

2019 ICUF PREFERRED VENDORS

TA – 5/10/19

Amazon Web Services	- Cloud Services Platform
Apogee	- IT Campus Dorm Networks
Bandura	- Threat Intelligence
Cengage	- Digital Textbooks
Collegis Education	- Enrollment Growth Management
Concordia Care, Inc,	- Managed Behavioral Health
First American Education Finance	- Financial Services
Metz Culinary Management	- Food Service Management
Millennium	- Retirement Plan Advisors
SallieMae	- Tuition Refund Insurance
Stellar	- Campus Construction
TIAA	- Financial Services
UnitedHealthcare StudentResources	- Student Health Insurance
Vemo	- Finance Company
WellVia	- Telehealth/Telemedicine
Workday	- Cloud ERP software

Collaborative Contracts

Adobe Creative Cloud – *Software Media Applications*

Avis – *Car Rental Program*

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

Cylance Corporation – *AntiVirus Security Solutions*

Dell - *Technology Solutions*

UPS - *Shipping Services*

Valic - *Retirement Plans*

VMWare - *Server Virtualization Solutions*

Adobe Creative Cloud

345 Park Avenue

San Jose, CA 95113-2001

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

Adobe

Ms. Kathy Traynor

(206) 675-7498

Adobe

Ms. Molly Aiken

(704) 948-5882

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

Mr. Venky Krishnan, Territory Manager- Mid Market

6240 Sedgewyck Circle West

Davie, FL 33331

(510) 502-6466

kvenky@amazon.com

Apogee

715 West 23rd Street
Austin, TX 78705
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

Avis

(800) 230-4898
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

Mr. Matthew Wolfman, Account Manager – Orlando/Tampa
(813) 789-5088
Matthew.Wolfman@avisbudget.com

Bandura

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

Cengage

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

Coalition for College Cost Savings (CCCS)

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

Ms. Anita Girelli

VP of Programs & Communication

(850) 391-0720

girelli@thecoalition.us

Collegis Education

8300 Norman Center Drive, Suite 400

Bloomington, MN 55437

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

Ms. Dana DeLapi,

Senior Marketing Manager

(952) 806-4631

Dana.Delapi@collegiseducation.com

Concordia Care, Inc.

10685 N Kendall Drive
Miami, FL 33176
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

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

CylanceCorporation

400 Spectrum Center Drive – Suite 900
Irvine, CA 92618
www.cylance.com

Cylance uses a fundamentally different, signatureless approach (meaning less human effort to manage) to traditional **AntiVirus** - leveraging artificial intelligence to deliver prevention-first, predictive security products and specialized security services that change how schools approach endpoint security. Cylance's **security solutions** provide full spectrum predictive threat prevention and visibility across the enterprise, combatting threats such as malware, ransomware, file-less malware, malicious scripts, weaponized docs, and other attack vectors. With AI based malware prevention, application and script control, memory protection, device policy enforcement, root cause analysis, threat hunting, automated threat detection and response, coupled with expert security services, Cylance can protect endpoints without increasing staff workload or costs.

Primary Contact:

Mr. Mike Brown, National Sales Manager
11 West Main Street, Suite 202
Carpentersville, IL 60110
(847) 915-7345
Mike.brown@scholarbuys.com

Dell

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

Mr. Gerard Ear

Partner Software Solutions Sales

(512) 723-4810

Gerard_Ear@dell.com

Ms. Anney Weathers

Direct Software Solution Sales

(512) 433-5231

Anney_Weathers@Dell.com

First American Education Finance

255 Woodcliff Drive

Fairport, NY 14450

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 than 550 schools nationwide.*

Primary Contact:

Mr. Phil Palermo, Vice President

(585) 643-3217

Phil.palermo@faef.com

Metz Culinary Management

8274 Blaikie Court
Sarasota, FL 34240

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

Millennium Advisory Services, Inc.

5340 Twin Hickory Road
Glen Allen, VA 23059

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

SallieMae Insurance Services

5080 North 40th Street, Suite 105
Phoenix, AZ 85018
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)
jfees@nextgennins.com

Ms. Laura Dickerson
Director of Business Development
(813) 933-8108
laura.dickerson@salliemae.com

Stellar

2900 Hartley Road
Jacksonville, FL 32247
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

Mr. Richard Lovelace, Shelton, Senior Vice President
rlovelace@stellar.net

TIAA

8500 Andrew Carnegie Boulevard
Charlotte, NC 28262

www.TIAA.org

*TIAA is a leading provider of **financial services** in the academic, research, medical, cultural and government fields. TIAA has \$915 billion in assets under management (as of 12/31/16) and offers a wide range of financial solutions, including investing, banking, advice and guidance, and retirement services.*

Primary Contact:

Elizabeth Morse, Managing Director
Client Engagement & National Advocacy
(704) 988-3621
emorse@tiaa.org

Tracy Ryans, Sr. Business Management Specialist
6 Concourse Parkway, Suite 2600
Atlanta, GA 30328
(770)512-3514
tryans@tiaa.org

UnitedHealth Care - StudentResources

PO Box 809025
Dallas, TX 75380-9025
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

Mr. David Opperman, President
dopper@firstriskadvisors.com

UPS

8870 Boggy Creek Road, Suite 500

Orlando, FL 32824

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

Valic

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

Vemo Education

2915 Hunter Mill Road

Oakton, VA 22124

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:

Mr. Jeff Steinberg, Regional Vice President

(386) 290-4222

Jeff.steinberg@vemo.com

VMware Corporation

3401 Hillview Ave

Palo Alto, CA 94304

www.vmware.com

*VMware, a global leader in **cloud infrastructure & digital workspace technology**, accelerates digital transformation for evolving IT environments.*

Primary Contact:

Mr. Mike Brown, National Sales Manager

11 West Main Street, Suite 202

Carpentersville, IL 60110

(847) 915-7345

Mike.brown@scholarbuys.com

WellVia

4040 West Royal Lane, Suite 130
Irving, TX 75063
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

Workday

6230 Stoneridge Mall Road
Pleasanton, CA 94588
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

Mr. Jason Buckley, Regional Director
2 Ravini Dr. NE
Atlanta, GA 30346
Jason.buckley@workday.com
