

# **2019 ICUF PREFERRED VENDORS**

TA – 3/29/19

<b>Bandura</b>	<b>-Threat Intelligence</b>
<b>Cengage</b>	<b>- Digital Textbooks</b>
<b>Collegis Education</b>	<b>-Enrollment Growth Management</b>
<b>Concordia Care, Inc,</b>	<b>-Managed Behavioral Health</b>
<b>First American Education Finance-Financial Services</b>	
<b>Metz Culinary Management</b>	<b>-Food Service Management</b>
<b>Millennium</b>	<b>-Retirement Plan Advisors</b>
<b>SallieMae</b>	<b>-Tuition Refund Insurance</b>
<b>Stellar</b>	<b>-Campus Construction</b>
<b>UnitedHealthcare StudentResources</b>	<b>-Student Health Insurance</b>
<b>WellVia</b>	<b>-Telehealth/Telemedicine</b>
<b>Workday</b>	<b>-Cloud ERP software</b>

## **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***

## **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

Scholarbuys LLC

(ICUF/Adobe Authorized Reseller)

(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

---

## **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:

**Mr. Chris Ebrahimoff**, Commercial Sales Manager

Florida Region, Avis Budget Group, Inc.

2125 West Landstreet Road

Orlando, Florida 32809

(407) 575-3490

[Christopher.Ebrahimoff@avisbudget.com](mailto:Christopher.Ebrahimoff@avisbudget.com)

Mr. Matthew Wolfman, Account Manager – Orlando/Tampa

(813) 789-5088

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

## **Bandura**

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

***Bandura Cyber was founded in 2013 when it pioneered the concept of **Threat Intelligence Gateways (TIG)** for the U.S. Department of Defense. Our TIG is used by cities, counties, State Government, and schools to reduce the number of cyber attacks before they hit the network. We do this by automating threat intelligence feeds from MS-ISAC, FBI, DHS, and others, and blocking the identified bad actors before they hit the firewall.***

Primary Contact:

**Ms. Lisa Rhodes**, Head of Sales-SLED

1101 Bennett Road

Orlando, FL 32814

(719) 332-7558

[Lisa.Rhodes@banduracyber.com](mailto:Lisa.Rhodes@banduracyber.com)

---

## **Cengage**

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

***Cengage is the largest U.S.-based provider of teaching and learning materials serving all levels of education – K20 through adult. The company recently released Cengage Unlimited, the first all-access subscription for **digital textbooks**. The company's 5000 employees live in and contribute to local communities across the U.S.***

Primary Contact:

**Ms. Jerri Norris**, M.ED., M.B.A.

Director, Business Development and Policy

2512 Hendricks Avenue

Jacksonville, FL 32207

[Jerri.Norris@Cengage.com](mailto:Jerri.Norris@Cengage.com)

## **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**

Executive Director

(859) 513-5410

[Crews@thecoalition.us](mailto:Crews@thecoalition.us)

Ms. Anita Girelli

VP of Programs & Communication

(850) 391-0720

[girelli@thecoalition.us](mailto:girelli@thecoalition.us)

---

## **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:

**Ms. Laura Swartz**

Sales and Marketing Coordinator

(952) 806-4694

[laura.swartz@CollegisEducation.com](mailto:laura.swartz@CollegisEducation.com)

Ms. Dana DeLapi,

Senior Marketing Manager

(952) 806-4631

[Dana.Delapi@collegiseducation.com](mailto:Dana.Delapi@collegiseducation.com)

## **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)

Mr. Thomas Downey, Executive Vice President  
1901 State Hwy 71  
Wall, NY 07719  
(732) 809-2672  
[thomas.downey@concordiacare.com](mailto:thomas.downey@concordiacare.com)

---

## **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  
Dell Inc. One Dell Way, RR3, Round Rock, TX 78682  
(512) 725-2773 / (866) 537-0706 Ext 725-2773 Toll Free / (512) 283-1846 Fax  
[Bill\\_Murray@Dell.com](mailto:Bill_Murray@Dell.com)

Mr. Gerard Ear  
Partner Software Solutions Sales  
(512) 723-4810  
[Gerard\\_Ear@dell.com](mailto:Gerard_Ear@dell.com)

Ms. Anney Weathers  
Direct Software Solution Sales  
(512) 433-5231  
[Anney\\_Weathers@Dell.com](mailto:Anney_Weathers@Dell.com)

## **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

[Phil.palermo@faef.com](mailto:Phil.palermo@faef.com)

---

## **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

(941) 554-4701 (phone)

(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:

**Mr. Paul Hunt**, QPFC, AIF  
President  
Millennium Advisory Services, Inc.  
5340 Twin Hickory Road  
Glen Allen, VA 23059  
(804) 346-1040 / (877) 435-2489  
[phunt@mcmva.com](mailto:phunt@mcmva.com)

---

### **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:

**Mr. John Fees**  
Co-Founder / Managing Director  
(602) 954-6306 / (602) 541-1771 (Cell)  
[jtfes@nextgennins.com](mailto:jtfes@nextgennins.com)

**Ms. Laura Dickerson**  
Director of Business Development  
(813) 933-8108  
[laura.dickerson@salliemae.com](mailto:laura.dickerson@salliemae.com)

## **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:

**Mr. Bill Stinson**, Vice President  
(904) 631-6345  
[bstinson@stellar.net](mailto:bstinson@stellar.net)

Mr. Richard Lovelace, Shelton, Senior Vice President  
[rlovelace@stellar.net](mailto:rlovelace@stellar.net)

---

## **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:

**Mr. Mike Brown**, National Sales Manager  
11 West Main Street, Suite 202  
Carpentersville, IL 60110  
(847) 783-7215  
[Mike.brown@scholarbuys.com](mailto:Mike.brown@scholarbuys.com)



## **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

67 W. Court Street

Doylestown, PA 18901

(267) 880-2300 (office)

(267) 880-2301 (fax)

[amarinucci@firstriskadvisors.com](mailto:amarinucci@firstriskadvisors.com)

Mr. David Opperman, President

[dopper@firstriskadvisors.com](mailto:dopper@firstriskadvisors.com)

---

## **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:

**Ms. Alida Velez**, Marketing Manager

(786) 503-9554

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

## **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:

**Mr. 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)

---

## **WellVia**

4040 West Royal Lane, Suite 130

Irving, TX 75063

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

*Founded in 2014, WellVia offers colleges and universities a connected **health solution** that is of the highest quality, easily accessible and most affordable. WellVia connects over 3 million members with a proprietary network of Board Certified Physicians to treat the common and acute illnesses that make up the majority of Emergency Room and Urgent Care visits. We are focused on giving students access to a physician and/or BH professional anytime, anywhere.*

Primary Contact:

**Jon O'Toole**, Vice President

(571) 212-1178

[Jon.OToole@WellViaSolutions.com](mailto:Jon.OToole@WellViaSolutions.com)

---

## **Workday**

6230 Stoneridge Mall Road  
Pleasanton, CA 94588  
[www.workday.com](http://www.workday.com)

***Workday, founded in 2005, is the Gartner leader in **cloud ERP software** (HCM, Payroll and Financial Management software). In 2013, Workday announced we were building the next-generation Student system, with the help of 40+ higher education design partners. In 2016, Workday Student became generally available, which represented the first end-to-end Higher Education ERP & SIS built from the ground up in the internet-age, and the market's only true SaaS offering. Workday was designed to be mobile-first, with a focus on student and employee experience, with one mobile application to download. In 2018, Forbes ranked Workday the #2 most innovative company in the world and Fortune magazine ranked Workday #1 in their yearly "Fortune 50" rankings of global companies that are best positioned for long-term growth and sustainability. Workday currently partners with 14 higher education institutions in the state of Florida including 5 ICUF institutions.***

### Primary Contact:

**Mr. Jason Hayes**, Florida Higher Education Account Executive  
1022 Carolina Blvd.  
Isle of Palms, SC 29451  
(843) 364-7881  
[Jason.hayes@workday.com](mailto:Jason.hayes@workday.com)

Mr. Jason Buckley, Regional Director  
2 Ravinia Dr. NE  
Atlanta, GA 30346  
[Jason.buckley@workday.com](mailto:Jason.buckley@workday.com)

---