

# **2019 ICUF PREFERRED VENDORS**

TA – 9/1/19

<b>Acadeum   College Consortium</b>	- Online Course Sharing
<b>Amazon Web Services</b>	- Cloud Services Platform
<b>Apogee</b>	- IT Campus Dorm Networks
<b>Asset Strategy Consultants</b>	- Consulting Firm
<b>Bandura</b>	- Threat Intelligence
<b>Cengage</b>	- Digital Textbooks
<b>Collegis Education</b>	- Enrollment Growth Management
<b>Concordia Care, Inc,</b>	- Managed Behavioral Health
<b>First American Education Finance</b>	- Financial Services
<b>Jenzabar</b>	- Student Information Systems
<b>K-12 Insight</b>	- Customer Engagement Platform
<b>Metz Culinary Management</b>	- Food Service Management
<b>Millennium</b>	- Retirement Plan Advisors
<b>Pentegra</b>	- Retirement Plans
<b>SallieMae</b>	- Tuition Refund Insurance
<b>Stellar</b>	- Campus Construction
<b>Telehealth Options LLC</b>	- TeleHealth (Medical/Behavioral)
<b>TIAA</b>	- Financial Services
<b>Troy &amp; Banks, Inc.</b>	- Energy & Telecommunications Consulting
<b>UnitedHealthcare StudentResources</b>	- Student Health Insurance
<b>Vemo</b>	- Finance Company
<b>WellVia</b>	- Telehealth/Telemedicine
<b>Workday</b>	- 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*

**Microsoft** – *Enrollment for Education Solutions*

**UPS** - *Shipping Services*

**VMWare** - *Server Virtualization Solutions*

## **Acadeum | College Consortium**

University Park  
3300 N Interstate Highway 35  
Austin, TX 78705  
(512) 643-5130  
[www@collegeconsortium.org](http://www@collegeconsortium.org)

***Acadeum powers the College Consortium: a network of over 200 higher education institutions sharing online courses to improve tuition revenue and student retention. Institutions collaborate to reduce the cost and time to earn a degree, develop and deliver new programs, and expand the reach and schedule of courses that limit student progress.***

### Primary Contact:

**Nathan Green**, Co-Founder  
(917) 309-1877  
[nathan@collegeconsortium.org](mailto:nathan@collegeconsortium.org)

Dr. Rob Manzer, Chief Academic Officer  
(512) 492-2550  
[Rob@collegeconsortium.org](mailto:Rob@collegeconsortium.org)

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## **Adobe Creative Cloud**

345 Park Avenue  
San Jose, CA 95113-2001  
<https://www.adobe.com/howtobuy/buying-programs/enterprise.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

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## **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

6240 Sedgewyck Circle West

Davie, FL 33331

(510) 502-6466

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

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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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## **Asset Strategy Consultants**

6 North Park Drive, Suite 208  
Hunt Valley, MD 21030  
[www.assetstrategyconsultants.com](http://www.assetstrategyconsultants.com)

*Asset Strategy Consultants, headquartered in Baltimore, is an SEC registered independent **consulting firm** that consults on endowment, foundations, retirement plans, and operating reserves. For over 20 of our 28 years, ASC has been providing services to educational clients for both endowments and 403(b) Plans. ASCs thoughtful approach to investing helps manage risk and responsibility for educational institutions while achieving investment needs and spending goals. Aligning with the Mission of the institution, selecting a strategic asset allocation, providing robust investment options, and monitoring growth makes us a trusted partner with our clients. ASC has over \$9.8 billion under advisement via their five offices.*

### Primary Contact:

**Mrs. India Suter**, MBA  
Director of Business Development  
(410) 528-8282  
[suter@assetstrategyconsultants.com](mailto:suter@assetstrategyconsultants.com)

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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. Follow this link to Enroll Now as an Avis Preferred customer and receive these great contracted rates.*

<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)

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## **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:

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1101 Bennett Road

Orlando, FL 32814

(719) 332-7558

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

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## **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)

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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**

Executive Director

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Ms. Anita Girelli

VP of Programs & Communication

(850) 391-0720

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

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## **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

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

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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)

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)

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**Cylance Corporation**

400 Spectrum Center Drive – Suite 900  
Irvine, CA 92618  
[www.cylance.com](http://www.cylance.com)

*Cylance uses a fundamentally different, signatureless 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.*

Primary Contact:

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

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

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Ms. Anney Weathers

Direct Software Solution Sales

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[Anney\\_Weathers@Dell.com](mailto:Anney_Weathers@Dell.com)

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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 than 550 schools nationwide.*

Primary Contact:

**Mr. Phil Palermo**, Vice President

(585) 643-3217

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

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## **Jenzabar**

101 Huntington Ave., Suite 2200  
Boston, MA 02199  
[www.Jenzabar.com](http://www.Jenzabar.com)

*Jenzabar offers innovative **student information systems** that empower student success and help higher education institutions meet the demands of the modern student. Over 1,350 higher educational campuses harness Jenzabar solutions for improved performance across campus and a more personalized and connected experience for the student.*

### Primary Contacts:

#### **Nicole Stewart**

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## **K-12 Insight**

2291 Wood Oak Drive, Suite 300  
Herndon, VA 20171  
[www.k12insight.com](http://www.k12insight.com)

*K12 Insight powers the Let's Talk! **customer engagement platform** which is used by colleges, universities, and K12 school districts across the country. Let's Talk! is an always on, web-based platform that streamlines and consolidates interactions with students, faculty, and staff. Integrations with legacy systems and robust dashboards allows campus administrators to mitigate risks by identifying trends and ensure timely, courteous and accurate customer engagement.*

### Primary Contact:

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[glevin@k12insight.com](mailto:glevin@k12insight.com)

**Mr. Trey Medbery**, Regional Director, Higher Education Partnerships  
(504)330-4328  
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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

(941) 554-4701 (phone)

(941) 554-4708 (Fax)

(941) 993-9370 (Cell)

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

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## **Microsoft Corporation**

1 Microsoft Way

Redmond, WA 98052

<https://www.microsoft.com/en-us/licensing/licensing-programs/licensing-for-industries?activetab=licensing-for-industries-pivot:primaryr3>

*The Enrollment for Education Solutions (EES) provides **subscription licensing for Microsoft** products to all ICUF institutions. Traditionally, the Microsoft EES requires a minimum of 1,000 users to participate. However, all ICUF institutions can participate, regardless of size. EES offers the simplicity of licensing education platform products organization-wide through an annual count of users (known as “Education Qualified Users”) instead of PCs/devices and the flexibility to order additional products in any quantity.*

### Primary Contact:

**Mr. Mike Brown**

Scholarbuys LLC

(ICUF/Microsoft Authorized Reseller)

(847) 915-7345

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

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## **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)

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## **Pentegra**

2 Enterprise Drive, Suite 408  
Shelton, CT 06484  
[www.pentegra.com](http://www.pentegra.com)

*Pentegra's **retirement programs** are designed to help credit unions improve retirement plan effectiveness, attract and retain quality employees and build a competitive advantage with unique retirement plan solutions designed exclusively for your industry. Pentegra offers the added advantage of more than 70+ years of community-based financial institution retirement plan "best practices" and a user-board of directors comprised of clients—delivering a level of retirement plan governance and oversight that is unmatched.*

### Primary Contacts:

**Mr. Pete D'Angio**, CFP, CRPS  
National Director of Not-for-Profit Markets  
(813) 458-9271  
[Pete.dangio@pentegra.com](mailto:Pete.dangio@pentegra.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:

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

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

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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:

**Mr. Bill Stinson**, Vice President  
(904) 631-6345  
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Mr. Richard Lovelace, Shelton, Senior Vice President  
[rlovelace@stellar.net](mailto:rlovelace@stellar.net)

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## **Telehealth Options LLC**

455 NE 5th Avenue, Suite D296

Delray Beach, FL

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

***Telehealth Options is one of the leading telemedicine client aggregation and marketing companies in the country, specializing in turnkey solutions that help members decrease healthcare costs, reduce absenteeism, and increase productivity. We partner with over 5,000 Board Certified Physicians nationwide and offers 24/7 doctor access, medical and behavioral, anywhere in the country. Prescriptions can be written to the nearest pharmacy at the time of call if necessary. Current clients include universities, corporations, and many small and large organizations. Telehealth Options maintains a 45% utilization rate across the board which remains amongst the highest in the industry.***

Primary Contact:

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Chris Flack

Director of Business Development

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## **TIAA**

8500 Andrew Carnegie Boulevard

Charlotte, NC 28262

[www.TIAA.org](http://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

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Atlanta, GA 30328

(770)512-3514

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**Troy & Banks, Inc.**

2216 Kensington Avenue  
Buffalo, NY 14226  
[www.troybanks.com](http://www.troybanks.com)

*Founded in 1991, Troy & Banks is a privately held, independent energy and telecommunications consulting company with corporate offices located in Buffalo, NY and incorporated in New York. We have extensive experience working with school districts, municipalities and businesses in the **audit and analysis of utility and telecommunications account relations.***

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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(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)

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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:

**Ms. Alida Velez**, Marketing Manager  
(786) 503-9554  
[avelez@ups.com](mailto:avelez@ups.com)

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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:

**Mr. Jeff Steinberg**, Regional Vice President  
(386) 290-4222  
[Jeff.steinberg@vemo.com](mailto:Jeff.steinberg@vemo.com)

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## **VMware Corporation**

3401 Hillview Ave  
Palo Alto, CA 94304  
[www.vmware.com](http://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  
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[Mike.brown@scholarbuys.com](mailto:Mike.brown@scholarbuys.com)

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## **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:

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## **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). Workday Student was built with the help of 40+ higher education (HE) design partners and represented the first end-to-end higher education ERP & SIS and 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. Workday currently partners with 14 higher education institutions in the state of Florida including 5 ICUF institutions.***

### Primary Contact:

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[Jason.hayes@workday.com](mailto:Jason.hayes@workday.com)

Mr. Jason Buckley, Regional Director  
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