

## **2012 ICUF PREFERRED VENDORS**

### **Ajax Building Corporation**

1080 Commerce Boulevard  
Midway, FL 32343  
[www.ajaxbuilding.com](http://www.ajaxbuilding.com)

*Established in 1958, Ajax is a third generation family owned company, providing construction services exclusively to public entities, including 13 Florida Colleges and Universities. Ranked as the #6 Top Education Contractor by Southeast Construction Magazine, Ajax's resume includes administration, classroom and laboratory buildings, as well as student activity centers, sports complexes and parking structures.*

Primary contacts:

Mr. Jay Smith, Vice President  
850-224-9571  
[jay@ajaxbuilding.com](mailto:jay@ajaxbuilding.com)

Mr. Tim Templeton  
Director, Business Development & Marketing  
850-224-9571  
[tim@ajaxbuilding.com](mailto:tim@ajaxbuilding.com)

Ms. Amy Bitterling  
Project Development Manager, Central Florida  
352-243-7616  
[Abitterling@ajaxbuilding.com](mailto:Abitterling@ajaxbuilding.com)

Ms. Lori Rice  
Project Development Manager, Tampa Bay Region  
813-792-3900  
[LoriRice@ajaxbuilding.com](mailto:LoriRice@ajaxbuilding.com)

### **Campus Management**

777 Yamato Road  
Boca Raton, Florida 33431  
[www.campusmanagement.com](http://www.campusmanagement.com)

***More than 1,700 colleges, universities, foundations, and fundraising organizations in 35 countries rely upon Campus Management Corp enterprise software products and services. Campus Management's CampusVue Ecosystem is a fully integrated, centralized administrative and eLearning platform that unifies services, academic delivery, administrative management and reporting for a full range of public, private and proprietary postsecondary institutions.***

Primary Contacts:

Mrs. Liz Harner  
Regional Sales Manager  
561-504-3768  
[lharners@campusmgmt.com](mailto:lharners@campusmgmt.com)

Mr. Eric Kramer  
Sales Operations Manager  
561-923-2555  
[ekramer@campusmgmt.com](mailto:ekramer@campusmgmt.com)

Mr. Timothy Gilbert  
Chief Marketing Officer  
561-923-2595  
[tgilbert@campusmgmt.com](mailto:tgilbert@campusmgmt.com)

**Dell**

Primary Contact:  
Mr. Mark Morgan  
Account Executive  
813-482-5924  
[Mark.Morgan@Dell.com](mailto:Mark.Morgan@Dell.com)

**Dynamic Campus**

2806 Flintrock Trace  
A-205  
Austin, Texas 78738  
[www.dynamiccampus.com](http://www.dynamiccampus.com)

***Dynamic Campus is the leading provider of higher education technology outsourcing. Dynamic Campus transforms the student experience by improving processes, providing increased and improved access to information and maximizing return on investments. We help our clients do what they do best – educate students.***

Primary contacts:

Mr. Daryl Schaeffer, Regional Sales Executive  
321-356-5465  
[daryl.schaeffer@dynamiccampus.com](mailto:daryl.schaeffer@dynamiccampus.com)

Mr. Richard Middaugh, Sr. Vice President  
386-405-0861  
[Richard.Middaugh@dynamiccampus.com](mailto:Richard.Middaugh@dynamiccampus.com)

Ms. Jody Glubke, V.P. Marketing  
949-300-3157  
[Jody.Glubke@dynamiccampus.com](mailto:Jody.Glubke@dynamiccampus.com)

## **First American Education Finance**

255 Woodcliff Drive  
Fairport, NY 14450  
[www.faeducationfinance.com](http://www.faeducationfinance.com)

***We provide financing solutions for all types of equipment acquisitions. First American offers a single point of contact, clear, unambiguous lease documents and a variety of sustainable asset management services. Making customer satisfaction our primary objective, we have grown to be one of the 100 largest equipment finance companies (U.S.)***

Primary contacts:

Ms. Sara Whitford, Education Account Officer  
585-643-3321  
Fax: 585-598-0908  
[sara.whitford@faef.com](mailto:sara.whitford@faef.com)

Mr. Chad Wiedenhofer, Vice President  
585-643-3341  
Fax: 585-598-0908  
[chad.wiedenhofer@faef.com](mailto:chad.wiedenhofer@faef.com)

## **Hayes E-Government Resources, Inc.**

2473 Care Drive, Suite 201  
Tallahassee, FL 32308  
[www.hcs.net](http://www.hcs.net)

*Hayes, a certified minority business enterprise, is a single source solution for your information systems integration, network management and Internet access needs. The company has specialized in the government and education marketplaces and has the resources, experience and products to provide turnkey or project-based solutions.*

### Primary Contacts:

Mrs. Karen H. Martinoff, President/CEO  
850-297-0551  
[kmartinoff@hcs.net](mailto:kmartinoff@hcs.net)

Mr. Mike Love, Operations Manager  
[mlove@hcs.net](mailto:mlove@hcs.net)

Mr. Donnie Thompson, Dir. of Business Development  
[dthompson@hcs.net](mailto:dthompson@hcs.net)

## **Intelliguard**

*IntelliGuard Systems™ is the first comprehensive approach to keeping your campus “on-alert” at all times. Within the IntelliGuard System™, the RAVEN™ devices are the primary alert vehicle that works in concert with your existing systems.*

### Primary Contact:

Jenna Richardson  
Vice President, Product Development & Marketing  
623-581-0750 office  
602-448-0396 cell

## **JPMorgan Chase Bank, N.A.**

100 N. Tampa Street Suite 3300  
Tampa, FL 33602  
<https://www.chase.com/online/commercial-bank/industryexpertise-highereducation.htm>

***JPMorgan Chase has over 560 higher education relationships with over \$4.5 billion in loan commitments as of 7/30/10. Over 16,502 employees in Florida include the Higher Education / NFP specialty team. Team provides consultative services including working capital, project, equipment, and energy performance contract financing, credit enhancement, treasury and investment management, and card services.***

Primary Contact:

Mr. Kyle N. Thomas  
Higher Education / Non Profit Commercial Banker, VP  
813-483-8245 Office  
813-369-5788 Fax  
[kyle.n.thomas@chase.com](mailto:kyle.n.thomas@chase.com)

**The Learning House, Inc.**

**333 Guthrie Street, Suite 200  
Louisville, Kentucky 40202  
[www.learninghouse.com](http://www.learninghouse.com)**

***The Learning House, Inc., an online education solutions partner, helps schools develop and grow high quality online degree programs. Learning House offers a “no upfront cost” model that enables institutions to achieve online education success. Learning House’s solution includes course development, marketing, enrollment management support, learning management systems, faculty training, 24/7 support, and consulting.***

Primary Contacts:

Mr. Mac Bornhauser  
Senior Business Development Director  
502-589-9878 x26 office  
[mbornhauser@learninghouse.com](mailto:mbornhauser@learninghouse.com)

Ms. Allyson Boutote  
Business Development Manager  
502-589-9878 x52 office  
[aboutote@learninghouse.com](mailto:aboutote@learninghouse.com)

Ms. Tiffany Massey  
Business Development Associate  
502-589-9825  
[tmassey@learninghouse.com](mailto:tmassey@learninghouse.com)

Mr. David T. Richardson  
President and CEO  
502-589-9878  
[drichardson@learninghouse.com](mailto:drichardson@learninghouse.com)

## **Qypsys**

2701 North Rocky Point Drive, Suite 180  
Tampa, FL 33607  
[www.qypsys.com](http://www.qypsys.com)

*Qypsys is a certified Woman Owned Business that specializes in advanced technology deployment. Qypsys provides turnkey solutions for the distribution of voice, data and video services across LAN, campus, and metro environments. Qypsys' professional service capabilities include: RCDD cabling design and installation, fiber distribution, server deployment and equipment installation.*

Primary Contact:  
Mrs. Shelly Geske, CEO  
813-283-0221  
[SGeske@qypsys.com](mailto:SGeske@qypsys.com)

Mr. Alan Bertsch, COO  
813-283-0224  
[Abertsch@qypsys.com](mailto:Abertsch@qypsys.com)

Mr. Jeffrey Earhart, Director of Operations  
813-283-0226  
[JEarhart@qypsys.com](mailto:JEarhart@qypsys.com)

Mr. Damien Burdick, Account Manager  
813-283-0229  
[DBurdick@qypsys.com](mailto:DBurdick@qypsys.com)

## **Simpson Environmental Services, Inc.**

P. O. Box 735  
Trilby, FL 33593

*Simpson Environmental Services, Inc., specializes in the following trades: asbestos abatement, lead paint abatement, duct cleaning, indoor air quality, mold abatement,*

**microbial remediation, interior demolition, exterior demolition. ICUF members previously worked for include: Beacon College, Florida Southern College, Jacksonville University, Nova Southeastern University, Rollins College, Saint Leo University, University of Miami.**

Primary Contacts:

Tim Yaeger, Vice President  
813-714-4737  
[timyeager@embarqmail.com](mailto:timyeager@embarqmail.com)

Wilton Simpson, President  
813-355-7660  
[wsimpson@msn.com](mailto:wsimpson@msn.com)

Randy LesPerance, Project Manager  
813-838-5775  
[rlesperance@simpsonenv.com](mailto:rlesperance@simpsonenv.com)

Andrew Weatherford  
813-728-5209

**Valic**

***VALIC has more than half a century of experience helping Americans plan for and enjoy a secure retirement. We provide real solutions for real lives by consistently offering products and services that are innovative, simple to understand and easy to use. We take a personal approach to retirement plans and programs, offering customized solutions for individual needs. VALIC products are built on deep market knowledge. Together we can help you live retirement on your terms.***

Primary Contact:

Paul Fields  
Vice President, Relationship Management  
580 Village Blvd, Suite 160  
West Palm Beach, FL 33409  
561-684-3775 office  
561-214-1188 cell  
[Paul.fields@valic.com](mailto:Paul.fields@valic.com)