Collaborative services allow GICA institutions to increase efficiency and decrease administrative costs, while offering staff and faculty members opportunities to remain current in their fields of expertise.
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GICA 2022 Collaborative Services Overview
ACADEUM

Assists colleges to share online courses and tuition revenue offering a broader array of courses and improving student persistence and graduation rates.

TARGETED TO:
Chief Academic Officers, Enrollment, Student Retention, Chief Financial Officers, Faculty, Registrars

CURRENTLY USED BY:
Point University, Shorter University, Wesleyan College

BENEFITS:
1. Generates revenue stream for campus
2. Speeds time to graduation for students
3. Improves student retention
4. Improves efficiency of academic affairs

CONTACT:
Rick Ostrander
rick@acadeum.com
Regional Vice President Institutional Partnerships
Acadeum
917-309-1877

GA-TRACS

Provides a portal for institutions’ transfer information so that potential transfer students can easily see how the courses they have taken may transfer to a participating public or private institution.

TARGETED TO:
Chief Academic Officers, Enrollment, Registrars

CURRENTLY USED BY:
Berry College, Clark Atlanta University, Piedmont University, Point University

BENEFITS:
1. Improves efficiency of Academic Affairs
2. Makes transfer information easier for potential students to access

CONTACT:
Jenna Colvin
jcolvin@georgiacolleges.org
President
Georgia Independent College Association
404-233-5433, ext. 701

This partnership is jointly managed by GICA, Georgia Department of Education, the Georgia Student Finance Commission, the University System of Georgia, and the Technical College System of Georgia.

LCMC

Allows institutions to reduce costs by sharing select majors and academic programs and offers students an expanded list of majors and select online courses.

TARGETED TO:
Chief Academic Officers, Enrollment, Admissions, Student Retention, Chief Financial Officers, Faculty, Registrars

CURRENTLY USED BY:
Andrew College, Piedmont University, Reinhardt University, Wesleyan College

BENEFITS:
1. Increases efficiency of Academic Affairs
2. Offers colleges the opportunity to expand list of majors they offer students without incurring cost of creating a new academic program on campus
3. Provides cost savings that can reduce tuition
4. Allows colleges to offer high-demand programs to students to enhance their career readiness
5. Improves recruitment efforts

CONTACT:
Kevin Harrington
kharrington@adrian.edu
Special Assistant to the President for Innovation
Adrian College
(585) 766-1961
**MCGRAW HILL**

Provides institutions with affordable learning solutions; curriculum coverage; academic choice; accessibility; technical Integration; and faculty and student training.

**TARGETED TO:**
Chief Academic Officers, Faculty, Disability Services, Bookstore

**CURRENTLY USED BY:**
All 24 GICA institutions

**BENEFITS:**
1. Provides discounts for student books and learning materials
2. Improves accessibility to books and materials for students with learning disabilities

**CONTACT:**
Erin Patrick
erin.patrick@mheducation.com
Director, Strategic Partnerships
McGraw-Hill Education
865-661-4645

---

**NATIONAL STUDENT CLEARINGHOUSE**

Offers institutions a free reverse transfer service across public, private and state lines from a four-year institution to a two-year institution in order to award associate degrees to eligible students.

**TARGETED TO:**
Chief Academic Officers, Admissions, Enrollment, Registrars

**CURRENTLY USED BY:**
All 24 GICA institutions

**BENEFITS:**
1. Increases graduation rates
2. Improves efficiency of registrar’s office
3. Increases student retention
4. Improves recruitment efforts

**CONTACT:**
Jenna Colvin
jcolvin@georgiacolleges.org
President
Georgia Independent College Association
404-233-5433, ext. 701

*Additional details are available on the National Student Clearinghouse website.*

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**TCSG ARTICULATION AGREEMENT**

Defines how 80 courses taught at TCSG institutions will transfer to a GICA member institution.

**TARGETED TO:**
Chief Academic Officers, Enrollment, Admissions, Registrars

**CURRENTLY USED BY:**
Agnes Scott College, Andrew College, Berry College, Brenau University, Brewton-Parker College, Clark Atlanta University, Covenant College, Emmanuel College, LaGrange College, Life University, Mercer University, Oglethorpe University, Piedmont University, Point University, Reinhardt University, Shorter University, Spelman College, Thomas University, Toccoa Falls College, Truett McConnell College, Wesleyan College, Young Harris College

**BENEFITS:**
1. Improves recruitment efforts
2. Improves transferability of student courses from TCSG to GICA institutions

**CONTACT:**
Jenna Colvin
jcolvin@georgiacolleges.org
President
Georgia Independent College Association
404-233-5433, ext. 701

*GICA institutions who are interested in reviewing their campus’ participation in specific aspects of this agreement can request a copy of the agreement from Jenna Colvin.*
COMPLIANCE COLLABORATIVE PROGRAM

Supports GICA institutions as they develop and enact policies and procedures that are compliant with state and federal laws, mandates, and guidance through training, consultation, guidance, and policy recommendations.

TARGETED TO:
Chief Financial Officers, Chief Student Affairs Officers, Human Resources Directors, Compliance Officers, Disability Services Directors, Faculty & Staff

CURRENTLY USED BY:
16 GICA institutions use the Compliance Collaborative Program

BENEFITS:
1. Provides unlimited access to the services of the CCP Consultant
2. Offers compliance training webinars throughout the year
3. Provides Webinar recordings to all CCP institutions’ staff and faculty
4. Offers in-person training seminars throughout Georgia
5. Assists with policy review and formation
6. Provides regular compliance updates
7. Issues monthly newsletters on relevant federal laws
8. Provides access to resource folder (currently under development)
9. Assesses status of CCP members’ compliance initiatives

CONTACT:
Lisa Macke
Vice President
Georgia Independent College Association
404-233-5433 x 703

In 2021, the average savings per school on compliance services and training was $31,500.

GEORGIA AWARDS

Helps researchers better understand enrollment, completion, and employment patterns within the state through a statewide longitudinal data system populated by seven state agencies.

TARGETED TO:
Chief Academic Officers, Institutional Researchers, Faculty

CURRENTLY USED BY:
Agnes Scott College, Andrew College, Berry College, Brenau University, Brewton-Parker College, Clark Atlanta University, Covenant College, Emmanue College, LaGrange College, Life University, Mercer University, Morehouse College, Oglethorpe University, Piedmont College, Point University, Reinhardt University, Spelman College, Thomas University, Toccoa Falls College, Wesleyan College, Young Harris College

BENEFITS:
1. Allows institutions to research the effectiveness of their educational programs
2. Trains institutions to understand enrollment and completion patterns
3. Assists with SACSCOC accreditation reviews

CONTACT:
Jenna Colvin
jcolvin@georgiacolleges.org
President
Georgia Independent College Association
INFORMATION TECHNOLOGY CONSORTIUM

Drives costs down through collective purchases of software, hardware, and information technology services.

TARGETED TO:
Chief Financial Officers, Chief Information Officers, Librarians, Faculty

CURRENTLY USED BY:
All 24 GICA institutions

CONTACT:
Lisa Macke
lmacke@georgiacolleges.org
Vice President
Georgia Independent College Association
404-233-5433 x 703

MULTIPLE EMPLOYER RETIREMENT PLAN

Collectively administered retirement plans to help campuses better comply with IRS regulations and reduce costs.

TARGETED TO:
Chief Financial Officers, Human Resources Directors, Faculty

CURRENTLY USED BY:
LaGrange College, Reinhardt University, Thomas University, Young Harris College

BENEFITS:
1. Decreases time spent on administration of retirement plan
2. Decreases fiduciary risk for institutions
3. Decreases cost of administrative recordkeeping
4. Educates employees on how to move assets to the less expensive MEP investment platform

CONTACT:
Lisa Macke
lmacke@georgiacolleges.org
Vice President
Georgia Independent College Association
404-233-5433 x 703

COLLABORATIVE PURCHASING PROGRAMS

ADOBE

Offers institutional licensing of campus-owned computers and servers with a bundle of Adobe products (Creative Cloud and/or E-Sign) at a discount.

TARGETED TO:
Chief Information Officers, Information Technology Directors, Faculty

CURRENTLY USED BY:
Agnes Scott College, Andrew College, Berry College, Brenau University, Brewton-Parker College, Clark Atlanta University, Covenant College, Emmanuel College, LaGrange College, Mercer University, Morehouse College, Oglethorpe University, Piedmont University, Point University, Reinhardt University, Shorter University, Spelman College, Thomas University, Truett McConnell University, Wesleyan College, Young Harris College

BENEFITS:
1. Discounts products for GICA schools who would not qualify for such pricing on their own
2. Waives the minimum purchase requirements to allow schools in the Enterprise Term License Agreement to obtain this plan who would not qualify on their own

CONTACT:
Darren Shahinian
Business Development Manager
ScholarBuys
877-999-9294 x197
**AFFINITY LTC**

Provides long-term care insurance as an employee paid benefit.

**TARGETED TO:**
Chief Financial Officers, Human Resources Directors, Faculty, Staff

**CURRENTLY USED BY:**
Agnes Scott College, Berry College

**BENEFITS:**
1. Provides options for employee paid or employer paid
2. Offers flexible reimbursement options
3. Has no age limit for employees

**CONTACT:**
Mike Van Gavree
Founder
AffinityLTC
717-737-3060 x300

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**AIG**

Provides a low cost, high quality mutual fund product that offers financial education, fiduciary services, plan compliance, and audit support for plan sponsors.

**TARGETED TO:**
Chief Financial Officers, Human Resources Directors, Faculty, Staff

**CURRENTLY USED BY:**
Brenau University, Emmanuel College, Mercer University, Morehouse College, Piedmont University, Reinhard University, Spelman College, Wesleyan College

**BENEFITS:**
1. Provides targeted financial education for each participant
2. Significantly reduces or eliminates of audit costs for institution
3. Offers fiduciary services, plan compliance, and audit support to institutions

**CONTACT:**
Paul Fields
paul.fields@aig.com
Vice President of Business Development
AIG
561-214-1188

---

**ATLANTA PEACH MOVERS**

Provides discounted moving rates on a variety of relocation services.

**TARGETED TO:**
Human Resources Directors, Faculty, Staff

**CURRENTLY USED BY:**
Agnes Scott College, Brenau University, Clark Atlanta University, Life University, Spelman College

**BENEFITS:**
1. Provides option for either the institution or the employee to pay APM directly
2. Discounts interstate moves by 60%
3. Discounts intrastate moves by 18%
4. Includes $5000 full replacement value insurance

**CONTACT:**
Orlando Lynch
olynch@atlpeachmovers.com
President and CEO
Atlanta Peach Movers
770-447-5121
CASTLEBRANCH

Offers technology-driven background screening solutions for employees and students.

TARGETED TO:
Chief Financial Officers, Human Resources Directors

CURRENTLY USED BY:
Agnes Scott College, Emmanuel College, LaGrange College

BENEFITS:
1. Maintains a 99.996% accuracy rate
2. Accredited by the Professional Background Screening Association

CONTACT:
Mike Maurer
Sales Manager
CastleBranch
888-723-4263 x 7830

PBSA is a highly coveted accreditation that accredits only 5% of all national Consumer Reporting Agencies.

CBIZ BORDEN PERLMERNS PORTS

Allows campuses to offer intercollegiate sports secondary insurance coverage and individual hard waiver plans to student athletes.

TARGETED TO:
Chief Financial Officers, Chief Student Affairs Officers, Athletic Directors, Student Retention

CURRENTLY USED BY:
New program

BENEFITS:
1. Offers multi-year guaranteed cost programs
2. Offers Post Critical Incident Counseling offered
3. Provides concussion benefit
4. Provides Return of Remains benefit
5. Discounts plans by 15%

CONTACT:
Kelly Myers
kelly.myers@cbiz.com
Vice President
CBIZ Borden Perlman Sports
609-482-2210 x 110

CWD-G

Specializes in computer equipment and related hardware, software, services, and support.

TARGETED TO:
Chief Financial Officers, Chief Information Officers

CURRENTLY USED BY:
Berry College, Brewton-Parker College, Clark Atlanta University, Covenant College, Emory University, Mercer University, Morehouse College, Point University, Reinhardt University, Spelman College, Toccoa Falls College, Truett McConnell University, Wesleyan College, Young Harris College

BENEFITS:
1. Offers competitive pricing across entire service and product portfolio
2. Provides assistance of a dedicated account team specializing in higher education
3. Accesses streamlined e-commerce and e-procurement integrations
4. Discounts as much as 34% off regular prices

CONTACT:
Yvette Heflin
Inside Member Representative
E&I
(937) 531-7404 x 1203

CDW-G partners with major manufacturers such as Dell, HP, and Lenovo to provide comprehensive solutions for PC, server, storage, networking equipment, and IT peripherals.
THE COALITION FOR COLLEGE COST SAVINGS

Decreases the costs of institutions that belong to associations of private colleges and universities.

TARGETED TO:
Athletic Directors, Business Office, Chief Academic Officers, Chief Enrollment Officers, Chief Financial Officers, Chief Information Officers, Chief Student Affairs Officers, Facilities, Faculty & Staff, Human Resource Directors, Librarians, Public Affairs, Student Retention

CURRENTLY USED BY:
Agnes Scott College, Andrew College, Berry College, Brenau University, Brewton-Parker College, Clark Atlanta University, Covenant College, Emmanuel College, Emory University, LaGrange College, Life University, Mercer University, Morehouse College, Oglethorpe University, Piedmont University, Point University, Reinhardt University, Shorter University, Spelman College, Thomas University, Toccoa Falls College, Truett McConnell University, Wesleyan College, Young Harris College

BENEFITS:
1. Offers competitive pricing across entire service and product portfolio
2. Discounts depending upon product or service

CONTACT:
Lyen Crews
crews@thecoalition.com
President
The Coalition for College Cost Savings
859-321-4810

COURSEDOG

Academic operations software that integrates academic and event scheduling, curriculum, catalog, and course demand projection tools.

TARGETED TO:
Chief Academic Officers, Chief Information Officers, Registrars

CURRENTLY USED BY:
Point University

BENEFITS:
1. Streamlines scheduling and curricular operations into a single integrated platform
2. Eliminates manual processes and cuts costs to improve student outcomes
3. Discounts 5-15% depending upon how many GICA institutions participate

CONTACT:
Zach Drollinger
zdrollinger@coursedog.com
Director of Partnerships
Coursedog
303-590-4508

E&I

Specializes in higher education product and service contracts.

TARGETED TO:
Athletic Directors, Business Office, Chief Academic Officers, Chief Enrollment Officers, Chief Financial Officers, Chief Information Officers, Chief Student Affairs Officers, Facilities, Faculty & Staff, Human Resource Directors, Librarians, Public Affairs, Student Retention

CURRENTLY USED BY:
All 24 institutions

BENEFITS:
1. Offers competitive pricing across entire service and product portfolio
2. Competitively bids all contracts

CONTACT:
Yvette Heflin
yheflin@eandi.org
Inside Member Representative
E&I
937-531-7404 x 1203

To view the contracts within more than 30 categories, go to www.eandi.org.
ENTERPRISE RENT-A-CAR

Offers car rental program, retail car sales, employee commuting and fleet management.

TARGETED TO:
Athletic Directors, Business Office, Chief Academic Officers, Chief Financial Officers, Chief Student Affairs Officers, Facilities, Faculty & Staff, Human Resource Directors

CURRENTLY USED BY:
Agnes Scott College, Berry College, Brenau University, Clark Atlanta University, Covenant College, Emory University, LaGrange College, Mercer University, Morehouse College, Oglethorpe University, Spelman College, Thomas University

BENEFITS:
1. Provides broad range of services tailored to institution’s needs
2. Offers free fleet cost analysis
3. Improves cash flow
4. Reduces operational costs
5. Discounts based on service

CONTACT:
Yvette Heflin
yheflin@eandi.org
Inside Member Representative
E&I
937-531-7404 x 1203

EZLEASE

Provides fast and simple accounting software to assist in long-term compliance for lessees and lessors across equipment and real estate assets.

TARGETED TO:
Business Office, Chief Financial Officers

CURRENTLY USED BY:
New program

BENEFITS:
1. Assists with long-term compliance in ASC 842, GASB 87, and IFRS 16
2. Discounts 20%

CONTACT:
cccs@ezlease.com

FASTENAL

Provides industrial, safety, and construction supplies and inventory management, manufacturing, and tool repair.

TARGETED TO:
Chief Financial Officers, Facilities

CURRENTLY USED BY:
Berry College, Brenau University, Piedmont University, Reinhardt University, Truett-McConnell University

BENEFITS:
1. Can personalize package for high usage items
2. Offers no minimum order quantities
3. Discounts products from 20-50%

CONTACT:
Zach Wise
Contract Manager
Fastenal
507-313-7206
FIRST AMERICAN EDUCATION FINANCE

Provides institution discounts for capital purchases or leases of campus upgrades, equipment, furniture, and technology and funding solutions for capital projects.

TARGETED TO:
Chief Financial Officers, Chief Information Officers

CURRENTLY USED BY:
Agnes Scott College, Brenau University, Life University, Spelman College, Wesleyan College, Young Harris College

BENEFITS:
1. Allows campuses to reserve capital for other uses
2. Customizes financing solutions at preferred rates

CONTACT:
Phil Palermo
Vice President
First American Education Finance
585-643-3217

GRAINGER

Features more than 1.7 million products in over 32 maintenance, repair, and operational (MRO) categories

TARGETED TO:
Chief Financial Officers, Facilities

CURRENTLY USED BY:
Agnes Scott College, Berry College, Brenau University, Brewton-Parker College, Clark Atlanta University, Covenant College, Emory University, Mercer University, Morehouse College, Oglethorpe University, Reinhardt University, Spelman College, Truett-McConnell University, Wesleyan College

BENEFITS:
1. Provides ability to create institutional-specific basket of additional items
2. Offers aggressive category and sub-category top-tier discounts

CONTACT:
Yvette Heflin
yheflin@eandi.org
Inside Member Representative
E&I
937-531-7404 x 1203

GRANITE GOVERNMENT SOLUTIONS

Delivers one-stop voice and data solutions to simplify sourcing and managing services.

TARGETED TO:
Chief Information Officers, Information Technology Directors

CURRENTLY USED BY:
New program

BENEFITS:
1. Offers a discount of up to 50%
2. Provides a single point of contact for all customer service issues
3. Has web-based portal that allows for inventory visibility, customized reporting, usage, and ticketing

CONTACT:
Joseph Gephart
jgephart@granitenet.com
Senior Regional Accounts Manager
Granite Government Solutions
561-868-8190

GICA 2022 Collaborative Services Overview
Provides auto and home voluntary benefits for employees with significant group discounts.

**TARGETED TO:**
Chief Financial Officers, Human Resources Directors, Faculty & Staff

**CURRENTLY USED BY:**
No institutions at this time

**BENEFITS:**
1. Ensures no out-of-pocket costs to institutions
2. Offers value-added educational seminars
3. Offers easy enrollment and choice of payment options for employees
4. Requires no down payment or fees for employees with payroll deduction
5. Guarantees rates for 12 months

**CONTACT:**
Mark Enright
mark.enright@libertymutual.com
Senior Sales Leader, Group Voluntary Benefits
Liberty Mutual Insurance Group
866-424-7756

GICA partners with The Coalition for College Cost Savings to offer this employee program.

**LIBERTY MUTUAL**

Provides property, casualty, and cyber insurance and risk management designed specifically for private, independent colleges.

**TARGETED TO:**
Chief Financial Officers, Chief Information Officers, Risk Managers

**CURRENTLY USED BY:**
Reinhardt University

**BENEFITS:**
1. Offers no minimum number of institutions to join
2. Can work with existing broker
3. Saves institutions on average 30% on property and casualty insurance

**CONTACT:**
Chad DeLine
Business Development Executive
IMA
303-919-9648

**MCAG**

Optimizes returns from class action settlements.

**TARGETED TO:**
Business Office, Chief Financial Officers

**CURRENTLY USED BY:**
New program

**BENEFITS:**
1. Provides 80% of recovered settlement funds
2. Provides documentation and claim forms submitted on institution’s behalf
3. Reconciles and distributes recovered funds under the terms of the settlement

**CONTACT:**
Jonathan Gadd
jgadd@mcaginc.com
Vice President for Business Development
Managed Care Advisory Group
419-345-2461
MICROSOFT

Provides institutional licensing of campus-owned computers and servers with a discounted bundle of Microsoft products.

TARGETED TO:
Chief Financial Officers, Chief Information Officers, Information Technology Directors, Faculty & Staff

CURRENTLY USED BY:
Agnes Scott College, Berry College, Brenau University, Brewton-Parker College, Clark Atlanta University, Covenant College, Emmanuel College, LaGrange College, Mercer University, Oglethorpe University, Piedmont University, Point University, Reinhardt University, Shorter University, Spelman College, Thomas University, Truett-McConnell University, Wesleyan College, Young Harris College

BENEFITS:
1. Offers high level discounts to GICA schools who would not qualify for such pricing on their own
2. Waives the minimum purchase requirements to allow schools to obtain this plan who would not qualify on their own
3. Offers continuing education on software products

CONTACT:
Darren Shahinian
Business Development Manager
ScholarBuys
877-999-9294 x197

GICA’s Microsoft EES Collaborative Purchasing Agreement is coordinated and managed by ScholarBuys.

OMNIA PARTNERS

Combines the spend of businesses from diverse industries rather than just higher education.

TARGETED TO:
Athletic Directors, Business Office, Chief Academic Officers, Chief Enrollment Officers, Chief Financial Officers, Chief Information Officers, Chief Student Affairs Officers, Facilities, Faculty & Staff, Human Resource Directors, Librarians, Public Affairs, Student Retention

CURRENTLY USED BY:
New program

BENEFITS:
1. Offers competitive pricing due to leveraging the buying power of multiple industries
2. Has the most robust portfolio of private sector contract categories

CONTACT:
Kelly Fraser
Kelly.Fraser@omniapartners.com
Regional Manager- Higher Education, Southeast
OMNIA Partners
239-297-6625

PAYMERANG

Automates accounts payable invoice payment processing and reconciliation with vendor payment options and direct deposit.

TARGETED TO:
Chief Financial Officers, Business Office

CURRENTLY USED BY:
Agnes Scott College, Brenau University, Piedmont University, Toccoa Falls College, Truett McConnell University

BENEFITS:
1. Saves $2 in hard costs for every payment run through Paymerang
2. Adds security inherent in the Paymerang system that prevents fraudulent invoices from being processed by institutions
3. Pays back rebates to institutions

CONTACT:
Corbin Allen
callen@paymerang.com
Marketing Partnership Manager
Paymerang
804-256-3958
**SAGEVIEW**

Provides 403(b) consulting and investment advisory services:
- Plan document design and review of administrative procedures
- Committee charter and formation
- Investment policy statement design and implementation
- Investment review and fund consolidation
- Annual cost assessment and benchmarking
- Vendor comparative analysis and consolidation
- Participant communication strategy and implementation
- Fiduciary training and best practices
- Vendor management/liaison
- Annual 403(b) plan check-up and progress report

**CURRENTLY USED BY:**
Agnes Scott College, LaGrange College, Mercer University, Oglethorpe University, Piedmont University, Reinhardt University

**BENEFITS:**
1. Offers proven proprietary processes
2. Discounts 20% off to GICA institutions for each institution’s assessment of needs

**CONTACT:**
Jonathan St. Clair
jstclair@sageviewadvisory.com
Chief Fiduciary Officer and Managing Director
SageView Advisory Group
404-654-0289

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**PNC BANK PURCHASING CARD**

Reduces the time and expenses associated with the traditional purchasing process.

**TARGETED TO:**
Chief Financial Officers, Business Office

**CURRENTLY USED BY:**
Agnes Scott College, Piedmont University, Truett McConnell University

**BENEFITS:**
1. Includes benefit from the spend of all participating members nation-wide
2. Offers high rebate tiers to help maximize the rebate on the school’s program
3. Pays back rebates to institution quarterly and is paid on dollar one

**CONTACT:**
Monica Nowell
monica.nowell@pnc.com
Vice President
PNC Financial Services Group
919-906-8684

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**SCHOLARBUYS**

Assists in negotiating computer software licensing solutions.

**TARGETED TO:**
Chief Financial Officers, Chief Information Officers, Information Technology Directors, Faculty & Staff

**CURRENTLY USED BY:**
Agnes Scott College, Andrew College, Berry College, Brenau University, Brewton-Parker College, Clark Atlanta University, Covenant College, Emmanuel College, LaGrange College, Mercer University, Morehouse College, Oglethorpe University, Piedmont University, Point University, Reinhardt University, Shorter University, Spelman College, Thomas University, Toccoa Falls College, Truett-McConnell University, Wesleyan College, Young Harris College

**BENEFITS:**
1. Builds long-lasting relationships with CIOs to determine best software to suit the needs of each institution
2. Includes dedicated representative and specialized Microsoft training
3. Conducts periodic surveys of CIOs to determine needs of GICA institutions as a whole

**CONTACT:**
Darren Shahinian
mailto:darren.shahinian@scholarbuys.com
Business Development Manager
ScholarBuys
877-999-9294 x197
**STAPLES**

Offers a variety of products and services, including office products, furniture, technology products and services, facilities and breakroom supplies, and print services.

**TARGETED TO:**
- Athletic Directors
- Business Office
- Chief Academic Officers
- Chief Enrollment Officers
- Chief Financial Officers
- Chief Information Officers
- Chief Student Affairs Officers
- Facilities, Faculty & Staff
- Human Resource Directors
- Librarians
- Public Affairs
- Student Retention

**CURRENTLY USED BY:**
- Agnes Scott College
- Andrew College
- Berry College
- Brenau University
- Brewton-Parker College
- Clark Atlanta University
- Covenant College
- Emmanucl College
- Emory University
- LaGrange College
- Life University
- Mercer University
- Morehouse College
- Oglesby University
- Piedmont University
- Point University
- Reinhardt University
- Shorter University
- Spelman College
- Thomas University
- Toccoa Falls College
- Truett McConnell University
- Wesleyan College
- Young Harris College

**BENEFITS:**
1. Includes assistance from product specialists in each category with specific pricing and customized online ordering
2. Offers financial incentives and rebates back to GICA institutions on some products and services

**CONTACT:**
- Yvette Heflin
  yheflin@eandi.org
- Inside Member Representative
- E&I
  937-531-7404 x 1203

Institutions have access to the entire Staples portfolio of brands, including TRU RED, NXT Technologies, Coastwide Professional, Union & Scale, and Perk.

**TRADEBE**

Provides collection, transportation, treatment, recycling, and disposal of campuses’ hazardous and nonhazardous industrial waste.

**TARGETED TO:**
- Chief Financial Officers
- Facilities

**CURRENTLY USED BY:**
- Mercer University
- Reinhardt University

**BENEFITS:**
1. Discounts by 10% to GICA institutions for services

**CONTACT:**
- Mike Blessitt
  mike.blessitt@tradebe.com
- Senior Account Manager
- Tradebe
  912-655-0463

_The Georgia Environmental Protection Division and the U.S. Environmental Protection Agency Region IV approve Tradebe’s processes and methods of waste treatment._

**TRANSACT**

Allows institution to simplify electronic billing, accept payments all over campus, offer flexible tuition payments, and create online storefronts. Integrates PCI-compliant technology with an institution’s current ERP system.

**TARGETED TO:**
- Chief Financial Officers
- Bursar
- Business Office

**CURRENTLY USED BY:**
- Mercer University
- Morehouse College
- Point University

**BENEFITS:**
1. Increases efficiency of Business Office operations
2. Simplifies payments for students and their families
3. Improves billing process

**CONTACT:**
- Mike Sullivan
  mike.sullivan@transactcampus.com
- Vice President of Sales
- Transact Campus
  317-369-3227
UNITED HEALTHCARE – STUDENT

Offers a student health insurance program.

**TARGETED TO:**
Chief Financial Officers, Chief Student Affairs Officers

**CURRENTLY USED BY:**
Brenau University, Piedmont University, Wesleyan College

**BENEFITS:**
1. Offers students the most extensive in-network care on the market
2. Enrolls students with First Risk Advisors available onsite during student orientation to enroll students
3. Keeps student's out-of-pocket expenses low
4. Supports both voluntary and mandatory student insurance plans

**CONTACT:**
Al Marinucci
amarinucci@firstriskadvisors.com
First Risk Advisors
267-880-2300

VECTOR SOLUTIONS

Provides online prevention education for sexual assault, sexual harassment, and substance abuse.

**TARGETED TO:**
Chief Student Affairs Officers, Compliance Officers, Title IX Coordinators, Faculty, Human Resources Officers, Student Retention

**CURRENTLY USED BY:**
Agnes Scott College, Andrew College, Berry College, Brenau University, Emmanuel College, Emory University, LaGrange College, Life University, Oglethorpe University, Piedmont University, Point University, Reinhardt University, Thomas University, Wesleyan College, Young Harris College

**BENEFITS:**
1. Assists with sexual assault prevention, sexual harassment prevention, and Title IX compliance
2. Promotes campus wellness model
3. Assists with substance abuse prevention and EDGAR Act compliance
4. Offers mandated reporter training for summer camp staff
5. Discounts 40%

**CONTACT:**
Morgan Wilker
morgan.wilker@vectorsolutions.com
Senior Enterprise Account Executive
Vector Solutions
804-690-4905

This pricing agreement is negotiated jointly with the University System of Georgia.

VIRTUAL CARE

Provides physical and mental telehealth services that are customized to fit the needs of each institution.

**TARGETED TO:**
Chief Financial Officers, Chief Information Officers, Information Technology Directors, Faculty & Staff

**CURRENTLY USED BY:**
LaGrange College, Oglethorpe University, Piedmont University, Reinhardt University, Wesleyan College, Young Harris College

**BENEFITS:**
1. Discounts significantly for GICA schools who would not qualify for such pricing on their own
2. Offers ability to select either only medical services only mental health services, or both
3. Offers ability to choose which student, faculty, and staff populations are served by which services
4. Provides telehealth operations online that can be set up within 24 hours

**CONTACT:**
Emily Pettit
emily@thevirtualcaregroup.com
Vice President of Strategic Partnerships
The Virtual Care Group
860-391-5611
**PROFESSIONAL DEVELOPMENT OPPORTUNITIES**

**AFFINITY GROUP MEETINGS**

GICA convenes select professional staff members to provide inexpensive, high-quality educational opportunities so group members can share best practices and innovative solutions for common challenges. Current affinity groups include Chief Academic Officers, Chief Financial Officers, Chief Enrollment Officers, Chief Information Officers, Human Resource Directors, and Chief Student Affairs Officers.

For some groups, GICA convenes the professional conference participants to meet with the other private college participants (GASFAA, GAIRPAQ, GAEC). Meetings typically occur on an annual basis.

**TARGETED TO:**

Affinity groups listed above plus others as needed.

**LEADERSHIP DEVELOPMENT AND MANAGEMENT SKILL BUILDING PROGRAMS**

Higher Education Leadership Development (HELD) Program is an annual cohort-based program that engages new and aspiring vice presidents on GICA campuses in an educational process that prepares them to move into senior-level positions and lead effectively.

Higher Education Leadership and Management (HELM) Program is an annual program that engages new or recently appointed chairpersons of academic departments on GICA campuses in an educational process that equips them with management skills to succeed in this role.

**TARGETED TO:**

HELD is for new and aspiring cabinet members.

HELM is designed for academic Department Heads.

**TIMELY TRAININGS**

As various topics arise that impact higher education institutions, GICA convenes groups of professionals from campuses. These meetings feature subject matter experts who are able to provide access to necessary information, tools and resources.

**BENEFITS:**

1. Provides ideas, best practices, and potential solutions for problems unique to small and mid-sized non-profit campuses.
2. Exposes higher education professionals to experts in their field from whom they are able to learn.
3. Improves campus's ability to retain skilled professional employees.
4. Provides the ability to build relationships with other affinity group members who will be available to engage in problem solving conversations at a later date when an issue arises.

**CONTACT:**

Lisa Macke
lmacke@georgiacolleges.org
Vice President
Georgia Independent College Association
404-233-5433 x 703