

www.mhec.net

Introduction

MHEC Updates

Eric Weiss Executive Director MHEC

Introduction

- Evaluating MHEC Contracts
- Understanding overall MHEC Operations
- * Representing MHEC at Meetings
- * Reviewing MHEC Outreach Efforts
- Working on Strategic Partnerships for MHEC

MHEC Purchasing Consortia Positives

- **Definition**: A purchasing consortia is a collaborative arrangement which allows for contractual purchasing of goods and services for the members involved.
- **Economies of Scale** = Lower costs
- **Lower Transaction Costs** = Better pricing
- * Reduced Work Load for your Staff: Time available for other critical needs
- **Best Practices / Public Bidding Guaranteed**: Lower risk, professionalism provided by MHEC
- **Expertise Developed by Consortia Staff**: Your staff does not have to become the expert
- * Lower Purchasing Risks: Contracts are pre-vetted for your use
- * More Vendor Access: Access to all suppliers on contract

MHEC Contract Examples for Municipalities

- ❖ A01 Appliances, A/C, & Food Service Equipment
- * B01 Academic Regalia and Accessories
- * B14 Athletic, Fitness Equipment and Uniforms
- D25 Laboratory Supplies and Chemicals
- D26 Biological Cabinets
- C07 Furniture
- D32 Medical Equipment Supplies and Service
- G11 Floor Covering
- C05 Mattresses, Box Springs and Frames

What can you do?

- * Be aware of MHEC contracts
- Utilize verifiable contract pricing
- Keep MHEC up to date on your needs
- Confirm contract spend volume information
- Provide suggestions on new contract needs

MHEC Membership Questions

- Are you a new member or existing (old) member?
- Does using MHEC contracts make your job easier?
- What is the benefit to using MHEC contracts?
- Do all Departments use MHEC contracts?
- ❖ Do you find MHEC contracts easily accessible?

MHEC Current and Future Effort

- * Experiencing significant membership growth
- Contracts must remain relevant
- * Be aware of member needs and concerns
- Examining membership spend volume trends
- Improving our website and website accessibility
- Upgrading our bidding process
- Evaluating MHEC staffing needs
- * We are here to help you save







- Core Proficiency / Responsibility
 - MLS: Library Focused
 - MHEC: Contract Focused
- Combined purchase volumes to reduce costs of items purchased for members operating needs
- Additional MHEC contracts available to MLS
- Ongoing contract support for MLS members
 - Both MLS and MHEC can answer questions

L50 Series Library Contracts

MC13-L50 Library: Supplies, Archival Products & Equipment

September 2012

MC13-L51 Library: Books and Media

October 2012

MC13-L52 Library: Print Subscription

January 2013

L50 Library: Supplies Archival Products & Equipment



- BayScan Technologies
- Bibliotheca
- DEMCO
- Envisionware
- Findaway World (Playaway)
- Reliance Label
- Stanger Litho Graphics
- The Library Store

L50 Library: Supplies Archival Products & Equipment

	Equip	Archival & Supplies	Tags RFID
BayScan	7-71%		
Bibliotheca	5-30%		
Envisionware	4-32%		
DEMCO		19% (7-19%EC)	
The Library Store		18% (10&18%EC)	
Reliance Label			30% EC
Stanger Litho			15% EC
Findaway		25% EC	

*(EC = ENTIRE CATALOG)



9 Suppliers

- Baker & Taylor, Inc.
- BOOKAZINE
- Brodart Co.
- Capstone
- D.K. Agencies (P) Ltd.
- Findaway World
- Ingram Library Services
- Midwest Tape, LLC
- The AV Cafe, Inc.

Supplier	Entire Catalog	Avg % OFF Pub List Price	Min. Order	Freigh
Baker & Taylor	Y	33%		Free
Bookazine	Y	43%	10 (Items)	Free
Brodart	Y	30%		Free
Capstone	Y	30%		Free
D.K. Agencies	Y	8%	\$2000 Annum/Member	Added
Findaway	Y	25%		Under \$100= 9 Over \$100= F
Ingram		39%		Free
Midwest Tape	Y	15%		Free
The AV Café	Y	10%		<\$100=\$^ >\$100<\$500= >\$500=5% >\$2K=4%

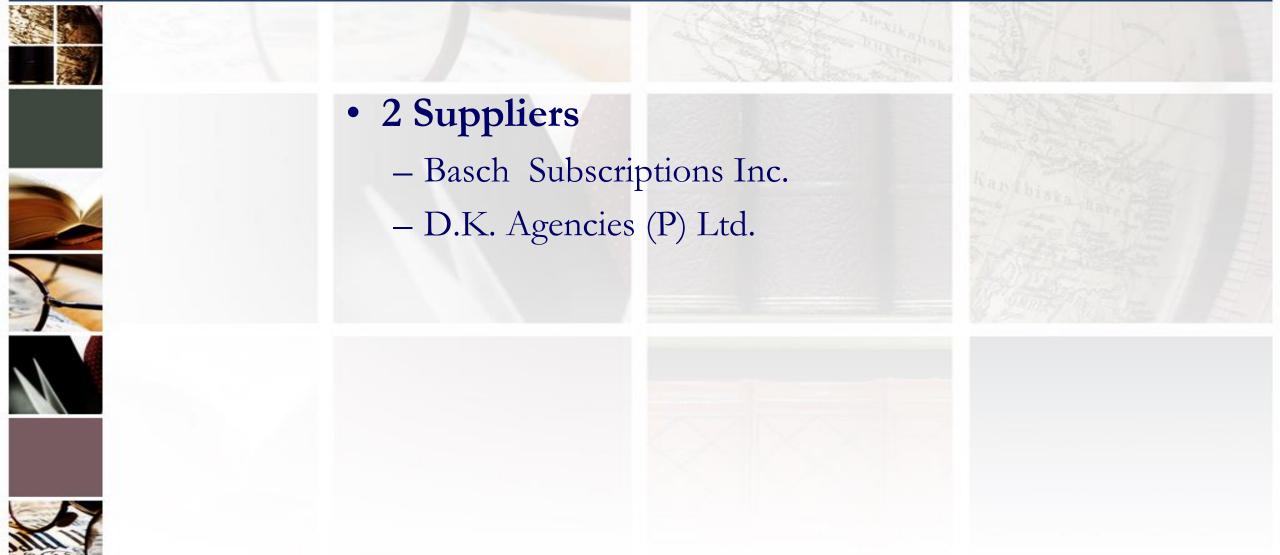
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Vendor	Catalog	List Price	Min. Order	Freight	
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Ingram	Anna	48%		Free	
Baker & Taylor	Y	46.8%		Free	
Brodart	Y	46%		Free	
Bookazine	Y	13%	10 (Items)	Free	
Brodart	Y	25%			
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	Y	23.5%		Free Free Free	
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Ingram	-	23.5%		Free	
Ingram MP3-CD Music / Spoken Word Aud	lio	23.5%		Free Free	

Category Vendor	Entire Catalog	% OFF Pub List Price	Min. Order	Freight
Textbooks Beyond K-12	/00			
Baker & Taylor	Y	0-5%		Free
Ingram	N/A	3%		Free
University Press				
University Press Bookazine	Y	43%	10 (Items)	Free
	Y Y	43% 11%	10 (Items)	Free Free
Bookazine			10 (Items)	100000000000000000000000000000000000000

Video Games			
Ingram		5%	Free
The AV Café	Y	0-30%	Orders <\$100=\$7: >\$100<\$500=6%: >\$500=5%: >\$2K=4%
			>\$500=5%: >\$2K=4%

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(Interactive eBook, 24/7 access)				
Capstone	Y	+5 off		Free
(K-9 Supplemental Nonfiction and		website		1018ka h
Fiction Titles)				
Capstone	Y	0		Free
(PreK-3 Online Educational				
Research Databases)				
Findaway	Y	25%		Under \$100= \$6.95;
(Playaway Audiobooks)				Over \$100= FREE
Findaway	Y	10%		Under \$100= \$6.95;
(Playaway View)				Over \$100= FREE
D.K. Agencies	Y	10%	\$2000	Added
(English Language Books From		188	Annum/Member	
South Asia)				-
D.K. Agencies	Y	5%	\$2000	Added
(Books In South Asian Languages)			Annum/Member	

L52 Library: Print Subscription Management Service



L52 Library: Print Subscription Management Service

Company	Type of Member	Category	Pricing	Min. Order	FOB Freight
Basch	Public Library	Magazines & Limited Online Version of Printed Subscription	2.5% Service charge on Basch retail price	None	Destination
D.K. Agencies	Public Library	Periodical Published in India	5% Off Retail List	\$2000	Destination Freight Ad

MC14-B14 Athletics, Gym & Field Equipment, Uniforms & Supplies



- Playground equipment and water park items.
- Xenith Football shoulder pads and helmets 20-31% Discount.

MHEC Website: Logging in for the first time

Before you can access contracts and pricing, you will be required to register at http://www.mhec.net

Quick Links

- Member Login
- Search Database
- ➤ Contact MHEC
- Training / Help

At the Quick Links select Member Login

Then select the Click Here to register at the bottom of the page to create your username and password.

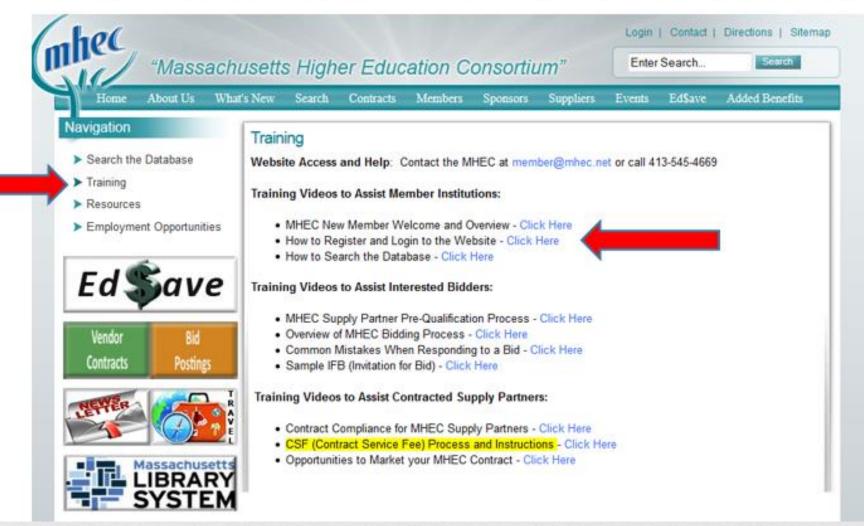
If you have an account already please Click Here to login.

If not please Click Here to register.

Once you register you will have immediate access to the website.

ecurity/Login Details	
Jsername:	Use your email address or another name you will remember as your User ID, minimum 6 characters
Password:	Minimum 6 characters, Maximum 20 characters
Security Question:	Select Security Question Question that we can ask you to answer before resending your password. Pick one.
Security Response:	The answer to the security question
our Status:	- ▼
ompany Details/Orgar	ization Affiliation
chool Name:	If Vendor Company Name
ob Title:	Web Site URL: http://
ddress Details	
Address 1:	Phone:
City:	Fax:
Postal Code:	*Email
Province/State:	Select State/Prov ▼ *Country:Select Country ▼
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rofile/Bio:	

MHEC WEB SITE TRAINING VIDEOS



MHEC Website Training Examples

Road Show Series

- June 19th ~ Kittredge Test Kitchen, Westford, MA
- July 24th ~ Sponsor: HD Supply, College of the Holy Cross
- August 21st ~ Kittredge Showroom, Agawam

MLS/MHEC Info-Sessions

Chapter 30B and MHEC with the IG's office

- November 7, 2014 Mashpee
- November 14, 2014 MLS Whately

ONE ON ONE/SMALLER GROUPS-Webinar

- Jennifer LaPointe / 413-545-4993
- Joan Miller / 413-577-3550

Stacey Wikar Director of Operations MHEC

Membership Growth

Currently at 567 members throughout New England

New Areas of Growth Include:

Colleges Universities

Housing Authorities Private Secondary Schools

Museums Educational Non – Profits

Libraries Public Schools

Municipalities Charter Vocational Schools

Membership list can be found on the website under membership

Contract Growth

New and improved contracts each year:

- Multi Media Equipment
- IT Project Services w/OSD
- Temporary Help Services w/OSD
- Athletic Fitness Equipment and Uniforms
- Hazardous Waste Removal w/HCOG
- Airport Parking
- Grounds Equipment and Maintenance
- Elevator Equipment and Service
- Custodial Cleaning Equipment, Supplies, and Service
- Plumbing, Fixtures, Parts, Service

Upcoming Contracts

- Biological Cabinets
- Copiers and Fax Machines
- Stationary and Digital Copy Program
- Domestic and International Delivery
- Mailroom Equipment and Services
- Academic Regalia and Accessories
- Life Sciences
- Promotional Products

New Bidding Process in 2015

- In 2015 the MHEC bids will be online and all suppliers will be able to submit their bids electronically through a "Bid Express" tool.
- There will continue to be a public bid opening and suppliers will be able to watch the process via a screen in the MHEC offices.

Website Update

- In 2015 the MHEC will have a new website.
- Enhanced search tools for MHEC member organizations to find products and services.
 - Classic Search
 - New Keyword Search

Important Dates

MHEC Open House

• Quarterly Meeting Webinar

• Expo 2015

Dec 10, 2014

Feb 11, 2015

Sept 18, 2015











































Valtran







The MHEC Market Place is an online ordering page on our website where members are able to purchase goods and services at MHEC contract pricing. To participate suppliers must offer online ordering. We are growing weekly, check us out.

















































Each month the Strategic
Partner Showcase email is published to thousands of contacts; members, MHEC contractors and prospective bidders. This email is also

posted on our website.





STRATEGIC PARTNER SHOWCASE

March 2014 Edition

Please take a moment to review this month's edition of our Strategic Partner Showcase notice featuring savings on Equipment and Event Rental, Window/Wall Covering, Stage/Cubicle Curtains & Acoustical Products, Promotional Products and Lab Equipment, Chemicals & Repair. All MHEC member organizations are eligible to take advantage of these opportunities. Please pass this along to anyone at your institution that may benefit from these promotions. Also included in this issue is a listing of "Job Opportunities" at our member institutions.

MHEC



This program is focused entirely on time limited opportunities such as:

- Deeper discounts that may be available to you from manufacturers that you are willing to pass on to MHEC members
- Discontinued products or new products that would be available to MHEC members at a deeper discount
- Free training or maintenance/service contracts that you would offer to MHEC members at no or reduced cost



Technical Production • Audio • Video • Lighting • Staging • Installations



Excludes labor and transportation costs

Just mention "MHEC" when you call!
Offer ends June 30th
Book your event today!

atrtreehouse.com | 401 - 751 - 3121 812 Charles St. Providence, RI 02904 MHEC Contract Number: M13 - B15



Bose is pleased to offer additional savings for MHEC members.



SAVE \$4095

QuietComfort® 20 Acoustic Noise Cancelling® headphones

Reg. \$29995 | Now \$259



FACTORY RENEWED - SAVE \$20095

Acoustimass® 6 speaker system

New \$69995 | Factory Renewed \$499



FACTORY RENEWED - SAVE \$4995

161™ speaker system

New \$15895 | Factory Renewed \$109

Savings only by phone:

1-800-905-1521

Please direct all inquiries to the "MHEC Educators' Program."
View products online at Bose.com. Contract number MC10-B11.

© 2014 Bose Corporation. The distinctive design of the two-tone swirl headphone cord is a tradmark of Bose Corporation. Savings offers not to be combined with other offers or applied to previous purchases. Offers valid through 6/30/14. Prices and/or offers subject to change without notice. Delivery is subject to product availability. CC014493







Concept Equipment Corporation www.conceptac.com

MHEC Contract # MC14-A01 Promo Code: MHEC2014

DON'T SWEAT IT...Concept will keep you cool this summer!



Place your order by May 31, 2014 to receive 2013 contract pricing on all new 2014 Friedrich Air Conditioners in stock, that's a 7% savings.

Bonus: Discounted or Free shipping available, ask us how!

We stock most all models of window AC's, built-in wall AC's, PTAC "hotel style" units, portable AC's, Breeze mini split systems, dehumidifiers, and the brand new AP260 5-Stage air purifier! With the most Energy Star rated units, Friedrich is the only manufacturer in the industry that offers a full **5** year warranty on the entire refrigeration system!

No sure which product is right for you, no problem, we can handle that too. For more information or to place an order contact Brad or Jerry.

NE Distributor III Winchester, MA III P: 781-721-0123 III F: 781-721-0023 III Contact: conceptequip@verizon.net

Still running Windows XP? Save Big on Something Tiny...



\$689 Offer expires 5/23/2014

PRICING SHOWN REFLECTS \$50 SAVINGS

The Lenovo ThinkCentre Tiny desktop gives you the most flexible, space savings desktop solution available. It's the best of security, speed, and efficiency—merged into a single, tiny package. And that's a pretty big thing. 4GB RAM, 500GB Hard Drive, Monitor not included.

MHEC Contract F-05 Promotional Pricing good through 5/23/2014





Reusable drinkware is always in season!



Mention this ad for free setup on any new order

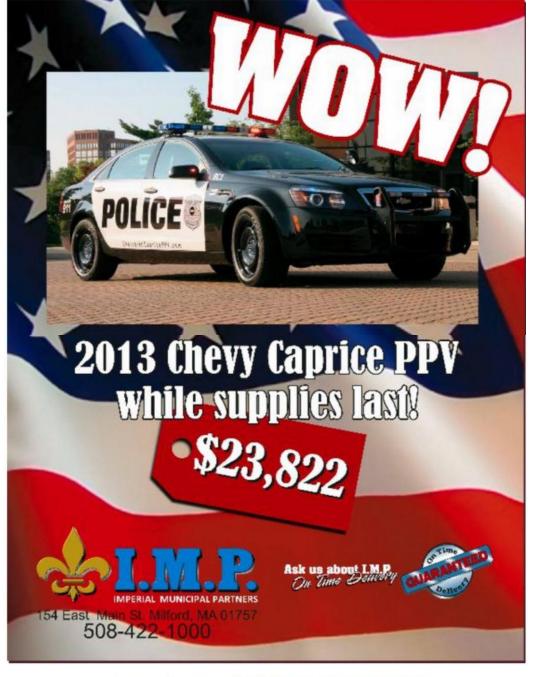


STRATEGIC PARTNER SHOWCASE

SPECIAL EDITION: From Imperial Municipal Partners, MHEC contract G27

Greetings!

Please take a moment to review this month's SPECIAL edition of our Strategic Partner Showcase notice featuring savings on <u>2013 Chevy Caprice PPV</u>. All MHEC member organizations are eligible to take advantage of these opportunities. Please pass this along to anyone at your institution that may benefit from this opportunity. <u>MHEC</u>



For more information contact KGlynn@imperialmunicipal.com

Must take delivery by July 14th.





July 2014 - Volume 5 - Issue 2

MHEC Newsletter

Dear Stacey,

Welcome to the summer 2014 MHEC newsletter. Since our last newsletter we have been busy establishing two new contracts; Hazardous Waste and Elevator Equipment and Maintenance. We also have several contract renewals in the works.

In This Issue

MHEC Contract Access

Upcoming Solicitations

Contracts

Quarterly Meeting Recap

New Member Update

EXPO 2014

Sincerely, Stacey Wikar, Director of Operations

MHEC Contract Access and Website Updates

As you may know the MHEC has been in the analysis phase of our bidding and contract software for the last year. Our goal is to give you the same contract access that you have now with improved search capabilities. In addition, it is our goal for both members and suppliers to have their own account access with information pertaining to your organization and account. The MHEC strives to make our contracts easy to use with the best discounts available to our members.



MHEC members receive dividends totaling nearly \$33K

The Hanover Insurance Group, Inc., in partnership with MHEC, has announced it has awarded the members of its commercial auto program dividends totaling nearly \$33,000. Each year, The Hanover recognizes those members of its commercial auto program who have consistently shown safe driving habits with dividend rewards. It is just one of the benefits MHEC members have

The Newsletter is published several times a year. It is distributed electronically to members, potential members and suppliers. It is also posted on the MHEC website.

training dates visit the events section on our website at www.mhec.net. Since our last newsletter we have held two member meetings and our annual and always sold out qolf-event. We know that this is the busiest season for purchasing professionals with projects and renovations. Please feel free to contact the MHEC if we can be of any assistance or answer questions that you may have. We hope you enjoy your summer.

Finally, I am pleased to announce that the MHEC has hired a new Executive Director. Eric Weiss formerly of the Hampshire Council of Governments will officially start as Executive Director on August 4th. "I am excited to become the new Executive Director of the MHEC and I am looking forward to the challenge" said Eric. Please join me in welcoming Eric. For more on Eric Weiss read on....

Sincerely, Stacey Wikar, Director of Operations Members, stay connected

Member Benefits Fair

Open MHEC Board Position

Upcoming Training

Domtar raises paper price

Collaborations

Supply Partner Marketing Opportunities

Best Practices

15 Passenger Van Safety

Members on the move



Member Meeting Update

Our winter meeting was held in a webinar format on February 12th, 2014. Thanks to all who attended this meeting. Meeting minutes will be sent to all who attended, will be

distributed in our upcoming addenda mailing and are available to all MHEC members upon request.

The next meeting will be held on April 11, 2014 at the Publick House in Sturbridge, MA. This meeting will be hosted by FTG Technologies, supply parter on E05 and F05 who will present on their newly awarded E05 Fire and Security contract. In addition to the presentation by our host this event will feature motivational speaker <u>Dr. Steve</u> Sobel with a new presentation "You're a piece of work..."

Are your students, faculty or staff able to choose their own mobile devices and operate them in the workplace? Here are four questions that a workforce should ask to help focus its search for a tablet best suited to a particular job and that will fit existing enterprise systems "read on".

Article provided by:
Barbara West
SHI, Director NE SLED
MHEC contract F04
Barbara West@shi.com

Posted by Mike Kmiec of SHI