



# MARYLAND EDUCATION ENTERPRISE CONSORTIUM

Hosted by the University System of MD



# WHO IS MEEEC?

- ▶ Public & Private K-12
- ▶ Public & Private Higher Ed
- ▶ Federal Institutions
- ▶ Libraries
- ▶ Others
  
- ▶ Dues based on FTE



# WHO IS MEEEC?

- ▶ YOU ARE!
- ▶ All 24 Maryland Local Education Agencies
- ▶ All USM Universities & Public Colleges
- ▶ All Maryland Community Colleges
- ▶ 201 - INSTITUTIONS
- ▶ 213,367 - FTE
- ▶ 1.25M - STUDENTS





# MEEC

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- ▶ Hosted by the University System of MD
- ▶ Governed by a Board of Directors
  - ▶ Representation from constituent groups
- ▶ Executive Director
- ▶ Assistant Director
  - ▶ Procurement Officer - Soon
- ▶ Part-time Staff Member
- ▶ Volunteers



# GOALS

PROVIDE

Provide Agreements to acquire quality hardware, software & services at competitive prices

PROMOTE

Promote interaction with vendors, Intercede on Member's behalf

VALUE

Meet the needs of the members through additional services



# MEEC

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108 - VENDORS

18 - AGREEMENTS

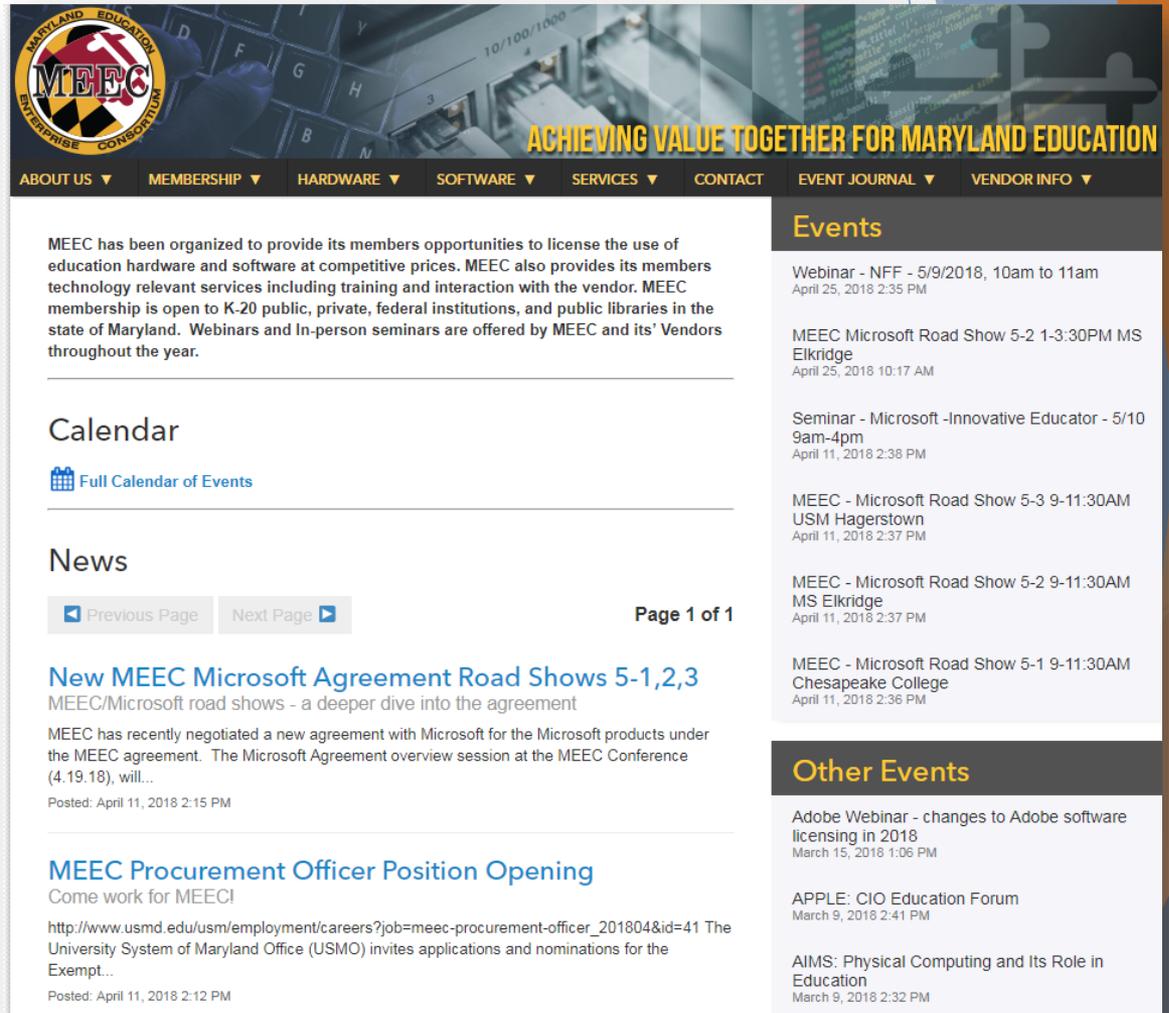
15 - VENDORS  
(Multi-Contract)

✓ IDENTIFY YOURSELF AS A  
MEEC MEMBER!



# MEEC WEBSITE

It's  
all  
here!



The screenshot shows the MEEC website homepage. At the top left is the MEEC logo. To its right is the tagline "ACHIEVING VALUE TOGETHER FOR MARYLAND EDUCATION". Below this is a navigation menu with items: ABOUT US, MEMBERSHIP, HARDWARE, SOFTWARE, SERVICES, CONTACT, EVENT JOURNAL, and VENDOR INFO. The main content area is divided into three columns. The left column contains a paragraph about MEEC's mission, a "Calendar" section with a link to "Full Calendar of Events", and a "News" section with "Previous Page" and "Next Page" buttons. The middle column features a "Page 1 of 1" indicator and two news items: "New MEEC Microsoft Agreement Road Shows 5-1,2,3" and "MEEC Procurement Officer Position Opening". The right column contains an "Events" section with a list of upcoming events and an "Other Events" section with a list of past events.

**ACHIEVING VALUE TOGETHER FOR MARYLAND EDUCATION**

ABOUT US ▼ MEMBERSHIP ▼ HARDWARE ▼ SOFTWARE ▼ SERVICES ▼ CONTACT ▼ EVENT JOURNAL ▼ VENDOR INFO ▼

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 is open to K-20 public, private, federal institutions, and public libraries in the state of Maryland. Webinars and In-person seminars are offered by MEEC and its' Vendors throughout the year.

**Calendar**  
[Full Calendar of Events](#)

**News**  
[Previous Page](#) [Next Page](#) **Page 1 of 1**

**New MEEC Microsoft Agreement Road Shows 5-1,2,3**  
 MEEC/Microsoft road shows - a deeper dive into the agreement  
 MEEC has recently negotiated a new agreement with Microsoft for the Microsoft products under the MEEC agreement. The Microsoft Agreement overview session at the MEEC Conference (4.19.18), will...  
 Posted: April 11, 2018 2:15 PM

**MEEC Procurement Officer Position Opening**  
 Come work for MEEC!  
[http://www.usmd.edu/usm/employment/careers?job=meeec-procurement-officer\\_201804&id=41](http://www.usmd.edu/usm/employment/careers?job=meeec-procurement-officer_201804&id=41) The University System of Maryland Office (USMO) invites applications and nominations for the Exempt...  
 Posted: April 11, 2018 2:12 PM

**Events**

- Webinar - NFF - 5/9/2018, 10am to 11am  
April 25, 2018 2:35 PM
- MEEC Microsoft Road Show 5-2 1-3:30PM MS Elkridge  
April 25, 2018 10:17 AM
- Seminar - Microsoft -Innovative Educator - 5/10 9am-4pm  
April 11, 2018 2:38 PM
- MEEC - Microsoft Road Show 5-3 9-11:30AM USM Hagerstown  
April 11, 2018 2:37 PM
- MEEC - Microsoft Road Show 5-2 9-11:30AM MS Elkridge  
April 11, 2018 2:37 PM
- MEEC - Microsoft Road Show 5-1 9-11:30AM Chesapeake College  
April 11, 2018 2:36 PM

**Other Events**

- Adobe Webinar - changes to Adobe software licensing in 2018  
March 15, 2018 1:06 PM
- APPLE: CIO Education Forum  
March 9, 2018 2:41 PM
- AIMS: Physical Computing and Its Role in Education  
March 9, 2018 2:32 PM



# AGREEMENTS

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## Software

- ▶ Adobe - Adobe Sign (CIA)
- ▶ Apple
- ▶ Google
- ▶ Learning Management Systems (LMS)
- ▶ Lecture Capture
- ▶ McAfee (Bell Techlogix)
- ▶ Microsoft (Bell Techlogix)
- ▶ SkillSoft
- ▶ Symantec (SHI)



# AGREEMENTS

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## Hardware

- ▶ Hardware (28)
- ▶ Audio Visual (11)

## Services

- ▶ Call Center/Help Desk (4)
- ▶ IT Security Assessment and Advisory Services (13)
- ▶ Audio Visual Services (11)
- ▶ InCommon
- ▶ Library eResources
- ▶ IT Professional Consulting Services
- ▶ Microsoft Premier

# MEEC NEGOTIATIONS & PROCUREMENTS



- ▶ Procurements through USM Institutions or Community Colleges
- ▶ MD/USM procurement guidelines
- ▶ Types of Procurements:
  - ▶ Direct Negotiations
  - ▶ RFP - Single Award, Multi - Award
- ▶ Agreements approved by the Office of the MD Attorney General
- ▶ No differential pricing

# MEEC NEGOTIATIONS & PROCUREMENTS



- ▶ Post Award
  - ▶ Institutional Process
    - ▶ Secondary competition encouraged
    - ▶ RFI - RFQ - TORP
    - ▶ Further negotiate
    - ▶ SOW
  - ▶ Identify MEEC Contract
  - ▶ Quote and Order Process Oversight



# WEBINARS/SEMINARS WORKSHOPS

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- ▶ Road Shows
- ▶ In-Person Workshops
- ▶ Seminars
- ▶ Webinars
- ▶ MEEC Member Conference  
& Vendor Showcase



# CONTACT MEEC

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