

## 2018 ICUF PREFERRED VENDORS

TA – 8/28/18

Amazon Web Services	-Cloud Services Platform
Apogee	-IT Campus Dorm Networks
Collegis Education	-Enrollment Growth Management
Concordia Care, Inc,	-Managed Behavioral Health
First American Education Finance	-Financial Services
Howard Technology Solutions	-Networking, Computing, Software, AV
Intelli ERP Software, LLC	-IT Services
Metz Culinary Management	-Food Service Management
Millennium	-Retirement Plan Advisors
SallieMae	-Tuition Refund Insurance
SeligoAI	-Recruitment & Retention Strategies
Stellar	-Campus Construction
SunTrust	-Banking
UnitedHealthcare Student Resources	-Student Health Insurance
US Communities	-Purchasing Program
Vemo Education	-Finance Company
Windham Professionals, Inc.	-Collections & AR Solutions
Workday	-Cloud Management - Finance & Student

### Collaborative Contracts

Adobe Creative Cloud – *Software Media Applications*

Avis – *Car Rental Program*

Coalition for College Cost Savings (CCCS) - *Collaborative Purchasing*

Dell -*Technology Solutions*

Symantec – *IT services*

UPS - *Shipping Services*

Valic - *Retirement Plans*

## **Amazon Web Services**

1007 Stewart Street  
Seattle, WA 98101

<https://aws.amazon.com>

*Amazon Web Services is the world's largest **cloud services platform** offering computer power, database storage, content delivery and other functionality delivered as a utility: on demand, available in seconds, with pay as you go pricing. Today over 2,300+ government agencies, 7,000+ educational institutions, and 22,000+ non-profit organizations use the AWS Cloud.*

### Primary Contact:

Mr. Jason Lucas, U.S. Sales Manager – Education  
(206) 266-0695

[lujason@amazon.com](mailto:lujason@amazon.com)

**Mr. Venky Krishnan**, Territory Manager- Mid Market

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Davie, FL 33331

(510) 502-6466

[kvenky@amazon.com](mailto:kvenky@amazon.com)

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## **Adobe Creative Cloud**

345 Park Avenue

San Jose, CA 95113-2001

[www.adobe.com/in/volume-licensing/business/enterprise-term-license-agreement.html](http://www.adobe.com/in/volume-licensing/business/enterprise-term-license-agreement.html)

*Adobe Creative Cloud offers **media software** that offers creative apps that can connect work products from laptops to all mobile apps. ICUF's Adobe Enterprise Term License Agreement (ETLA) is ideal and an affordable solution for ICUF members that manage deployments of software. ICUF's Adobe ETLA provides simplified, predictable purchasing; access to leading apps and tools; streamlined software deployment, enterprise-level support and training.*

### Primary Contact:

**Mr. Mike Brown** or Aaron Celmer  
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(847) 783-7218

[Mike.Brown@scholarbuys.com](mailto:Mike.Brown@scholarbuys.com)

Adobe

Ms. Kathy Traynor  
(206) 675-7498

Adobe

Ms. Molly Aiken  
(704) 948-5882

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## **Apogee**

715 West 23<sup>rd</sup> Street

Austin, TX 78705

[www.apogee.us](http://www.apogee.us)

*Apogee is the recognized leader in providing **high-speed campus residential networks (ResNet)** in partnership with higher education communities across the country. Partnering with Apogee to provide a high-speed ResNet allows colleges and universities to enhance their network infrastructure, while offloading the growing volume of administrative responsibilities associated with managing a student network. This partnership allows ITS departments to focus on mission critical tasks, such as growing the enterprise network, and facilitating the development and use of e-learning tools and content.*

Primary Contact:

**Ms. Cortney Overstreet**

Director of Business Development – Southeast

(813) 293-2620

[coverstreet@apogee.us](mailto:coverstreet@apogee.us)

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## **Avis**

(800) 230-4898

[Avis.com](http://Avis.com)

*ICUF has partnered with Avis as a preferred supplier for business related **car rentals**. Through this partnership, your institution will be receiving significant savings and benefits, in addition to negotiated rates and outstanding personalized service. <https://www.avis.com/car-rental/profile/go.ac?B039000>*

Primary Contact:

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(407) 575-3490

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Mr. Matthew Wolfman, Account Manager – Orlando/Tampa

(813) 789-5088

[Matthew.Wolfman@avisbudget.com](mailto:Matthew.Wolfman@avisbudget.com)

## **Collegis Education**

8300 Norman Center Drive, Suite 400  
Bloomington, MN 55437  
[www.collegiseducation.com](http://www.collegiseducation.com)

*Collegis Education is an integrated **enrollment growth management** company that helps colleges and universities attract, enroll and engage students through customized marketing and technology solutions. With more than two decades of experience in higher education, the Collegis team develops industry-leading strategies that enable institutions to achieve long-term, sustainable enrollment growth. From portfolio marketing services to technology solutions, enrollment growth management as a system has helped more than 75% of Collegis partners across the country achieve double-digit rates of enrollment growth.*

### Primary Contact:

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Senior Marketing Manager  
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## **Coalition for College Cost Savings (CCCS)**

[www.thecoalition.us](http://www.thecoalition.us)

*The Coalition supports private, higher education member organizations and their member institutions across the United States. The mission of The Coalition for College Cost Savings is to support Higher Education Member Organizations (HEMO) by creating **collaborative opportunities** to transform processes, reduce cost, and increase efficiencies for their member colleges and universities.*

*By working cooperatively across geographical boundaries and consolidating their volumes of **purchased supplies, equipment and services**, higher education member organizations and The Coalition can reduce business operating costs and streamline internal processes for their member institutions. These increased efficiencies will allow member institutions to better serve their students, faculty, and communities and enrich all of private higher education.*

### Primary Contact:

**Mr. Lyen Crews**  
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(859) 513-5410  
[Crews@thecoalition.us](mailto:Crews@thecoalition.us)

Ms. Anita Girelli  
VP of Programs & Communication  
(850) 391-0720  
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## **Concordia Care, Inc.**

10685 N Kendall Drive  
Miami, FL 33176  
[www.concordiacare.com](http://www.concordiacare.com)

*CCI is Florida-based **managed behavioral health organization** and a licensed TPA that provides benefit administration and substance abuse services for Medicare, Medicaid and Commercial members.*

### Primary Contact:

**Ms. Magin Perez, CEO**  
(305) 514-5203  
[magin.perez@concordiabh.com](mailto:magin.perez@concordiabh.com)

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Wall, NY 07719  
(732) 809-2672  
[thomas.downey@concordiacare.com](mailto:thomas.downey@concordiacare.com)

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## **Dell**

[www.dell.com](http://www.dell.com)

*For more than 28 years, our customer-centric approach has empowered countries, communities, customers and people everywhere to use technology to realize their dreams. We deliver **technology solutions** that help customers do and achieve more, whether they're at home, work, school or anywhere in their world.*

### Primary Contact:

**Mr. Bill Murray**  
Account Manager (Florida)  
Dell Government and Education  
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(512) 725-2773 / (866) 537-0706 Ext 725-2773 Toll Free / (512) 283-1846 Fax  
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(512) 433-5231  
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## **First American Education Finance**

255 Woodcliff Drive

Fairport, NY 14450

[www.faeducationfinance.com](http://www.faeducationfinance.com)

*First American Education Finance is a **financial services** company dedicated to the needs of the education community. We provide customized solutions to help schools deliver the best education possible to their students. Our customized financing solutions help solve challenges from complex campus projects to equipment management. We provide a simple, transparent experience to more the 550 schools nationwide.*

Primary Contact:

**Mr. Phil Palermo**, Vice President

(585) 643-3217

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## **Howard Technology Solutions**

P.O. Box 1590

Laurel, MS 39441

[www.howardcomputers.com](http://www.howardcomputers.com)

*Howard Technology Solutions, founded in 1998, is a division of Howard Industries, Inc., a billion dollar privately-held corporation headquartered in Ellisville, Mississippi. Howard is a committed to creating, providing, and supporting (not limited to) **Networking, Computers and peripherals, Software, and AV** products and services that meet or exceed customer needs.*

Primary Contact:

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Mrs. Melissa Ward, Contracts/Vendor Relations Manager

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[dhunt@howard.com](mailto:dhunt@howard.com)

### **Intelli ERP Software, LLC**

1307 S. International Pkwy, Suite1051

Lake Mary, FL 32746

[www.intellierpsoft.com](http://www.intellierpsoft.com)

*Intelli has delivered **IT services** and solutions successfully in both private and public sectors including 15+ higher education institutions. We have been involved in ERP implementations, upgrades and support. Our products include Workday-SAP connector, SAP fee Rollover.*

Primary Contact:

**Mr. Ramakant Singh**, CEO

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### **Metz Culinary Management**

8274 Blaikie Court

Sarasota, FL 34240

[www.metzculinary.com](http://www.metzculinary.com)

*Metz Culinary Management is a leading provider of **food service management** in the country. Founded in 1994, our guest-first philosophy has been the cornerstone of our mission since the start. Walk into any facility that says "Metz Served Here" and you will notice the difference right away.*

Primary Contacts:

**Mr. Jack Brill**, Vice President Business Development

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(941) 554-4708 (Fax)

(941) 993-9370 (Cell)

[jbrill@metzcorp.com](mailto:jbrill@metzcorp.com)

## **Millennium Advisory Services, Inc.**

5340 Twin Hickory Road  
Glen Allen, VA 23059  
[www.mas-edu.com](http://www.mas-edu.com)

Millennium Advisory Services Inc. is a ***national financial advisory firm***. Millennium Advisory Services provides financial planning, advice, and asset management to individuals employed at institutions of higher education. Our commitment to the institutions we work with is to offer a financial plan to all employees. Millennium is able to provide unbiased financial advice and portfolio recommendations on employee investments held in 403(b) plans at leading custodians.

### Primary Contacts:

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Glen Allen, VA 23059  
(804) 346-1040 / (877) 435-2489  
[phunt@mcmva.com](mailto:phunt@mcmva.com)

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## **SallieMae Insurance Services**

5080 North 40th Street, Suite 105  
Phoenix, AZ 85018  
[www.salliemae.com](http://www.salliemae.com)

***Tuition Refund Insurance*** helps you and your family protect your investment in education by covering up to 100% of tuition and fees lost due to a medical withdrawal or a withdrawal due to a mental health condition.

### Primary Contacts:

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## **SeligoAI**

300 Overbrook Drive  
Bristol, Tennessee 37620  
[www.seligoai.com](http://www.seligoai.com)

***SeligoAI empowers your institution to proactively shape student markets in alignment with your enrollment strategy. Support your recruitment initiatives by focusing on those who are most-likely-to-enroll (and persist). Leverage this cloud-based, mobile accessible software which utilizes artificial intelligence and machine learning to transform your **recruitment and retention strategies.*****

Primary Contact:

**Dr. Gregory D. Jordan**, Ph.D., President  
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## **Stellar**

2900 Hartley Road  
Jacksonville, FL 32247  
[www.Stellar.net](http://www.Stellar.net)

***Whether it is **renovation, expansion or new construction**, Stellar leverages broad experience and innovation to deliver solutions that save colleges and universities time and money, but never at the cost of quality. With a focus on student and faculty safety and performance goals, we will continue to take higher education higher.***

Primary Contact:

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Ms. Allison Korman Shelton, Vice President  
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## **SunTrust**

200 S. Orange Avenue, SOAB6  
Orlando, FL 32801  
[www.suntrust.com](http://www.suntrust.com)

*SunTrust Banks, Inc., headquartered in Atlanta, is one of the nation's largest **banking** organizations, serving a broad range of **consumer, commercial, corporate and institutional** clients. Through its flagship subsidiary, SunTrust Bank, the Company operates an extensive branch and ATM network throughout the high-growth Southeast and Mid-Atlantic States and a full array of technology-based, 24-hour delivery channels. Its primary businesses include deposit, credit, trust and investment services. Through its various subsidiaries, it provides mortgage banking, asset management, securities brokerage, and capital market services.*

### Primary Contacts:

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## **Symantec Corporation**

350 Ellis Street  
Mountain View, CA 94043  
[www.symantec.com](http://www.symantec.com)

*Offering **systems management and security solutions** to support academia's challenges around mobility and confidential information in the many opportunities and options provided by technological advancements in education via our SymEd solution. This solution allows institutions to automate the deployment, security, and management of devices with central management; secure e-Learning environments for physical, virtual and cloud platforms; support multiple operating systems; data protection; all while reducing infrastructure and operational costs.*

### Primary Contact:

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## **UnitedHealth Care - StudentResources**

PO Box 809025  
Dallas, TX 75380-9025  
[www.firststudent.com](http://www.firststudent.com)

*First Risk Advisors and UnitedHealthcare StudentResources provide affordable **Student Health Insurance** plans to meet the needs of today's domestic and international students. The Consortium approach to student insurance allows The Coalition schools of every size to easily offer compliant health insurance to their students. The First Risk dedicated account service team helps schools manage every aspect of their student insurance program.*

### Primary Contact:

**Mr. Albert Marinucci**, Senior consultant  
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Doylestown, PA 18901  
(267) 880-2300 (office)  
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Mr. David Opperman, President  
[dopper@firstriskadvisors.com](mailto:dopper@firstriskadvisors.com)

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## **UPS**

8870 Boggy Creek Road, Suite 500  
Orlando, FL 32824  
[www.UPS.com/collegeprogram](http://www.UPS.com/collegeprogram)

*UPS Services and Technology Solutions help college and university customers to streamline processes and improve efficiency related to **shipment** preparation, visibility, cost allocation, and bill reconciliation that enables them to save time, cut costs, be more sustainable, and get more done. UPS serves more than 220 countries and territories worldwide.*

### Primary Contact:

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[avelez@ups.com](mailto:avelez@ups.com)

## **US Communities**

9711 Washingtonian Blvd., Suite 100

Gaithersburg, MC 20878-7381

[www.uscommunities.org](http://www.uscommunities.org)

*U.S. Communities is the leading **national cooperative purchasing program** providing world-class government procurement resources and solutions to local and state government agencies including public and private higher education institutions.*

Primary Contact:

**Mr. David Kidd**, National Program Director - South

(352) 443-9201

[dkidd@uscommunities.org](mailto:dkidd@uscommunities.org)

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## **Vemo Education**

2915 Hunter Mill Road

Oakton, VA 22124

[www.vemo.com](http://www.vemo.com)

*Vemo Education is an education finance company that helps colleges and universities design and deploy student-centric, **income based financial aid solutions**. Vemo's full service approach to income based student financing solution can help ICUF members 1) improve student enrollment mix 2) increase graduation rates, 3) boost competitiveness in recruiting 4) generate a new revenue stream 5) diversify institutional discounting strategies.*

Primary Contact:

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## **Valic**

[www.valic.com](http://www.valic.com)

*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:

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## **Windham Professionals, Inc.**

380 Main Street

Salem, NH 03079

[www.windhampros.com](http://www.windhampros.com)

*Windham Professionals provides compliance-driven, client-centric **collections and accounts receivable management solutions**. Since 1982, we have been helping our higher education clients create effective 1st and 3rd party recovery programs focused on creating positive interactions with your students. All of our programs are designed to educate, communicate, support, mediate, and consult. Today, we have over 850 employees across four U.S.-based locations, serving over 300 higher education clients.*

### Primary Contact:

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## **Workday**

6230 Stoneridge Mall Road

Pleasanton, CA 94588

[www.workday.com](http://www.workday.com)

***Workday provides Higher Education with **solutions** built in this decade, **delivered in the cloud** and accessible on any device, from anywhere. Core products include HCM/PY & Finance (Gartner Magic Quadrant Leaders) & Student (the fastest growing SIS in the market introduced in 2014). Workday serves over 150 schools worldwide and 12 in Florida including some ICUF members.***

### Primary Contact:

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