



IT Planning, Strategy and Using MEEC to Get from Now to the Future

Maryland Education Enterprise Consortium

Archdiocese of Washington – 5.31.16



Membership

Membership is open to Maryland

- ❑ K-20 Public, Private and Federal Educational Entities
- ❑ Libraries

Membership

- ❑ Dues based
 - ❑ Surcharge
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Who?

- ❑ All 24 Maryland Local Education Agencies'
 - ❑ All USM Universities and Public Colleges'
 - ❑ All Maryland Community Colleges'
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Who?

- Private Higher Ed
 - Private K-12
 - Archdiocese of Washington
 - Dependent vs. Independent Schools
 - DC Schools
 - Libraries
 - Others
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MEEEC's Goals

- ❑ Provide members opportunities to acquire quality hardware, software & services at competitive prices
 - ❑ Promote interaction with vendors
 - ❑ Meet the needs of the members through additional services
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Governance

- ❑ Hosted by the University System of MD
 - ❑ Governed by a Board of Directors
 - Representation from constituent groups
 - Bill Glover, Archdiocese of Baltimore
 - ❑ Executive Director
 - ❑ Assistant Director
 - ❑ Half time staff member
 - ❑ Volunteers
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Negotiations/Procurements

- ❑ Negotiate (IDIQ)
 - ❑ Procurements through USM institutions or Community Colleges'
 - ❑ MD State/USM procurement guidelines
 - ❑ Agreements approved by the Office of the MD Attorney General (USM)
 - ❑ Goal of no differential pricing
 - ❑ Secondary competition
 - ❑ Further negotiate
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Negotiations/Procurements

- Procurement Officer
 - Policies
 - Procedures

 - RFP Team – MEEC Members
 - RFP Specifications (General & Technical)
 - Evaluation
 - Pricing
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MEEC Agreements

Hardware

- ❑ Hardware (28)
 - ❑ Audio Visual Products (11)
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MEEC Agreements

Software

- Adobe
 - Apple
 - Google
 - Learning Management Systems (6)
 - Lecture Capture (2)
 - McAfee
 - Microsoft
 - Skillsoft
 - Symantec
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MEEC Agreements

Services

- ❑ Call Center/Help Desk (4)
 - ❑ IT Security Assessment and Advisory Services (13)
 - ❑ Audio Visual Services (11)
 - ❑ InCommon
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MEEC Agreements

15 Agreements

74 Vendors

**14 Vendors hold multiple
contracts**



MEEC Agreements

Current solicitations

New

Administrative Consulting

Library

Microsoft Premier Services

Renegotiate

McAfee, Symantec, Other

Hardware



MEEC Benefits

Benefits

- ❑ RFP Consolidation
 - ❑ Leveraged buying power for all Members, large and small
 - ❑ Discount from Education Pricing
 - ❑ Multi-Vendor Awards
 - ❑ Work at Home rights
 - ❑ ROI Webinars
 - ❑ Access to vendors
 - ❑ Latest products
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WELCOME TO MEEC

1450 South Rolling Road
Baltimore, MD 21227
Phone: 410.455.5617
Fax: 410.455.5600

[MEEC Home](#)

MEEC has been organized to provide its members opportunities to license the use of education hardware and software at competitive prices. MEEC also provides its members technology relevant services including training and interaction with the vendor. MEEC membership includes public and private K-16+ institutions, public libraries and museums in the state of Maryland.

NEWS FROM MEEC

[McAfee Reseller Solicitation](#)

[Daly and SHI/Symantec Platinum
Conference Sponsors!](#)

[Conference Keynote Speaker, Cameron
Evans](#)

[3rd Annual Conference Registration is
Open!](#)

[Symantec Anti-virus Solicitation](#)

[More News](#)

MEEC SCHEDULE OF EVENTS

[System Management: Kace \(4.12.11\)](#)

[Simplifying Content/Document Management
in Education \(4.5.11\)](#)

[3rd Annual Member Conference and Vendor
Showcase](#)

OTHER EVENTS

[Free Teacher Profession Development
Webcasts - Microsoft](#)

[New AV Technologies for Education -
System Source](#)

[Community College Grants: Apple Solutions](#)



Workshops/Seminars

- Road Shows
 - In Person workshop
 - Web Seminars
 - MEEC Annual Member Conference
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- How can MEEEC help you?
 - How can you help MEEEC?
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Direction/Initiatives

- ❑ MEEC is more than Master Agreements for Hardware, Software and Services. MEEC is also aware of the needs of the end users. Web seminars, in-person seminars and the MEEC Member Conference afford opportunities for members to routinely connect with MEEC vendors to learn more about and use products effectively.
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Contact Information

- ❑ <http://www.MEEEC-edu.org>
 - ❑ MEEEC-office@usmd.edu
 - ❑ Tamara Petronka 410-455-5617
 - ❑ Darby Ashmore 443-543-5680
 - ❑ Pat Collins 410-455-5661
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