MEEC MINUTES

From the Executive Director

Almost two months into the academic year and the temperatures are still hovering in the 60's and 70's. Unbelievable! What is also unbelievable is the growth MEEC has experienced over the years. MEEC began with one agreement and now hosts eighteen agreements with many vendors, some who hold multiple agreements.

Often and when permitted, agreements are awarded to multiple vendors. Why? Because one size does not fit all. The FTE (full time equivalency of faculty and staff) of MEEC members, ranges from 6 to 41,211. Not every MEEC Vendor is able to address the needs of the smallest or largest institutions. The good news for MEEC Members is that we structure our Agreements to give you access to multiple vendors who can fulfill your needs. Whether you are looking to do business with a large manufacturer, local business, MBE, SBE, or merely need to shop around, MEEC Vendors can satisfy all of those requirements.

Many thanks go out to the MEEC Board Members who have completed their term of office and a special thank you to Stan Jakubik, Assistance Vice Chancellor, USM. Stan has assisted MEEC in so many ways though most may know him from his time spent on numerous MEEC RFP teams. He is retiring at the end of the year. MEEC wishes him well and thanks him for his never-ending commitment.

Upcoming Events

- Release of the MEEC Security Solutions and Products RFP
- MEEC Microsoft Agreement finalization and MEEC Microsoft Reseller RFP release
- **MEEC Member Conference and Vendor Showcase - April 19, 2018**

10YEARS

- 10th Conference Anniversary
- New 15 minute sessions
- Panel Discussion
- Microsoft Agreement Details
- MEEC Info Session
- Member Registration Opens February 15, 2018

Webinars

MEEC offers webinars on various topics of interest most Tuesdays, Wednesdays and Thursdays during the academic year.

For more information visit MEEC's *Webinar and Seminar Events Page*.

Did you Know?
MEEC now has 108 Vendors on 18 Agreements.

MEEC Membership includes over 214,000 FTE

MEEC News

MEEC Conference and Vendor Showcase - 10 Year Anniversary - April 19, 2018
The 10th MEEC Member Conference and Vendor Showcase is only a couple of months away. For our 10th Anniversary, there are a couple enhancements that you will enjoy. Before lunch, two sessions that include three - 15 minute topics will be presented. Each topic will be offered back-to-back with no questions until after the session. This will allow Members to offer a 15 minute session on technology without having to commit to an entire 50 minute presentation. MEEC will also host a MEEC 101 information session to help members better understand agreements and other services MEEC offers. The Conference will also have a panel discussion that will have a common theme that is discussed by members and industry experts.

Adobe Sign Added to the Adobe ETLA
MEEC is pleased to announce that MEEC Members may now license Adobe Sign via the MEEC-Adobe ETLA Agreement. Adobe Sign is an e-sign solution which can be used to prepare, send, track, and manage contracts, forms, agreements, and more. Sign allows anyone to sign and return, from any device.

Adobe Sign is available with the Adobe Enterprise Term License Agreements (ETLA). The ETLA allows organizations to deploy Adobe software in an efficient, cost effective and targeted manner over the three year term of the agreement. Computer Intelligence Associates (CIA) is the reseller for the Adobe Agreement.

Microsoft Premiere Services
Microsoft Premier Services is a program provided by Microsoft dedicated support teams who provide continuous hands-on assistance and immediate escalation of issues for mission critical systems. Subject matter engineers, who are Microsoft employees, will be provided to resolve Microsoft related issues using a proactive approach to minimize risk and downtime. Included are programs for assistance with planning, roll-outs, health checks and remediation. This support is

MEEC News

available for on-premise, cloud or hybrid solutions. Premier Services include: *Support Account Management*, *Workshops*, *Problem Resolution Support*, *Support Assistance*, and *Information Services.* MEEC was able to negotiate additional discounts for our Members. Microsoft Premier Support Services is available directly from Microsoft.

MEEC Library eResources Agreement
MEEC has awarded a contract to CDygert Solutions LLC, to provide its members with a variety of services related to the licensing and management of library e-resources. The Agreement offers access to services including: Assessment and Strategic Planning to Reduce the Costs of E-Resources, Consolidated Invoicing Services, Participation in Multi-Year E-Journal Contracts, Management and Invoicing Services for Annual E-Resources (Non-e-Journal), Collection of Usage Statistics and Event Planning Services.

MEEC Security Solutions and Products
MEEC is currently researching and soliciting feedback on a comprehensive security RFP that will be a companion to the MEEC McAfee/Symantec Agreements and augment the MEEC IT Security Assessments and Advisory Services Agreement. The new Security Solutions agreement will have several functional areas and will be able to comprehensively provide multiple brands, solutions, and products to meet the ever changing IT security needs of the MEEC Membership.

For additional information on all current MEEC Agreements, visit our website: *www.MEEC-edu.org.*

MEEC Board

Maryland Education Enterprise Consortium (MEEC), while hosted by the University System of Maryland, is governed by a Board of Directors with representation from each constituent group that participates in the organization. Board members, in most cases, are nominated/elected by a process defined by their constituent groups. In a case where no formal constituent representative group exists, MEEC assists the constituent group in electing a representative to the Board.

MEEC is happy to introduce our new Board Members: Tom Franza Harford Community College, LeAnn McWilliams, Dorchester County Public Schools and Wayne Rose, Bowie State University. MEEC would like to thank our former Board Members for their service: Troy Donoway, Frostburg State University, Shirin Goodarzi, Anne Arundel Community College, and Cheryl Lawrence, Caroline County Public Schools. If you have questions, concerns or ways MEEC can better assist you, please reach out to the MEEC Office or your Board member to share your thoughts.

Executive Committee
Drew Moore, Harford County Public Schools, Chair
Ruth Gill, Wor-Wic Community College, Vice Chair
Dwight Raum, Johns Hopkins University, Secretary

Board of Directors
Herb Elkin, United States Naval Academy
Louise Finn, Loyola University Maryland
Tom Franza, Harford Community College
Parris Jackson, Maryland Higher Education Commission
Bob Kuntz, Carroll County Public Library
Bill Leimbach, Goucher College
LeAnn McWilliams, Dorchester County Public Schools
Bill Pickett, Glenelg Country School
Wayne Rose, Bowie State University
Don Spicer, University System of Maryland
Greg Talley, Maryland State Department of Education
Pete Young, University of Maryland University College, Immediate Past Chair

Did You Know?

- SOME VENDORS WILL ONLY OFFER YOU MEEC PRICING IF YOU ASK TO USE THE CONTRACT. MAKE SURE YOU VERIFY THAT YOU ARE USING MEEC.
- THE MEEC OFFICE HAS 2 FULL-TIME AND 1 PART-TIME EMPLOYEES.
- EVERY MEMBER IS IMPORTANT TO MEEC AND HAS REPRESENTATION ON THE MEEC BOARD.
- MEEC IS CONSTANTLY EVALUATING NEW AGREEMENTS. IF YOU HAVE IDEAS FOR NEW AGREEMENTS, PLEASE SHARE VIA EMAIL.
- SOME MEEC AGREEMENTS OFFER BASELINE DISCOUNTS. MEMBERS SHOULD NEGOTIATE WITH VENDORS FOR ADDITIONAL DISCOUNTS ABOVE THE NEGOTIATED PRICE.

MEEC is always appreciative of our Members' efforts to assist us with our mission of coordinating and negotiating procurement opportunities for our members to gain economic advantage and value in the acquisition of products and services that are beneficial to education in Maryland. MEEC has great opportunities to:

- *Serve on RFP specification committees*
- *Serve on RFP technical or financial committees*
- *Serve on RFP reseller committees*
- *Volunteer to support MEEC Events*

If you are interested in helping please email *MEEC-OFFICE@USMD.EDU* to volunteer.