

A photograph of several hands of different skin tones being stacked on top of each other in a pyramid shape, symbolizing collaboration and teamwork. The background is a blurred office setting.

THE POWER — OF — COLLABORATION

The Coalition offers private nonprofit colleges opportunities 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.

In this newsletter you will find information about just a few of the opportunities available to your school through the Coalition. The Coalition offers programs of interest to Athletics, Facilities, Finance, HR, Title IX / DEI, Student Services, Technology, Legal, Risk Management, and more. Please share this newsletter with others on your campus so they can learn about the benefits of these programs.

We hope you'll take some time to familiarize yourself with more Coalition programs, 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. For a complete list of programs, visit [Coalition Programs](#).

Introductory videos and on demand webinars are available on the [Coalition website](#) and [YouTube Channel](#). [Contact us](#), or speak with your state association to learn more.

IN THIS NEWSLETTER:

Of interest to:

<u>Partner Spotlight IMA</u>	A Success Story from Southeastern University	CFOs Legal
<u>Paymerang Holiday Fraud Training Webinar</u>	Procure to Pay Automation	CFOs Controllers
<u>United Healthcare Student Resources</u>	Student health insurance plans designed to meet the needs of today's college students	Student Services Health Services CFOs
<u>Brander Group</u>	IPv4 Brokerage Services	CIOs CFOs
<u>First American Education Finance</u>	Hear the Rollins College success story	CFOs Operations Facilities
<u>MCAG Settlement Recovery Services</u>	Don't miss out on upcoming Visa/MC settlement	CFOs Legal
<u>Benere</u>	How the Voluntary Benefits Market Works Today	CHROs CFOs Benefit Coordinators
<u>Campus Travel Management</u>	Create a revenue stream from visitors coming to your campus events.	CFOs Athletics Admissions Others who bring visitors to campus
<u>HESS News</u>	HESS Webinar with PATHIFY	CIOs
<u>List of all Program Partners</u>		Everyone!
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PARTNER SPOTLIGHT



A Success Story from Southeastern University

Southeastern University, located in Lakeland, FL, had a goal “to establish a true risk management partnership that enables the development and implementation of a comprehensive program.” They launched a Request for Proposal (RFP) for insurance brokerage and risk management consultative services to identify a new broker partner.

The process included a detailed response to the RFP by invitees, proposal presentation and interview, and an in-person finalist presentation with multiple university stakeholders. In the end, they selected IMA. IMA was able to vastly improve Southeastern’s insurance program and understand their total cost of risk.

Throughout the process, Southeastern University leadership grew in confidence with IMA’s depth of team, breadth of services, expertise in educational risk, as well as IMA’s consultative approach and accessibility. **“We chose IMA as our insurance partner through a meticulous RFP process. They excelled in providing required items, delivering an interactive presentation with top-level participants, ensuring a direct extension of our team to Southeastern University, and demonstrating expertise in our industry. IMA’s commitment to technology, efficient claims handling, proactive risk management, and a clear long-term strategy, coupled with their cultural alignment, made them the ideal choice for our evolving insurance needs.”** ~ Phillip Schmitt, VP of Finance and CFO

IMA’s experience of working with more than 70 colleges and universities has built the knowledge and expertise in developing customized programs for private institutions. By partnering with IMA, your institution can stabilize insurance costs, while receiving best-in-class risk management and claims services.

[Program Details and Contact Information](#)

NEWS from PROGRAM PARTNERS



Protecting Your Campus from Payment Fraud During the Holidays

As the holiday season approaches, fraudsters are gearing up to ruin your festive cheer by targeting your organization with various payment fraud schemes, including business email compromise, vendor impersonation, and phishing.

In this webinar, our expert speakers will dive deep into the world of payment fraud, providing you with invaluable insights and practical strategies to safeguard your business during a peak season of fraudulent activity.

What you'll gain from this webinar:

- Stay ahead of holiday payment fraud risks and safeguard your business.
- Learn from real-world examples of recent payment fraud incidents.
- Get actionable tips to defend against the latest fraud trends.

Don't wait until it's too late! Reserve your spot now and ensure a fraud-free holiday season for your campus.

Tuesday, December 12 at 1 pm (EST)

[REGISTER HERE](#)

or listen to a recording of last month's webinar [HERE](#)



Student health insurance plans designed to meet the needs of today's college students



Low out-of-pocket expenses for students — copays only for prescription, urgent and emergency care, doctor and specialist visits



Partnerships with Student Health and Counseling Centers with the ability for full reimbursement for covered services. Option to waive student copay and deductible for those covered services and treatments



Coverage includes intramural and club sports



UnitedHealthcare Global benefits include medical evacuation and repatriation and global emergency and medical assistance abroad



Unlimited Teladoc medical and mental health virtual visits

Letter of Recommendation, October 11, 2023:

"I wanted to take the time and thank you and your team at United Healthcare (UHC) for the collaborative relationship and exceptional service you've provided to us here at Mercy College of Ohio. Over the last six (6) years UHC has worked diligently to provide the best possible insurance coverage for the student body at Mercy and keep the rates as competitive as possible.

The communication provided is always clear and response time is very quick and expeditious! As time is a valuable commodity for everyone, this allows us to complete our tasks effectively and efficiently, which is appreciated by all involved. During recent transitions within UHC, there were no noticeable differences from those of us at Mercy.

We look forward to continuing our relationship and collaboration with you and your team at UHC and would always recommend the services UHC, and your team, provide. Thank you and best of luck moving forward!"

- Marc S. Adkins, VP of Student Affairs and Dean of Students, Mercy College of Ohio

Questions?

Contact Debbie Delli Santi at DDelliSanti@uhcsr.com or at 1-727-563-3415 or John Maxwell at JMaxwell@uhcsr.com or at 1-215-902-9930.

UnitedHealthcare Student Resources does not discriminate on the basis of race, color, national origin, sex, age or disability in health programs and activities.

ATTENTION: Language assistance services, free of charge, are available to you. Please call 1-866-260-2723.

ATENCIÓN: Usted tiene a su disposición servicios de asistencia en otros idiomas, sin cargo. Llame al 1-866-260-2723.

注意：免費提供語言協助服務。請致電 1-866-260-2723。

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**United
Healthcare**

For more details, watch this [pre-recorded, 10-minute Program Overview](#) (applicable in all states except NY).

For colleges and universities in NY, please refer to this [NY Program Overview](#)



IPv4 Transfer Requests Outpace Previous Year

The IPv4 Market experienced numerous peaks and valleys over the past 2 years, which created doubt and uncertainty across for many. From January of 2023 onward, the market has demonstrated price and demand stabilization, leading to an anticipatory, strong 2024 where conditions will likely align with those which we were accustomed to from 2016 - 2020. [See the most recent IPv4 demand trends.](#)

[IPv4 Cost & ROI Calculator \(Leasing vs. Owning\)](#): Calculate costs, break-even, and return on investment based on today's average lease and purchase prices.

End of Year IPv4 Fire Sales! As we close 2023, many of our clients are deciding how to spend their remaining budgets. IPv4 addresses are the only assets that help generate revenue while maintaining value and showing signs of potential increases in the future. For more information, Email us at info@brandergroup.net or fill out a [Contact Form](#)



Specialty Project Financing with First American

Success Story with Coalition Member School: Rollins College



CASE STUDY

Funding New Growth for a Private Liberal Arts College:

On-Campus Renovation Project Supports the Next Generation of Scholars & Leaders



Rollins financed \$21,000,000 of renovation and expansion costs of an on-campus hotel. First American provided a highly custom financing solution for the project using a 25-year term loan that locked the rate prior to the construction phase (during which rates rose significantly).

The results? Rollins saved hundreds of thousands of dollars in interest expense and benefitted from First American's seamless integration into their existing process. The renovation is projected to generate another \$19,000,000 over the next 10 years.

Hear more from Rollins College in this recent [success story video](#).



Visa/Mastercard Settlement – We'll be filing your claims soon!

We anticipate that Q4 2023 will be another exciting quarter for MCAG and its clients. The \$5.54 billion Visa/Mastercard Settlement claims filing period is expected to open in December.

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.

Under the Coalition agreement, MCAG will handle all the details including preparing and submitting any required documentation and claim forms and working with settlement administrators to reconcile and distribute appropriate recoveries under the terms of the settlements. If no money is recovered, MCAG does not charge or retain a fee. If money is recovered, MCAG retains a special discounted contingent fee of 20% of the obtained recovery. Very little time and effort is required to activate MCAG to recover money from these settlements.

Benefits of using MCAG's Settlement Recovery Service (SRS):

- Eliminate the need to review settlement documents, track important dates, and deadlines.
- Limit administrative burden
- Leverage MCAG's access to relevant data they use to submit a comprehensive claim on your behalf.
- Ensure claim form compliance -- MCAG's years of experience means their processes are consistently reviewed and validated by Settlement Administrators.

What Do You Need to Do?

If you are already an MCAG client, **you do not need to submit or complete any documents** when the claim forms become available. MCAG will manage the entire process on your behalf.

In addition to the \$5+ billion Visa/Mastercard Settlement, there are over \$875 million in other class action settlement funds currently available. Register with MCAG now to ensure you can recover every available dollar from these settlement opportunities.

Registering for MCAG's service is easy: [Click here to visit MCAG's website for Coalition members.](#)

Questions? Contact Kimberly Johnson, VP Business Development at kimberly.johnson@mcaginc.com

[Download Q4 Report](#)

Payment Card Settlement Disclaimer: Claim forms will begin to be delivered and available online in December. No-cost assistance is available from the Class Administrator and Class Counsel during the claims-filing period. No one is required to sign up with any third-party service in order to participate in any monetary relief. For additional information regarding the status of the litigation, interested persons may visit www.paymentcardsettlement.com, the Court-approved website for this case.



**Better Coverage. Lower Cost.
This Changes Everything.**

How the Voluntary Benefits Market Works Today

Voluntary benefits give employees a financial safety net should they face a medical emergency or illness. However, the insurance market isn't always favorable to employers or workers. That's why BeneRe created a different model.

[This article](#) discusses the challenges in the voluntary benefits market, where supplemental insurance plans are increasingly sought after due to rising healthcare costs. The issues include high deductibles, out-of-pocket maximums, and financial strain on employees. Problems in the industry involve misaligned incentives for brokers, pay-to-play platforms, low claims ratios, and carrier hopping.

BeneRe proposes a different model using a group captive insurance approach, ensuring **profits go back to employee plans rather than the insurance industry**. BeneRe emphasizes transparency, lower premiums for employees, and reinvestment of dividends in employee benefits programs. The group captive model aims to address the lack of transparency in the current voluntary benefits market and provide a more favorable outcome for employers and employees. [Read the full article.](#)

To learn more about providing greater coverage at lower premiums for employees, total transparency for employers, and potential dividends to be invested in employee benefits, watch [this special message](#) (2 minutes) for Coalition members from BeneRe's Founder and CEO, download BeneRe's [new white paper](#), or [contact the BeneRe team](#) today.

Are You

- **Earning Commission on the Hotel Rooms Booked by Your Campus Visitors?**
- **Gathering Valuable Data on Your Campus Visitors?**
- **Providing a Personalized Welcome to Your Campus Visitors?**

If not, watch this [recorded program introduction](#) or contact Larry Handel larry@campustravel.com, (410) 267-0866 for more information.



HESS NEWS



The Higher Education Systems & Services Consortium

[The HESS Consortium](#) is primarily a community of practice among CIOs and CFOs in private, non-profit higher education. HESS focuses on collectively lowering costs and increasing collaboration among private colleges and universities in the area of administrative systems and services.

If your school is not already a HESS member, we invite you to [JOIN HERE](#) (it's FREE for Coalition member schools). Save money through HESS/Coalition vendor partnerships and start building relationships with over 330 other IT professionals from private, nonprofit colleges and universities nationwide.

Upcoming Events

HESS Webinar w/Pathify (12/1 at noon eastern):

A diverse panel of esteemed institutions within the HESS Consortium, including Seton Hill, Rollins College and St. John's University, discuss the innovative strides made in creating unique digital student experiences reflecting the distinct identity of each school.

This panel of experts delves into the remarkable ways this partnership facilitates the customization of student portals, fostering a sense of individuality and community. Panelists will not only showcase the power of this collaboration but also shed light on the pivotal role of student feedback.

Don't miss this opportunity to gain valuable insights into the future of educational innovation, as shared by these leading educational institutions.

[REGISTER HERE](#)

COALITION PROGRAM PARTNERS

The programs listed below have been thoroughly investigated and vetted to provide discounted pricing and/or enhanced terms and conditions unavailable elsewhere.

Athletics	CBIZ Borden Perlman Sports	Intercollegiate Sports Insurance
Energy / Sustainability	Ecosystems, Solar Financing Solutions, First American Education Finance	Energy Sustainability Program
Facilities	Fastenal	MRO and Construction Solutions
	First American Education Finance	Project Financing
Finance	Benerē	Supplemental Benefits
	Campus Travel Management	Hotel Revenue
	EZLease	Lease Accounting Software
	First American Education Finance	Purchasing Card
	First American Education Finance	Project Financing
	IMA	Property/Casualty Risk Management
	Managed Care Advisory Group	Settlement Recovery Services
	Mindstream	Management Consulting
	Paymerang	Procure to Pay Automation
Gender, Safety & Equity	Grand River Solutions	Harassment and Discrimination Solutions
Health / Wellness	United Healthcare	Student Health Insurance
		Tele Health
		Tele Behavioral Health

Human Resources	AffinityLTC	Group Long Term Care Insurance
	Benerē	Supplemental Benefits
Legal	IMA	Risk Management
	Managed Care Advisory Group	Settlement Recovery Services
	Mindstream	Management Consulting
Technology/ Telecom	Brander Group	IPv4 Brokerage Services
	D2L	Learning Management System
	Doctums Global	IT Consulting
	Drivestream	Oracle Cloud Implementation
	Granite Telecommunications	Voice and Data Solutions
	Higher Ed Systems and Services Consortium (HESS)	Administrative Systems
	IMA	Cyber Insurance
	Moran Technology Consulting	IT Consulting
	Strata Information Group	IT Consulting



COALITION BUSINESS AFFILIATES



Coalition Business Affiliates are companies that support independent, nonprofit higher education and are committed to providing solutions and discounted pricing to Coalition member colleges and universities. These companies have been referred to The Coalition by at least three private, nonprofit colleges that use their products/services.

Company	Services	Contact
Entrinsic	Informer Reporting Enrole Registration Management, Ecommerce, & Reporting System	Simone McGrath , Sales Director
Everspring	Online course program development	Alicia Jahant , VP University Partnerships
Filewave	Device management MDM Solutions	Willem Boom , VP Sales
Fischer Identity	Identity and Access Management	Chuck Donnelly , VP Field Operations
Higher Digital	Management consulting for ERP transformation projects	Wayne Bovier , CEO
Mythics	Oracle systems integrator, consulting firm, managed services provider, and elite Oracle platinum resale partner	John Iuliano , VP Strategic Market Sales
Pathify	Engagement hub and student portal	Loui Atchison , Field Marketing Lead

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](#)

[The HESS Consortium \(Higher Education Systems and Services\)](#)

[Supplemental Benefits from BENERE](#)

[ERP and Technology Consulting from MORAN](#)

[Lease Accounting Compliance with EZLEASE](#)

[About GRANITE Telecommunications](#)

[Settlement Recovery Services from MCAG](#)

[Procure to Pay Automation from PAYMERANG](#)

[Maintenance, Repairs, and Operations Management from FASTENAL](#)

Learn more about all the Coalition's cost-saving and transformative programs [HERE](#)

MEETINGS and EVENTS

Recent Events

New Program Introduction: Campus Travel Management

[WATCH RECORDING HERE](#)

Protect Your Campus from Payment Fraud During the Holidays

[WATCH RECORDING HERE](#)

Monetize Unused IPv4 Addresses and Fund IT Upgrades with The Brander Group

[WATCH RECORDING HERE](#)

Upcoming Events

12/1 at noon eastern: HESS Webinar with Pathify

[REGISTER HERE](#)

12/12 at 1pm eastern: Protect Your Campus from Payment Fraud During the Holidays

[REGISTER HERE](#)

