

How SREB Member States can leverage MHEC's Education Technology Contracts



June 28, 2018



Presenter



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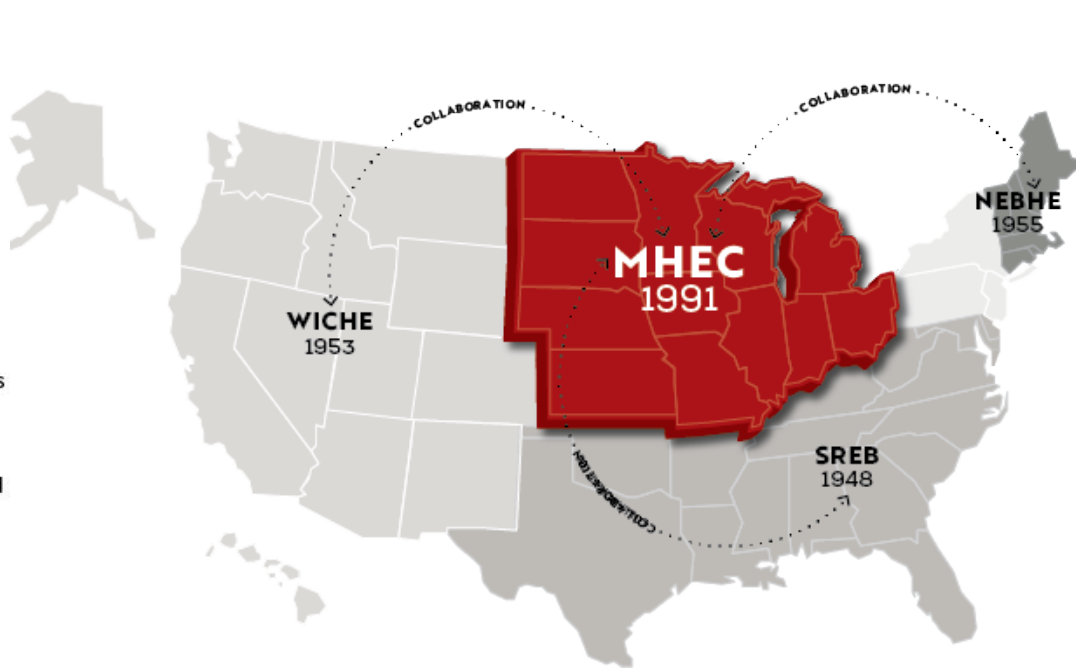
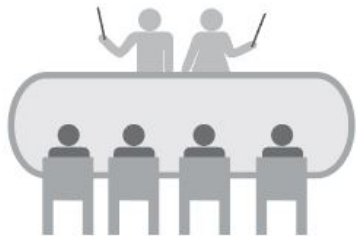
Housekeeping

- Questions
 - Please submit questions through the question block on the control panel or raise your hand.
 - Follow-up will be done as necessary.
- This webcast to be posted
 - Find it on <https://www.sreb.org/webinars>



CONVENING

MHEC hosts conferences, sponsors workshops, and convenes meetings of policymakers and practitioners to engage in dialogue, information exchange, and collaborative problem solving across the region. These forums enable participants to share expertise, pool resources, and generate solutions that save money, improve practice, and advance student success.



COLLABORATION

MHEC has entered into agreements with the New England Board of Higher Education, the Southern Regional Education Board, and the Western Interstate Commission for Higher Education to enable entities in those compacts to utilize many of its initiatives.



FUNDED BY EACH STATE

MHEC activities are funded through annual member state commitments, program fees, grants, and sponsorships. MHEC's annual state compact commitment is \$115,000 through FY 2021.

Collectively creating solutions that build higher education's capacity to better serve individuals, institutions, and states by leveraging the region's resources, expertise, ideas, and experiences through multi-state: Convening, Research, Programs, and Contracts.

Technology Contracts

Solutions are guided by chief information officers, technical experts, and IT procurement professionals who are **RECOGNIZED HIGHER EDUCATION LEADERS**. They are forward-leaning, strategic thinkers who run IT well and contribute to broader conversations on the role of technology and the advancement of technology planning.

How it Works



THOUGHT LEADERSHIP

Our Technologies Committee members are educational technology experts and trusted sources who inspire innovative ideas, work collaboratively to prioritize those ideas, and volunteer their time to turn these ideas into reality.



PURCHASING POWER

We leverage the combined volume of as many campuses in our member states to reach favorable agreements with technology vendors.



PRE-NEGOTIATED CONTRACTS

We've developed a competitive and extensive RFP process designed to save our members time and money while making it easier to purchase needs.



STRATEGIC PLANNING

We continually develop strategic programs that provide easier and quicker access to technology hardware, software, and services.

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Questions? Contact us at 612-677-2773 or MHEC.ORG

Eligibility



Higher Education

public and not-for-profit private

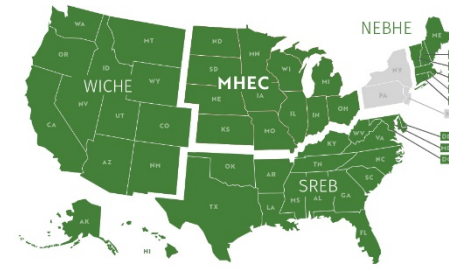
Non-Profit Organizations

education-related only

K-12 Districts and Schools

State Governments

Cities, Counties, and Local Subdivisions



47 MEMBER STATES*

*New York, New Jersey, and Pennsylvania do not participate in a higher education compact.

Competitive Price Contracts

COMPUTERS, HARDWARE & SOFTWARE

- Desktop and Laptop Computers
- Printers and Peripherals
- Software Licensing



NETWORK / CLOUD

- Cloud Services
- Data & Voice Networking
- E-Transcripts



SECURITY & SUPPORT

- Security Event and Incident Manager (SEIM) Solutions
- Mobile Device Management
- Technology Support Services



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I'm a technology vendor



view current RFPs at mhec.org

We are an innovative technology solution provider

understands MHECTech initiatives and how eligible entities can leverage MHEC contracts



Our technology solution can meet your needs

- higher education solution-oriented, innovative BIG ideas
- flexible options to meet business requirements
- designed to be adaptable as the technology evolves

We are considered for an award from Midwestern Higher Education Compact

- responsive proposal meeting each requirement
- a go-to market strategy with executive sponsorship
- negotiate terms and conditions, licensing, and pricing

Our solution will change and adapt with the marketplace



MHEC.ORG

MIDWESTERN HIGHER EDUCATION COMPACT

is a legislatively established interstate compact with broad contracting authority serving as a lead public agency on behalf of our member states in collaboration with a committee of subject-matter experts.

We Procure Information Technology

- fair and open public competitive bidding process
- prepared and evaluated by subject-matter experts
- award based on criteria and applicable law

We Enter Into Master Agreements



We Manage the Contracts

- vendor management and business reviews
- education and awareness
- contract compliance and performance



MEMBER STATES: ILLINOIS, INDIANA, IOWA, KANSAS, MICHIGAN, MINNESOTA, MISSOURI, NEBRASKA, NORTH DAKOTA, OHIO, SOUTH DAKOTA, WISCONSIN

I'm an eligible entity



check your eligibility at mhectech.org

I checked mhectech.org AND my entity is eligible



My peers evaluated and validated this solution



Simplified procurement process saves time & money

- access to contracts awarded through full and open competition
- expedites procurement process
- minimizes burden on administrative resources

Turn-key solution with options

- access to contracts awarded through full and open competition
- expedites procurement process
- minimizes burden on administrative resources

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SREB Technology Savings (FY 2015 – FY 2017)

Alabama	\$ 377,803.40
Arkansas	\$ 121,224.21
Delaware	\$ 79,295.10
Florida	\$ 670,567.51
Georgia	\$ 1,109,260.92
Kentucky	\$ 297,523.74
Louisiana	\$ 763,164.94
Maryland	\$ 1,277,474.94
Mississippi	\$ 287,436.95
North Carolina	\$ 3,002,173.83
Oklahoma	\$ 699,559.45
South Carolina	\$ 407,719.35
Tennessee	\$ 1,525,165.17
Texas	\$ 2,048,143.81
Virginia	\$ 501,505.40
West Virginia	\$ 327,921.66
Grand Total	\$ 13,495,940.38



SLED = State, Local and Education



Public Higher Education > 3,000



K-12 Districts and Schools > 14,000



Cities, Counties, and Local Subdivisions > 39,000



State Government = 47

Each operate independently but they coordinate with each other.

How much will education spend?

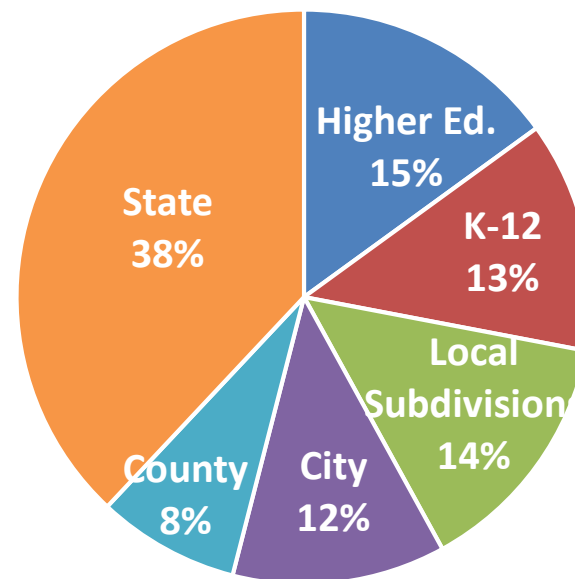


FY 2018 SLED Spending Trends


- ✓ Fiscal Year July 1 – June 30
- ✓ FY 2018 SLED Spending: \$3.3T
- ✓ FY 2018 K-12 IT Spending: \$13.1B
- ✓ FY 2018 Higher Education IT Spending: \$15.1B

Source: November 2016, 2017 Fundamentals and Perspectives of Selling to SLED

SLED IT Spending: \$101B





	Stand-Alone Contracts 	State Master Contracts 	Cooperative Purchasing 
Who administers the contract?	<ul style="list-style-type: none">• Business Office• Procurement• Individual Department	<ul style="list-style-type: none">• State Department of Administration• IT Department	<ul style="list-style-type: none">• Purchasing Cooperative Organizations
Types	<ul style="list-style-type: none">• RFX• IFB• Quotes	<ul style="list-style-type: none">• Mandatory• Convenience	<ul style="list-style-type: none">• Federal• Nationwide• Regional• State wide

Mandatory use of state master contracts:

AK, AZ, GA, IA, KS, ME, MO, NH, NM, NY, NC, ND, OH, SC, TN, TX, UT, VT, WA, WV, WI



Cooperative Purchasing

Educational & Institutional Cooperative Purchasing (E&I)

GSA Advantage (Federal)

Midwestern Higher Education Compact (MHEC)

National Association of State Procurement Officers (NASPO)

National Joint Powers Alliance (NJPA)

The Cooperative Purchasing Network (TCPN)

University of Minnesota (Joint Powers Agreement)

US Communities Government Purchasing Alliance

How to evaluate cooperative contracts



Sample Checklist

- ✓ Contract meets user institutions requirements
- ✓ Accommodation for amendment
- ✓ Dispute resolution
- ✓ Supplier capacity to support locally
- ✓ Pricing, terms, and rebates
- ✓ Requirements for referencing purchase to contract
- ✓ Does the contract make sense

MHEC Contract Benefits



Turn-Key Solution

Reduces Duplication of Effort

- Access to contracts awarded through full and open competition
- Award based on criteria and applicable law
- Integrates easily with institutions procurement process
- Flexible contract for amending terms and negotiating additional discounts

End-to-End Solution

- Transparent products, services, and guarantees
- Flexible options to meet business requirements
- Designed to be adaptable as the technology evolves
- Generates the best quality and economic value

Alcatel-Lucent
Enterprise



ciena



COMMVAULT®



COREL™




Hewlett Packard
Enterprise



INFO~TECH
RESEARCH GROUP

Lenovo™

 MICRO
FOCUS

ORACLE®


parchment®

.sas®

vmware®

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Technology Contracts



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Vendor	Contract #	Terms	Contract Highlights	Regions*	Eligible Entities
Computers					
Dell	MHEC-07012015 Code Number 99AGZ	July 1, 2015, through June 30, 2019, and may be renewed for three additional one-year terms.	Tiered discount guarantees off of Dell Public Sector pricing for hardware solutions, network, wireless, software, support, and related services.	MHEC NEBHE SREB WICHE	Higher Education K-12 Districts and Schools Cities, Counties, and Local Subdivisions State Government
HP Enterprise	MHEC-10012015	October 1, 2015, through June 30, 2019, and may be renewed for three additional one-year terms.	Tiered discount guarantees off list price for hardware, network, wireless, and related services.	MHEC NEBHE SREB WICHE	Higher Education K-12 Districts and Schools Cities, Counties, and Local Subdivisions State Government
HP Inc.	MHEC-06012015	June 1, 2015, through June 30, 2019, and may be renewed for three additional one-year terms.	Tiered discount guarantees off list price for desktops, laptops, tablet devices, and printers.	MHEC NEBHE SREB WICHE	Higher Education K-12 Districts and Schools Cities, Counties, and Local Subdivisions State Government
Lenovo (United States) Inc.	MHEC-10272015	October 27, 2015, through December 31, 2018, and may be renewed for four additional one-year terms.	Tiered discounts guarantees off Lenovo's Commercial Pricing for desktops, laptops, tablets, and related services.	MHEC NEBHE SREB WICHE	Higher Education K-12 Districts and Schools Cities, Counties, and Local Subdivisions State Government
Lenovo Global Technology (United States) Inc.	MHEC-06302017	June 27, 2017, though December 31, 2018, and may be renewed for four additional one-year terms.	Tiered discounts guarantees off Lenovo's Commercial Price server and storage hardware and related services.	MHEC NEBHE SREB WICHE	Higher Education K-12 Districts and Schools Cities, Counties, and Local Subdivisions State Government
Oracle	MHEC US- OMA-1164550	February 5, 2018, through February 5, 2021, and may be renewed for four additional one-year terms.	Tiered discount guarantees off Oracle's commercial pricing for system hardware and software, support, consulting, and training.	MHEC NEBHE SREB WICHE	Higher Education





Who is eligible?

SLED Eligible Organizations	Eligible Member States by Compact
Higher Education > 3,000	MHEC – IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, WI
K-12 Districts and Schools >14,000	NEBHE – CT, ME, MA, NH, RI, VT
Cities, Counties, and Local Subdivisions >39,000	SREB – AL, AR, DE, FL, GA, KY, LA, MD, MS, NC, OK, SC, TN, TX, VA, WV
State Government = 47	WICHE – AK, AZ, CA, CO, HI, ID, MT, NV, NM, OR, UT, WA, WY, U.S. Pacific Territories and Freely Associated States
	Noneligible States – NJ, NY, PA

Each operate independently but they coordinate with each other.

How to reference a MHEC contract




Contract Compliance

- ✓ Request the MHEC Contract Number to be included in the quote
- ✓ Include the MHEC Contract Number in you purchase order
- ✓ Reference the MHEC Contract Number in any signed addendum or amendment
- ✓ Read entire contract and all attachments
- ✓ Ensure invoices match what was quoted



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CONTRACTS

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Higher education institutions (public and private not-for-profit) within the member states of the Compact are eligible to use all MHEC contracts. Additionally, most of the technology contracts are available for use by member state K-12 districts and schools; cities, counties, local subdivisions; state government; and non-profit organizations (education-related only). [See MHEC's Statutory Authority](#) to purchase from MHEC contracts.

MHEC also has agreements in place with its sister compacts from the [New England Board of Higher Education](#), [Southern Regional Education Board](#), and the [Western Interstate Commission for Higher Education](#) to allow the same entities in those regions to utilize the contracts.

Health Insurance

MHEC has contracts that offer sustainable student health insurance solutions for institutions participating in MHECare.

[Explore Contract](#) >

Property Insurance






MHEC has property insurance-related contracts for institutions participating in the MHEC Master Property Program.

[Explore Contract](#) >

Technology

MHEC has contracts in Computers, Software, Printers and Peripherals, Data and Networking, Security Event and Information Management, and Services.

[Explore Contract](#) >








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SREB-SISTER COMPACT TO MHEC


[Home](#) — SREB-SISTER COMPACT TO MHEC

The Southern Regional Education Board (SREB) member states are Alabama, Arkansas, Delaware, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia and West Virginia.

MHEC has in place Memorandums of Understanding extending MHEC's Cyber Insurance, Master Property Program, and MHECare to higher education institutions in the Southern Regional Educational Board (SREB).

In addition, MHEC technology contracts are available in the SREB region including higher education institutions; K-12 districts and schools; cities, states, and local governments.

Please contact [Barbara Channell](#) with any SREB-related questions at (404) 679-5570.



May 23, 2018

SREB Memorandum of Understanding

[View](#)

About SREB

[View](#)

February 8, 2018

SREB Compact

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June 21, 2008

SREB Bylaws

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Services

Software

TECHNOLOGY

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Consistent with the procurement rules of the member states of the Compact, MHEC has adopted a procurement policy that requires MHEC contracts to be awarded on the basis of a competitive RFP process. MHEC followed this competitive RFP process prior to awarding the bids and entering into the MHEC technology contracts.

June 15, 2015

MHECtech Contracts

View all MHEC technology contracts including terms, contract highlights, the compact region eligibility, and the eligible entities within each of the compacts.

[View](#)



ALCATEL-LUCENT, DICE, UNO #MHEC-04152016 View 	CIENA FROM WALKER AND ASSOCIATES, INC. #MHEC-02262015 View 	COMVAULT FROM ARROW ELECTRONICS #MHEC-06152017 View
COREL #MHEC-01312014 View 	DELL #MHEC-07012015 View 	HPE #MHEC-10012015 View
HP INC. #MHEC-	LENOVO GLOBAL	LENOVO (UNITED



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[Property Insurance](#)

Technology

[Computers](#)

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[Security Event and Information Management](#)

[Services](#)

Software

[Commvault from Arrow Electronics](#)

[Corel Corporation](#)

[Micro Focus \(Novell\)](#)

[Oracle](#)

[SAS](#)

[VMware from Arrow Electronics](#)

SOFTWARE

[Home](#) — [Contracts](#) — [Technology](#) — [Software](#)

Institutions can stretch the budget on purchases of popular software packages. MHEC has entered into agreements with these vendors to provide special pricing, terms, and end user license agreements for use in education. Because of the special nature of some software packages or the fact that an institution currently uses the software; sole source buying may be acceptable. In any event, institutions should be able to use these contracts at renewal time. In some cases, personal use licenses are available.

Commvault from Arrow Electronics - This MHEC addendum is a result of a competitively bid solicitation by the University of Nebraska at Omaha for Commvault's full-line of software, maintenance, and training. Purchases are made through a network of authorized resellers.

Corel - This competitively bid agreement offers discounts on creative software for design, print, media, and web.

[RFP: Creative Software for Design, Print, Media, and Web](#)

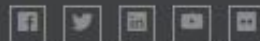
Micro Focus (Novell) - The agreement extends ALA (Academic License Agreement) pricing at the highest level to all institutions in our region.

To receive the up to 46% discount, institutions must complete an ALA Annual Fee Worksheet and submit it to MHEC.

Oracle - The agreement covers virtually all Oracle products and services and provides special pricing and faster contracting for institutions.

VMware from Arrow Electronics - This competitively bid agreement offers discounts off educational pricing of VMware's full-line of virtualization software, services, and training. Purchases are made through a network of authorized resellers.

[RFP: Statistical Software](#)



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Software

Commvault from Arrow Electronics

Corel Corporation

Micro Focus (Novell)

Oracle

SAS

VMWare from Arrow Electronics

ORACLE

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Contract: MHEC US-OMA-1164550

MHEC conducted a competitive sourcing event for higher education Information Technology solutions for complex hybrid administrative systems in August 2016 and has awarded a contract to Oracle America Inc. for Oracle: programs, software update license and support, hardware, hardware and systems support, training, consulting services, cloud services and managed cloud services. The contract is available to all public and not-for-profit higher education institutions. Oracle requires user registration to access the contract.



This competitively bid contract offers pricing and discounting terms for:

- New On-Prem Program Licenses and Technical Support
- Oracle Cloud Services
- System Hardware and Software
- Oracle Consulting Services
- Oracle Managed Cloud Services
- Oracle University Training Services

Webcast

[MHEC Signs Agreement with Oracle: Sourcing Activity and Highlights, 3/20/2018](#)

Contact

Nikki Anderson

Oracle Senior Applications Account Manager, Higher Education
(785) 213-0764

Nathan Sorensen

MHEC Director of Government Contracts
(612) 677-2767

This contract (MHEC US-OMA-1164550) is effective February 5, 2018, through February 5, 2021, and may be renewed for four additional one-year terms.

Visit Oracle's website to access the



MHEC.ORG/CYBER



Cyber Insurance

A Midwestern Higher Education Compact Program



HIGHER EDUCATION THREAT HORIZON AND INDUSTRY OUTLOOK

Higher education institutions continue to face significant cyber threats due to the valuable information stored on their networks and the ability for threat actors to use network infrastructure to launch operations against other targets. College and university networks can be difficult for administrators to effectively secure because of their size and the number of users as well as the need for internal and external users to access and share information.

THE FOLLOWING FACTORS MAY ALSO INCREASE THREAT ACTIVITY

- RESEARCH PROGRAMS**
Research with a potentially high economic payoff or that supports sensitive government research contracts may lead to increased targeting from cybercriminals. In particular, advanced persistent threat (APT) groups often search for intelligence to benefit their sponsoring government or associated state-owned companies.
- PROMINENT FACULTY**
Association with high profile or influential academics or dissidents may result in a greater threat activity from APT groups. These groups often seek to gather information that would allow their sponsoring government to monitor that individual's activity and gain insight into policy discussions.
- SYMBOLIC TARGETS**
Targets that are perceived to be highly visible or symbolic may lead to threat activity from hacktivists or APT groups seeking to disrupt website or network operations for political purposes.
- CONTROVERSY**
Involvement in controversy may lead to threat activity from hacktivists seeking to protest and embarrass the victim organization through disrupting website access, defacing webpages, or stealing and exposing the organization's sensitive information.
- STATE SPONSORED ATTACKS**
State sponsored attacks continue to be a concern, with state sponsored threat actors accounting for over 50% of higher education breaches.

CYBER RISKS

Each institution has unique cyber risks because of their business operations, assets, and threat environment. The institution's use of technology within its operations and any handling/ collection/storage of confidential information contribute to the ongoing battle of keeping the institution's assets safe from threat actors.	The MHEC Cyber Insurance approach analyzes the institution's threat environment, assesses the significance of the vulnerabilities in security controls, and determines how much financial exposure the institution faces. MHEC's approach can also provide benchmarking on how much cyber coverage institutions of similar risk are buying.
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Who to contact with questions

Eligibility

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Contract

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Rob Trembath
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Conference Schedule

- NACUBO
 - Long Beach, CA
 - July 21-24, 2018
- NIGP Forum
 - Nashville, TN
 - August 19-22, 2018
- EDUCUASE
 - Denver, CO
 - October 31 – November 2, 2018