

A photograph of several hands of different skin tones being stacked together in a pyramid shape, symbolizing collaboration. The background is a blurred office setting.

THE POWER — OF — COLLABORATION

A decorative banner with purple and yellow triangular flags hangs across the top of the text area. Below the banner are faint, stylized illustrations of pumpkins, a witch, and a spider, creating a Halloween theme.

We hope the Halloween season brings you many treats with no tricks!

Nothing scary here...this month's newsletter is chock full of positive news and updates from the Coalition Program Partners. If you are looking for a quick and easy win, now is the time to enroll with MCAG to recover your share of the \$5.54 Billion Visa/Mastercard antitrust class action settlement. Claims forms will begin to be delivered and available online in December. [See details below.](#)

This newsletter and access to the Coalition's many cost-saving and transformative programs are brought to you as a benefit of your school's membership in your state's private higher education association. Coalition partners and programs have been rigorously vetted, and our agreements have been negotiated on your behalf to bring you savings and/or terms unavailable elsewhere.

The Coalition offers programs of interest to Athletics, Facilities, Finance, HR, Title IX / DEI, Student Services, Technology, Legal, Risk Management, and more. For a complete list, [see below](#) or visit [Coalition Programs](#).

Please share this newsletter with others on your campus so they can learn about the opportunities and savings available through Coalition programs.

IN THIS NEWSLETTER:

Of interest to:

<u>Partner Spotlight 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>IMA Risk in Focus Q3</u>	Risk Management, Property, Casualty, Cyber insurance	CFOs Legal
<u>Paymerang Holiday Fraud Training Webinar</u>	Procure to Pay Automation	CFOs Controllers
<u>Granite Telecommunications</u>	Complimentary voice/data savings analysis Edgeboot device control	CIOs Telecom
<u>MCAG Settlement Recovery Services</u>	Don't miss out on upcoming Visa/MC settlement	CFOs Legal
<u>First American Education Finance</u>	Hear the Rollins College success story	CFOs Operations Facilities
<u>Moran Technology Consulting</u>	Derisk your ERP Transformation	CIOs
<u>Drivestream</u>	Elevating Higher Education with Oracle Cloud Applications	CIOs
<u>List of all Program Partners</u>		Everyone!
<u>Business Affiliates</u>	Companies referred to the Coalition by colleges that use them	Everyone!
<u>Who we are / What we do</u>	Short video introductions to programs	Everyone!
<u>Meetings/Events</u>	Webinar recordings and upcoming meetings/webinars	Everyone!

PARTNER SPOTLIGHT



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, consider the possibility that travel could be another auxiliary service, complementing campus food courts and bookstores:

Examples:

- What if you could receive the hotel commission that parents, athletic fans and prospective students generate, instead of the hotel keeping it?
- What if your athletic department could earn commissions on hotels booked for both “away” games as well as home?
- What if campus gift baskets and/or merchandise coupons could be waiting for your visitors and guests at hotel check-in?

CTM provides the tools to make it possible. Using our technology, colleges and universities can benefit from income currently going unclaimed for events like graduation, homecoming and family weekends.

In the past five years, nearly 100 campuses have received close to \$2 million in otherwise lost, ignored or unclaimed funds. CTM can (without cost or additional workload) provide you with the tools you need to get the money you deserve.

Watch this [recorded program introduction](#) or contact Larry Handel larry@campustravel.com, (410) 267-0866 for more information.

NEWS from PROGRAM PARTNERS



This edition covers:

- Property Undervaluation
- Active Assailant Solutions
- Declining Enrollment
- Mental Health of Students

+Download Risk in Focus -
Education - Q3 2023

Ranked as the 3rd largest privately held insurance brokerage firm in the United States, IMA's Higher Education practice has a 100% Success Rate in Driving Down colleges' net cost of their Property & Casualty Insurance Program.

As specialists in designing and implementing association-sponsored collaborative insurance programs, IMA has helped clients achieve an average of over 20% premium savings. In addition, IMA's clients have been able to increase limits and reduce deductibles while maintaining the flexibility to tailor programs for their institution.

For colleges not yet in the program, IMA's proprietary assessment and benchmarking process will allow CFOs and Risk Managers to efficiently and effectively quantify gaps and identify opportunities for improvement.

Questions?

Contact Derek Karr, National Education Practice Director, [\(303\) 827-9460](tel:3038279460), derek.karr@imacorp.com



Sleigh the Risks

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 business.

Tuesday, November 14th at 12 pm (EST) or Wednesday, November 15th at 3 pm (EST)

[**REGISTER HERE**](#)



SAVINGS ANALYSIS

Existing Inventory & Savings Comparison Audit

COST FREE & NON-BINDING

CONTACT

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GRANITE FACTS



Customers include 85 of the Fortune 100 companies



24 / 7 / 365 US Based Concierge Customer Support



Over \$200 million in charitable donations

COMPLIMENTARY SERVICES AUDIT

Granite provides comprehensive audits of all existing telecommunications services. These audits come without cost or obligation. Most importantly, they average 26.3% net savings. *(Statistics gathered C.Y. 2018)*

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

In two weeks' time Granite will return a full detailed report of every service you have, where you have it, and what you pay for it. Coupled with your existing inventory will be Granite's rate and your net savings. Ultimately Granite's goal will be to provide one online portal for all invoices and one dedicated account manager to handle support needs across your organization.



[CLICK HERE TO SCHEDULE AN INITIAL DISCUSSION & SERVICE PORTFOLIO OVERVIEW TODAY!](#)

And if you missed it in our September newsletter...

[Granite Launches edgeboot: Powerful Device Control Made Simple](#)

Questions? Contact Joseph Gephart, (561) 868-8190, coalition@granitenet.com



\$5.54 Billion Visa/Mastercard Update!

Don't Miss Out - There's Still Time to Register

The Coalition and its endorsed partner MCAG have been closely following the proceedings related to the “Visa/Mastercard Interchange Fee Class Action Settlement” [Payment Card Interchange Fee and Merchant Discount Antitrust Litigation, MDL No. 1720]. The lawsuit claims that merchants paid more fees than they should have for accepting Visa and Mastercard as payment from consumers.

What Does This Mean for You

This is an historic opportunity – the \$5.54 billion available represents the most significant antitrust class action settlement to date. Eligible class members can seek reimbursement for a portion of their interchange fees paid during a fifteen-year period from January 2004 - January 2019. We urge our members to consider using MCAG, a third-party filing expert, to work on your behalf on the Visa/Mastercard settlement AND future settlements for which you qualify as a class member.

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

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.



Specialty Project Financing with First American

First American Education Finance is a financial services company and wholly owned subsidiary of City National Bank, an RBC Company. For over 20 years, they have worked to develop a deep understanding of the greatest needs and challenges facing higher education institutions. Their deep experience and financial strength has enabled them to support the financing needs of more than 800 schools nationwide to help deliver the best education possible to their students.

First American and its parent, City National Bank, are pleased to extend our Finance Programs to the Coalition and the state association members it serves. Whether you are looking to renew technology or address deferred maintenance projects on your campus, our full suite of programs simplifies project financing allowing coalition members to stay focused on advancing their institution.

Financing Solutions for All Project Types:

- Deferred Maintenance
- Energy Efficiency Upgrades
- Campus Vehicles
- Athletic Equipment & Facility Upgrades
- Faculty and Staff Devices
- Classroom Technology
- Enterprise Software
- Network Infrastructure
- Research Equipment

Program Benefits:

- Integrated Master Agreement to facilitate the financing of projects quickly and easily
- A suite of asset management services for roll-out and end of life disposition
- Access to custom Lease Management Platform to make financing simple

Success Story with Coalition Member School: Rollins College



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](#).



Elevating Higher Education With Oracle Cloud Applications

STRATEGY & ADVISORY



From planning transformations, to assessing current state or getting a project back on track, we provided the advice to help your organization grow

IMPLEMENTATION



With our proprietary tools and proven methodologies within an iterative framework ensures seamless end-to-end implementations

ONGOING SUPPORT



We provide the ongoing service and support you need, including break-fix, enhancements, testing, and milestone services

SERVING HIGHER EDUCATION



We understand that providing a personalized and seamless experience is essential for the organization and student success. That's why we offer Oracle Cloud application implementation and support services to help institutions optimize their HR, Finance and student experience.

HESS COLLECTIVE PROGRAM



As a member of CCCS, you are automatically eligible to join the HESS Collective Program. This Program is the beacon for private higher education, merging operational innovation, community collaboration, and clear financial strategies to illuminate a brighter future through the deployment of Oracle Cloud Applications for Higher Education.

GET STARTED WITH A CTA



The Cloud Transformation Assessment (CTA) is a collaborative workshop that helps organizations clarify their strategy, identify business value, and lay out a roadmap for migrating to Oracle cloud applications. Contact us today to sign up for your free CTA workshop.

CONTACT US

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(703) 715-0150



Is your campus trying to predict the future through data analytics? Are you frequently hearing how “easy” it should be for the information technology department to give everyone access to the data they perceive that they need? Here at Moran Technology Consulting (MTC) we have a successful Data Analytics practice, led by [Eric Hoffman](#) to support those who are thinking with their campuses about how to improve access to and understanding of data.

Eric recently [offered a webinar](#) on how institutions can de-risk their ERP transformation by focusing on data preparation and published a brief piece with some real-world advice about [how to get started with your data strategy](#) that may be of interest to you.

Moran Technology Consulting, a HESS and Coalition partner, invites you to contact us for a free consultation and to answer any questions you might have about your data strategy. You can reach us about this or [The Coalition and HESS ERP Replacement Support Toolkit](#) by emailing hess@morantechnology.com.

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](#)

The Future of Change Management in Higher Education with Higher Digital

Change is the only constant in life, and digital change appears to be accelerating for the industry. So how do you stay on top of it all? Listen in on how Higher Digital is helping colleges approach change using new processes and tools built specifically for higher education that make managing ERP/SIS SaaS change faster and more successful. [WATCH RECORDING HERE](#)

De-risking an ERP Transformation through Data Transformation with Moran Technology Consulting

[WATCH RECORDING HERE](#)

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

[WATCH RECORDING HERE](#)

Upcoming Events

11/14 at noon or 11/15 at 3pm eastern: Protect Your Campus from Payment Fraud During the Holidays

[REGISTER HERE](#)

