm, to develop a collaborative program to address environmental inspections by the US Environmental Protection Agency of independent colleges and universities in North Carolina. Through this collaborative program trained personnel from participating institutions are able to identify environmental violations. Beginning in fall 2007, trained personnel will be organized into teams of four and will visit participating college and university campuses for the purpose of performing audits.

NCICU is pleased to offer this collaborative program as a response to potentially expensive EPA inspections. The trained peer auditors will be better able to cope with any environmental regulatory burden for which each college or university is responsible. As we have learned from other states, the program has resulted in a collaboration of knowledge and cooperation among campus personnel.

For additional information about the EPA Peer Audit Program, please contact Frances Fontaine at NCICU (919-832-5817 or fontaine@ncicu.org).

### Identity Theft Loss Prevention

Through the CCCS agreement with Identity Theft Loss Prevention (IDTLP), an operational risk management consulting firm, institutions have access to the information Compliance and Awareness Process (iCAP) which can help institutions comply with the laws and prevent identity theft incidents from occurring on campuses. At discounts for their services, IDTLP can prepare higher education institutions with education and training in practical risk management strategies to identify, reduce or prevent the likelihood of identity theft and assist with implementing compliance programs.

For additional information on the IDTLP agreement through CCCS, contact Lottie Cupler (248-763-1885 or lottie@idtlp.com).



# COLLABORATIVE PROJECTS

## SchoolDude

SchoolDude is a web-based operations management provider. SchoolDude products include solutions for work order processing, IT asset management, technology incident management, utility tracking, preventive maintenance, capital planning, inventory management, facility usage scheduling and trip management. The NCICU agreement with SchoolDude enables member institutions to purchase SchoolDude's applications at discounted rates of 10% on the annual fee for all applications and 5% on related one-time training and start up fee. Pricing is based on enrollment.

For additional information on the NCICU SchoolDude agreement, contact Rachael Buchanan (866-989-3833 or rlb@schooldude.com).

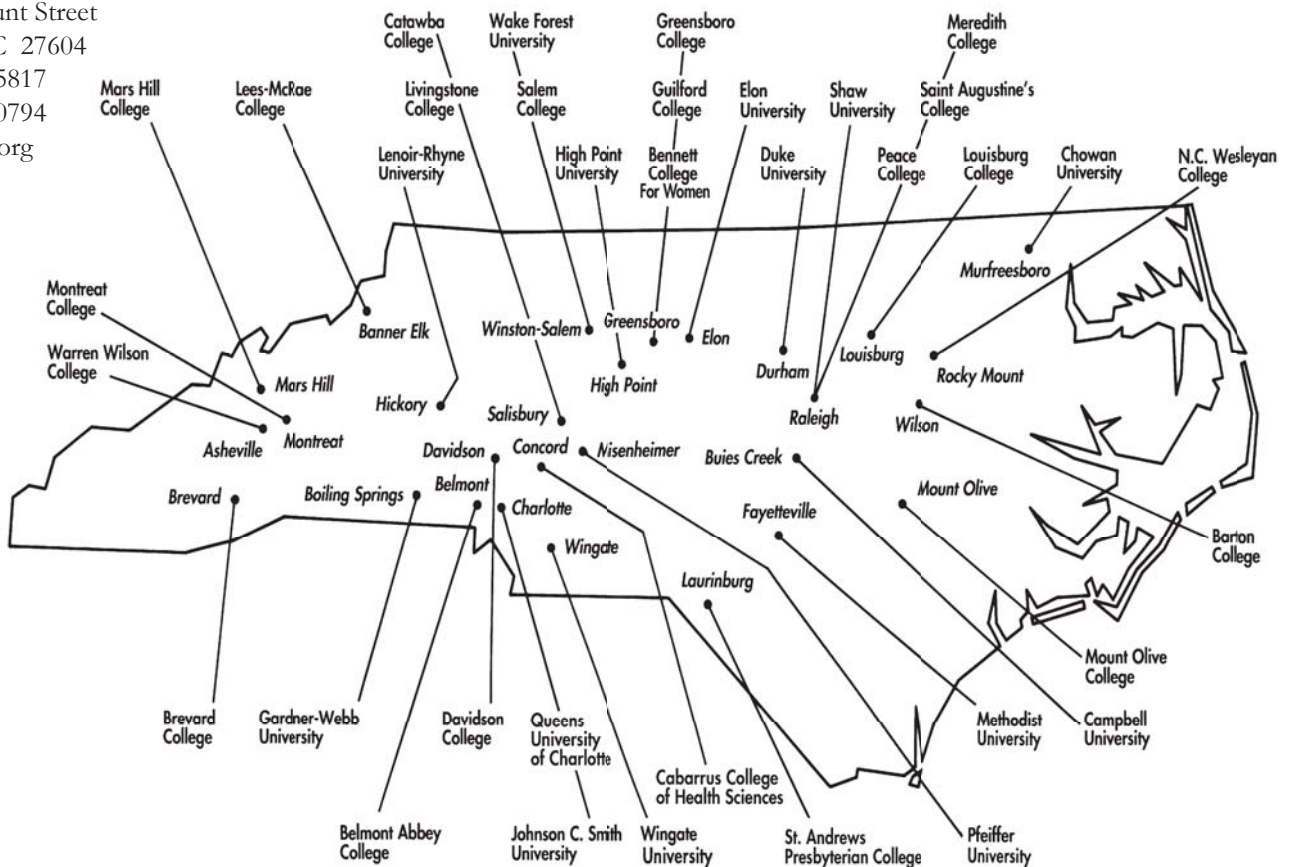
## WireHead Security

WireHead Security is an information security firm that provides customers with the tools to strengthen internal security and risk management strategies. Through the NCICU agreement, WireHead offers consulting services in the areas of penetration testing, Web application assessments, source code reviews, social engineering assessments, internal risk assessments, wireless assessments, VoIP assessments and compliance readiness assessments at a 25% discount in 2010. Based on collective spend by NCICU institutions, there is the potential of greater discounts in future years.

For additional information on the NCICU agreement with WireHead Security, contact Lance Miller with Wirehead Security (919-863-4373 or mliller@wireheadsecurity.com).

## NORTH CAROLINA INDEPENDENT COLLEGES AND UNIVERSITIES

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## MEMBER INSTITUTIONS

Barton College, *Wilson*  
Belmont Abbey College, *Belmont*  
Bennett College for Women, *Greensboro*  
Brevard College, *Brevard*  
Cabarrus College of Health Sciences, *Concord*  
Campbell University, *Buies Creek*  
Catawba College, *Salisbury*  
Chowan University, *Murfreesboro*  
Davidson College, *Davidson*  
Duke University, *Durham*  
Elon University, *Elon*  
Gardner-Webb University, *Boiling Springs*  
Greensboro College, *Greensboro*  
Guilford College, *Greensboro*  
High Point University, *High Point*  
Johnson C. Smith University, *Charlotte*  
Lees-McRae College, *Banner Elk*  
Lenoir-Rhyne University, *Hickory*  
Livingstone College, *Salisbury*  
Louisburg College, *Louisburg*  
Mars Hill College, *Mars Hill*  
Meredith College, *Raleigh*  
Methodist University, *Fayetteville*  
Montreat College, *Montreat*  
Mount Olive College, *Mount Olive*  
NC Wesleyan College, *Rocky Mount*  
Peace College, *Raleigh*  
Pfeiffer University, *Misenheimer*  
Queens University of Charlotte, *Charlotte*  
St. Andrews Presbyterian College, *Laurinburg*  
Saint Augustine's College, *Raleigh*  
Salem College, *Winston-Salem*  
Shaw University, *Raleigh*  
Wake Forest University, *Winston-Salem*  
Warren Wilson College, *Asheville*  
Wingate University, *Wingate*