MEEC MINUTES

From the Executive Director

The beginning of an academic year is a great opportunity to look forward rather than look back. However in this case, unless I look back I can't tell you about all that has happened while MEEC Minutes was on hiatus.

New contracts, member institutions, Board members and staff have been added in the past several months. Under MEEC News you will learn of two new agreements, Adobe ETLA and IT Professional Consulting Services. Of the twenty-one Vendors in those two agreements, nineteen are new to MEEC! What a journey MEEC has taken from the early days of one agreement and two Vendors to today with sixteen agreements and ninety three Vendors.

Beyond the agreements, MEEC welcomes its new Board members. Be certain to see who represents you on the MEEC Board and reach out to them, for they can be an invaluable resource. A welcome is also in order to the new MEEC Assistant Director, Darby Ashmore. Darby joined the MEEC team in late March. He brings MEEC experiences from both sides of the RFP process, having been both an institutional purchaser through MEEC contracts and a vendor who responded to MEEC RFPs. Perhaps you had the opportunity to visit with him at the MEEC Member Conference and Vendor Showcase. If not, you will get a chance to meet him this year at several MEEC hosted in-person events, including the 2017 MEEC Member Conference and Vendor Showcase scheduled for March 30, 2017.

Many thanks go out to the MEEC Board members who have rolled off the Board and to a special procurement officer, Valerie Rolandelli, UMUC, who retired this year having assisted MEEC in hosting many procurements. Best wishes to all for a successful year!

Upcoming Events

IT Professional Consulting Services Vendor Showcase - Oct. 18

Symantec Reseller Award - October

Intel Security Reseller Award - October

MEEC Hardware RFP will be released in late early October.

Webinars

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

Huron Consulting Group - *Practical Strategies for Transforming Your Institution through the Cloud -* Oct. 6

ATS - *Crawl, Walk Run: A Security Framework for a Healthy Network-* Oct. 11

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

Did you Know?
MEEC now has 93 Vendors on 16 Agreements.

MEEC Membership includes over 215,00 FTE

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Adobe ETLA Agreement 2016-2019
The new MEEC/ADOBE ETLA Agreement is in place for purchase of Adobe Creative Cloud. Adobe Enterprise Term License Agreements (ETLA) allow organizations to deploy Adobe software in an efficient, cost effective and targeted manner over the three year term of the agreement. Product and pricing information is available from Computer Intelligence Association (CIA), the reseller for Adobe products under the MEEC/Adobe Agreement. Like other MEEC Agreements, the ETLA contains several "Options" depending on the needs of your institution. MEEC Members that choose to participate in the ETLA may also choose to include add-on products such as Premiere Elements, Photoshop Elements, Captivate and Presenter.

IT Professional Consulting Services
MEEC is pleased to announce the establishment of a new agreement, IT Professional Consulting Services. The Agreement provides a wide range of services. The purpose was to create multiple, task-order based Master Contracts to provide information technology professional consulting services on an as needed basis. These contracts commenced on July 1, 2016 and expire June 30, 2025. In Year 3 (2019) and Year 6 (2022), there is an "Expansion Window" whereby the USM/MEEC can solicit to other IT contractors to add them to the list of Master Contractors and the current Master Contractors can propose to expand their services. Contracts were awarded through a competitive proposal process, following the USM procurement policies and procedures. Twenty vendors were awarded

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contracts in six categories: ERP Implementation, Upgrade and Integration; Change Management/Strategic Planning; Technology Management; Transition to Cloud Applications, Shared Services and Managed Services; Analytics; and Training.

The list of vendors and contact information are posted to the MEEC Website *www.MEEC-EDU.org*.

Intel Security/McAfee- Symantec Awards
The University of Maryland, Baltimore, on behalf of MEEC has issued two RFPs to contract with Intel Security formerly McAfee and Symantec anti-virus reseller to procure, support and distribute endpoint protection and other security products for academic licensing and services to MEEC members. MEEC will announce the awards in early October.

MEEC Hardware RFP
The MEEC Hardware Agreement will expire in March, 2017 after serving as one of MEEC's most utilized contracts. The RFP will be released in late September/early October. We hope the contract will be as flexible as the current agreement and will provide a mechanism for MEEC Members to procure the Hardware they need. The New Agreement will be structured in 5 categories: 1-Desktop, Laptop, Tablets, 2-Storage, 3-Servers and Virtualization, 4-Network and 5-Perpherals. The new Agreement will be for 9 years with 2 expansion windows after years 3 and 6. This structure is similar to the IT Professional Consulting Services Agreement.

MEEC would like to thank the members of the IT Professional Consulting Services RFP Committee: Allison Canada, Tracy Davis, Louise Finn, Arnold Foelster, Stan Jakubik, Camille Jones, Chris Kennedy, Joe Kirby, Susan Miltenberger, Dennis Moore, and Irene Zvagelsky. A special thank you to Valerie Rolandelli from University of Maryland, University College who served as our Procurement Officer.

MEEC would like to thank the members of the Intel Security/McAfee and Symantec RFP Committee: Suresh Balakrishnan, Mel Blackburn, Nell Feldman, Stan Jakubik, Pamela Rollins Miller, and Chuck Thomas. A special thank you to Joselyn Hopkins from University of Maryland, Baltimore who served as our Procurement Officer. MEEC could not continue to provide IT Purchasing Agreements without the volunteer efforts of our Members and Purchasing Officers.

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: Bob Kuntz-Carroll County Public Library, Bill Leimbach–Goucher College, Drew Moore-Harford County Public Schools, Bill Pickett-Glenelg Country School, and Dwight Raum-Johns Hopkins University. MEEC would like to thank our former Board Members for their service: Geoff Corb-Johns Hopkins University, Ken Thompson-Baltimore City Public Schools, William Glover-Archdiocese of Baltimore, Scott Reinhart-Carroll County Public Library, and Cornelius Fay-Hood College.

Executive Committee
Pete Young, University of Maryland University College, Chair
Shirin Goodarzi, Anne Arundel Community College, Vice Chair
Cheryl Lawrence, Caroline County Public Schools

Board of Directors
Troy Donoway, Frostburg State University
Herb Elkin, United States Naval Academy
Louise Finn, Loyola University Maryland, Immediate Past Chair
Ruth Gill, Wor-Wic Community College
Parris Jackson, Maryland Higher Education Commission
Bob Kuntz, Carroll County Public Library
Bill Leimbach, Goucher College
Drew Moore, Harford County Public Schools
Bill Pickett, Glenelg Country School
Dwight Raum, Johns Hopkins University
Don Spicer, University System of Maryland
Greg Talley, Maryland State Department of Education

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 selection committees*
- *Serve on RFP reseller selection committees*
- *Volunteer to support MEEC Events*

If you are interested in helping please email *MEEC-OFFICE@USMD.EDU* for more details about the opportunities that are available.