MEEC MINUTES

From the Executive Director

Webinars

MEEC offers vendor led webinars and in-person seminars on various topics of interest throughout the academic year. Events are scheduled on Tuesdays, Wednesdays and Thursdays.

Check out Events on the homepage of the *MEEC website.* Can't find what you are looking for on the website? Visit the MEEC *A-Z Index*.

Dear MEEC Members,

Is it really February of 2020? It's there on the calendar but, there's no snow on the ground, it was 60 earlier this week, and there are flowers that are beginning to sprout. But alas, students are in class after the holiday break so yes, we are well on our way into the new year.

Much activity abounds with MEEC. If you haven't marked your calendars for the MEEC Member Conference and Vendor Showcase on Wednesday, April 1, please do so. No, this is not an April fool's joke. The Conference is being hosted on a new day of the week, Wednesday. Rest assured the day and date will not change all the opportunities the Conference offers.

MEEC, through Princes Georges Community College will soon release an RFP for IT Security Products and Solutions. The solicitation will be posted to the PGCC and MEEC websites. Please share this opportunity with vendors you work with in the IT security field.

Don't miss the numerous web and in-person seminars that are offered through MEEC. If you have not routinely engaged in these information and training sessions, please consider participating. The sessions are free to MEEC members and valuable information is shared. Following the session, if possible, the presentations are posted in slide deck or recording form to the MEEC website under Event Journal.

Be on the lookout in this edition of *MEEC Minutes* for articles on the current Microsoft agreement, use and usability of MEEC agreements and conference updates.

My best to all of you in 2020!

- Tamara

MEEC News

Did you Know?
MEEC now has 100+ Vendors on 16 Agreements.

MEEC Membership includes over 220,000 FTE.

MEEC AGREEMENT UPDATES
Several of our agreements have gone through the modification process where vendors have added new products and categories. Check the agreement page of the *MEEC website* for changes.

IT Professional Consulting Services
Below are the Phase 1 results of the 2019 MOD Solicitation to the contract hosted by Bowie State University's, Steve Jost.

Category 1 - New ERP System Providers
- Attain - Salesforce
- CampusWorks - Campus Management

Service Categories Added
Collaborative Solutions, LLC -
Category 3. Technology Management

AV Agreement
Changes and updates have been made to the MEEC AV agreement. Several vendors

added new manufacturers to their portfolios. Check out the AV agreement page on the MEEC website for more information.

IT Security Products and Solutions

MEEC is actively working with PGCC on a solicitation for a new IT Security Products and Solutions Agreement. This agreement will replace the IT Security Assessment and Advisory Services Agreement and will expand its scope to include IT security software, products, and additional services and solutions. The RFP will be posted within a week. Please refer your IT security vendors to the MEEC website. The current Security Assessment and Advisory Services Agreement was extended through June 30, 2020 with the intent that new agreement will be awarded by late Spring.

MEEC - MICROSOFT TRAINING DECEMBER 2019

completion. MEEC members will be notified of any changes to the agreement as they become available. Information will also be posted to the MEEC website.

MEMBER CONTACT INFORMATION

MEEC regularly asks members to review and update their institution's contact information. In order to share current contract and event information, it is imperative that MEEC has the appropriate points of contact for your institution.

MEEC understands the challenges relating to personnel changes, however failure to update your directory information means your institution may not receive all the pertinent information.

Link: *MEEC MEMBER UPDATE FORM*

Microsoft Agreement

MEEC is currently in the second year of the MEEC/Microsoft agreement. In this agreement, licensing is based on FTE (full time equivalency) of faculty and staff. When the agreement was negotiated, Microsoft began using headcount as the method to purchase licenses. Headcount will be the means used to purchase licenses in future agreements.

Though this switch will not fully go into effect until the new Microsoft agreement is established in 2023, there are increases in the current agreement which, if applicable, will assist all in a better understanding the impact of moving from FTE to Headcount.

The current agreement expires in 2023 and though that seems a way off, for budgeting purposes and to help all better understand the effects of the change, MEEC will begin educating the MEEC community on this transition. To assist developing your strategy moving forward, webinars will be scheduled to educate members on the potential impact this move will have on your institution.

Did You Know?

- SOME VENDORS WILL ONLY OFFER MEEC PRICING IF YOU ASK TO USE THE MEEC CONTRACT. BE CERTAIN TO VERIFY YOU ARE RECEIVING MEEC PRICING UNDER THE MEEC AGREEMENTS.

- THE MEEC OFFICE HAS 3 FULL-TIME EMPLOYEES AND 1 PART-TIME EMPLOYEE.

- EVERY MEMBER IS IMPORTANT TO MEEC. MEMBERS OF EACH CONSTITUENT GROUP ARE REPRESENTED ON THE MEEC BOARD.
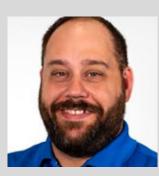
Hardware Agreement

Modifications to the Hardware agreement are nearing

MEEC Minutes

Did You Know?

- MEEC IS CONTINUALLY EVALUATING OPPORTUNITIES FOR NEW AGREEMENTS. IF YOU HAVE IDEAS FOR NEW AGREEMENTS, PLEASE LET MEEC KNOW.

- SOME MEEC AGREEMENTS OFFER MINIMUM DISCOUNTS. MEMBERS MAY NEGOTIATE WITH VENDORS FOR ADDITIONAL DISCOUNTS.

CONFERENCE UPDATE

Member Registration Open. *Register Today!*

Keynote Speaker: Joe Marshall
Joe Marshall is a security researcher for the Outreach Team with Cisco Talos Intelligence Group, one of the largest commercial threat intelligence teams in the world. Joe specializes in industrial control systems, critical infrastructure protection, and IoT device security. Joe has worked with public and private industry around the world to help secure critical ICS and IoT assets from threats both mundane and exotic. Joe resides in Baltimore Maryland, where he can be found knee deep in threat research and helping keep the Internet safe.

MEEC Conference Sponsors and Vendors

Vendor registration for the conference has been open since early December. All of the conference sponsorships sold out within days and the platinum and gold sponsorships sold out within minutes of registration opening! This is a testament to the value that vendor's see in the conference and our members that attend. Currently, over 60 MEEC vendors have registered.

Platinum sponsors include: Bell Techlogix, Data Networks CDWG, Microsoft, ePlus Technology, inc.

Gold Sponsors include:
En-Net, Dell EMC, Daly Computers

Silver Sponsors include:
Applied Technology Services, Carousel Industries, CAS Severn, Electronic Systems, Inc., HCGi, Networking for Future

Bronze Sponsors include:
Adobe, CCS Presentation Systems, Lenovo, Presidio, Skyline Technology Solutions, VSGi – Visual Systems Group Inc

For a full list of the conference vendors visit:
meec-edu.org/events/meec-member-conference-and-vendor-showcase/

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 are nominated/elected by a process defined by their constituent groups. When no formal constituent representative group exists, MEEC assists the constituent group in electing a representative to the Board. MEEC welcomes Dale Cornelius, Maryland State Department of Education to the MEEC Board.

If you have questions, concerns, or ways MEEC can better assist you, please reach out to the MEEC Office or a MEEC Board Member to share your thoughts.

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