MEEC MINUTES

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*.

From the Executive Director

Dear MEEC Members,

Happy 2019! Until this past weekend, there were no weather complaints and it truly was an amazing start to 2019. The recent snowfall makes us think about the weather, cancellations, and how we'll get everything done when snow days begin to accumulate. It's great technology is available to assist us in getting through these trying days.

In this issue, you'll read about the new Audio Visual Agreement which combines AV Hardware and AV Services. Thank you to Towson University who hosted the solicitation. Also included is information about the upcoming MEEC Member Conference and Vendor Showcase. Mark your calendar for March 28, 2019!

The MEEC Office welcomes an addition to the staff, Carol Munn. Carol will work closely with the member institutions who have hosted MEEC procurements and with vendors regarding their contractual obligations to MEEC.   Carol comes to MEEC from the University of MD, College Park. Please join me in welcoming Carol.

Thank you to the numerous MEEC Vendors who support the MEEC webinar and in-person seminar events. For upcoming events, check out the MEEC website. Be sure to share with your institution the opportunity to engage in MEEC events. Most webinars are less than an hour and are the perfect way to gain knowledge on products, services and new trends.

If you received the MEEC Newsletter via a forwarded email from a colleague, please send your e-mail address to Pat Collins, pcollins@usmd.edu and Pat will add you to the MEEC list so that you can receive all of the MEEC communications and events.

Looking forward to seeing everyone at the Conference!   - Tamara

MEEC News

New MEEC Audio Visual Agreement
January 28, 2019

The 2019 MEEC AV Agreement is a multiple-award contract for the purpose of providing Audio Visual (AV) Hardware and Services to the Maryland Educational Enterprise Consortium (MEEC). Towson University conducted this procurement on behalf of MEEC. Thank you to Towson University for their generous support.

AV Hardware: Awarded to 25 firms of which 3 are certified Minority Business Enterprises, and 8 are Small Business Enterprises, providing approximately 289 brands in 14 product categories for hardware. The main product categories are: Audio Hardware, Presentation Hardware, Projectors/Data/Video, Monitors, Media Recording/Playback, Photography Hardware, Video

Did you Know?
MEEC now has 117 Vendors on 17 Agreements.

MEEC Membership includes over 214,000 FTE.

Conferencing Hardware, Cables, and Locking/Security Devices.

AV Services: Awarded to 15 firms of which 4 are Small Business Enterprises, providing 5 categories of services. The service categories are: System Composition & Configuration, Installation, Programming, Maintenance, and Training & Support.

Member institutions may place orders with their specific requirements with any of the vendors awarded a master contract for hardware/services. Member institutions may (and are encouraged to) request secondary competition from awarded vendors. Members may also negotiate greater discounts based on their purchase.

The new AV Agreement offers more products, vendors and services than the former agreement. MEEC appreciates the support from our Members.

Comparison to Former AV Hardware and Services
25 Hardware Vendors a 32% increase, 15 Services Vendors a 50% increase and 9 new MEEC Vendors.

DALY and PALO ALTO MEEC EVENT
MEEC hosted an in-person event with Daly Computers and Palo Alto Networks entitled the *State of Security in Education.* The event focused on the challenges facing Higher Education and K-12 (Complexity, Automation, Scalability and Cloud). About 30 attendees learned about the Palo Alto Networks Next-Generation Security Platform and how it provides institutions with coordinated, highly effective, and easily administered threat prevention, protecting sensitive data and ensuring regulatory compliance while maintaining high network performance.

VOLUNTEER WITH MEEC!
Click Here

2019 MEEC MEMBER CONFERENCE & VENDOR SHOWCASE
March 28, 2019 - Martin's West
The MEEC Member Conference and Vendor Showcase has historically had attendance of over 400 members and 70 vendors. The Conference includes a keynote speaker, concurrent breakout sessions about technology topics, the Vendor Showcase, and plenty of opportunities for networking with colleagues. The Conference Sessions are one of the most engaging aspects of the Conference. Past sessions have focused on: innovative information technology topics, lessons learned, exploration of new technologies and solutions, security, and much more. *Please consider submitting a session.* The deadline to submit session proposals is 1/16 @5pm. Conference registrations for members opens 2/1/2019.

MICROSOFT TRAINING | MEEC OFFERS EVENTS DURING THE ACADEMIC YEAR

MICROSOFT TRAINING EVENTS
MEEC hosted 2 Microsoft training events in the Fall. Both events focused on Microsoft's tools and resources for managing learning, engaging learners, delivering content seamlessly and completing administrative tasks with Office 365, which is available from the MEEC Microsoft Agreement. Attendees can leverage their knowledge to become Microsoft Innovative Educators, a certification program from Microsoft Education. Please check the MEEC website for future Microsoft events.

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.
  (MEEC WELCOMES CAROL MUNN)

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

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

- SOME MEEC AGREEMENTS OFFER BASELINE DISCOUNTS.
  MEMBERS MAY NEGOTIATE WITH VENDORS FOR ADDITIONAL DISCOUNTS ABOVE THE NEGOTIATED PRICE.

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. 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 newest Board Member, Bill Hobbs, Hood College.

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
Bill Hobbs, Hood College
Parris Jackson, Maryland Higher Education Commission
Ken Kundell, Salisbury University
Bob Kuntz, Carroll County Public Library
Bill Leimbach, Goucher College
LeAnn McWilliams, Dorchester County Public Schools
Bill Pickett, Glenelg Country School
Rhonda Spells-Fentry, Prince George's Community College
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. Volunteers are critical to the support of all MEEC endeavors. Please consider volunteering for any of the positions listed below by completing *this form*.

- *Serve on RFP specification committees*
- *Serve on RFP technical committees*
- *Serve on RFP financial committees*
- *Volunteer to support MEEC Events*
- *Marketing - photography/videography support*