



CITY of NOVI CITY COUNCIL

Agenda Item R
March 10, 2014

SUBJECT: Approval to purchase Dell KACE network system management devices from Netch Corporation in the amount of \$31,897 using a competitively bid contract through the Midwestern Higher Education Compact (MHEC).

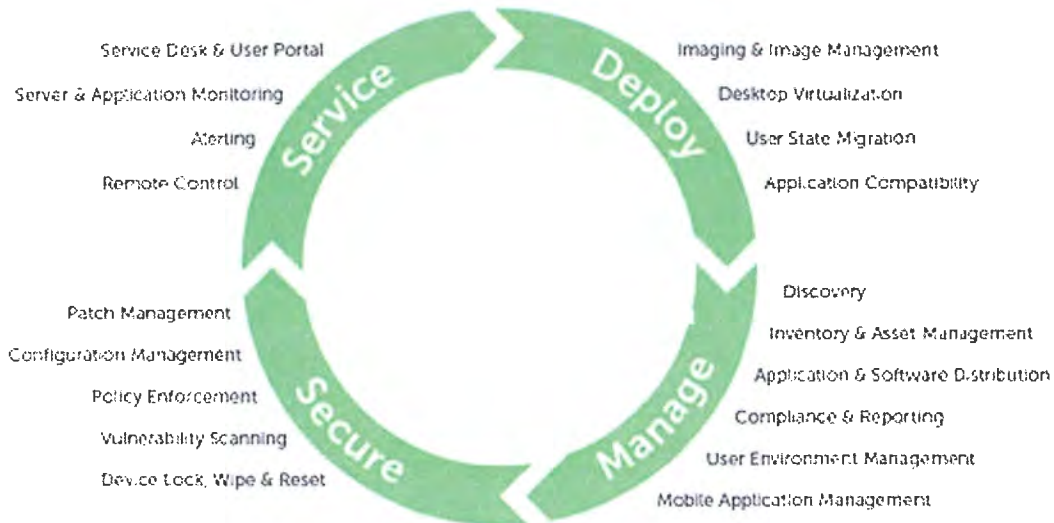
SUBMITTING DEPARTMENT: Information Technology *ATP*

CITY MANAGER APPROVAL: *[Signature]*

EXPENDITURE REQUIRED	\$31,897.00
AMOUNT BUDGETED	\$31,897.00
APPROPRIATION REQUIRED	
LINE ITEM NUMBER	101-205.00-986.000: \$24,596 101-205.00-802.000: \$ 6,000 101-205.00-740.000: \$ 1,301

BACKGROUND INFORMATION:

The City of Novi deploys hundreds of pc's, laptops, tablets and mobile devices to City of Novi employees for their daily duties. With this deployment comes the responsibility for system lifecycle management including a broad array of essential and complex processes for ensuring optimal reliability and performance of the technology investments. Critical to enabling these management disciplines are automated solutions that simplify and standardize administrative and reporting tasks. The requested Dell KACE devices will fill these rolls. The Dell KACE features will give us a better view of the network and all hardware and software communicating on it. This will allow for optimal management of each network attached component. The proposed solution will help automate the system lifecycle management functions below:



RECOMMENDED ACTION: Approval to purchase Dell KACE network system management devices from Netch Corporation in the amount of \$31,897 using a competitively bid contract through the Midwestern Higher Education Compact (MHEC).

	1	2	Y	N
Mayor Gatt				
Mayor Pro Tem Staudt				
Council Member Casey				
Council Member Fischer				

	1	2	Y	N
Council Member Markham				
Council Member Mutch				
Council Member Wrobel				

Dell KACE K1000 Management Appliance

Easy-to-use, comprehensive and affordable systems management

The Dell KACE™ K1000 Systems Management Appliance can fulfill all of your organization's systems management needs, from initial deployment to ongoing management and retirement across operating systems and hardware platforms.

Designed to save you time, and save your organization money, the K1000 appliance is typically installed within one day at a low total cost. Unlike traditional software approaches that can require complex and time-consuming implementation and maintenance, the K1000 appliance delivers a fully integrated solution. It's based on an extremely flexible and intelligent architecture that enables the appliance

to be both quickly deployed and continually self-maintaining.

Available as both a physical and virtual appliance, the K1000 appliance offers the following capabilities:

- Device discovery and inventory of all hardware and software network-wide
- Patch management for automated vulnerability analysis and delivery of patches
- Asset management for comprehensive asset tracking and compliance reporting
- Deep software cataloging provides comprehensive software discovery and reconciliation
- Configuration and policy management via pre-packaged or custom policies

"Without the KACE appliance (in our environment), we would have had to hire two or three more people."

Michael Williams
Director IT, Dexter Southfield

Benefits:

- Simple and secure administration
- Remote replication
- Alternate download locations
- Deployment in as little as one day
- Web-based training that's done in a few hours
- Upgrades that take just minutes
- Low total cost of ownership
- No prerequisites for hardware or software
- No incremental professional service fees
- Mobile systems management via GO App



The intuitive, tab-based interface of the Dell KACE K1000 Systems Management Appliance allows IT administrators of all skill levels to easily accomplish a breadth of systems management tasks.

System requirements

For more detailed specifications, visit software.dell.com/products/kace-k1000-systems-management-appliance/.

The K1000 imposes no additional requirements and supports 32-bit and 64-bit architectures where applicable.

Windows®

Windows 8

Windows 7

Windows Vista

Windows XP

Windows Server 2012

Windows Server 2008 R2
Windows Server 2008

Windows Server 2003

Mac

Mac OS X 10.5 (Intel only) - 10.8

Linux

Red Hat Linux AS and ES

SUSE Linux Enterprise Server

Ubuntu Linux

VK1000 Appliance

VMware ESX/ESXi 4 or higher

Open Virtualization Format (OVF)
1.0

K1000 GO App

iOS version (requires iOS version
6.0 or later)

Android version (requires
Android version 4.0 or later)

For more information

software.dell.com/products/kace-k1000-systems-management-appliance/

U.S. telephone:

1-877-MGMT-DONE

(1-877-646-8366)

- Power management to create and deploy energy-saving configuration policies
- Reporting and dashboards to produce both pre-packaged and custom, wizard-generated reports
- Remote site replication for geographically diverse organizations
- Broadcast alerts for notifying users of important events such as the interruption of email service
- Organizational management for multiple domain support in decentralized IT environments
- Software distribution for remote distribution and installation of applications and digital assets
- Service desk and user portal that includes integrated incident and problem management as well as self-service
- Security audit, enforcement and remediation to assess, identify, lock down and quarantine vulnerabilities
- Administrative alerts on a variety of computer and network attributes for easy exception-based management
- Remote control for centralized problem resolution and avoiding site visits
- Mobile app for iOS and Android devices for access to key K1000 features on the go.
- Deployment best practices via an exclusive feed from the ITNinja.com community

Features

Simple and secure administration via any device (PC, tablet, handheld) using a supported web browser to enable:

- Comprehensive search across entire K1000 database
- Authentication, permissions and administrative rights management
- Real-time LDAP and AD integration
- Wake on LAN capabilities for after-hours maintenance
- One-click appliance software upgrades
- Auditing and tracking of key administration activities by time and owner
- 100 percent web-based console allows for seamless K1000, K2000 and K3000 appliances administration from any device including PCs, tablets and handhelds

Remote replication and alternate download locations to effectively manage dispersed offices and avoid need for dedicated hardware or staff at each one. This includes:

- Easy-to-use configuration options for scheduling replication to reduce complexity and time in managing remote sites
- Bandwidth throttling and synchronization to minimize network impact
- Checkpoint restart to improve reliability and reduce network traffic
- Dynamic policy groups to automatically organize and target systems at remote sites
- Remote shares supported on existing Windows, Linux or Mac servers to eliminate for dedicated hardware

Recent customer survey results:

- 80 percent of users who evaluated ROI report the KACE appliance paid for itself in fewer than six months
- 63 percent of customers deployed their appliances within a week
- 78 percent of customers reported "high" satisfaction with their appliances.

About Dell Software

Dell Software helps customers unlock greater potential through the power of technology—delivering scalable, affordable and simple-to-use solutions that simplify IT and mitigate risk. This software, when combined with Dell hardware and services, drives unmatched efficiency and productivity to accelerate business results. www.dellsoftware.com.

Dell Software

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Datasheet-KACE-K1000-US-KS-2013-09-20





Dell KACE K2000 Deployment Appliance

Provision systems with an easy-to-use, comprehensive, affordable solution.

With mixed operating systems and multiple system configurations for different departments becoming the norm, it's increasingly more complex to provision systems. And the complexity grows with the number of applications to support, as well as the sheer quantity of associated drivers, prerequisites, patches and configuration settings to apply across a variety of devices. As a result, successful and efficient deployment of systems, especially on a larger scale, has become one of the top challenges for today's IT professional.

The Dell KACE K2000 Deployment Appliance makes it easy to fulfill all of your organization's systems provisioning needs, with capabilities for inventory assessment, OS and image deployment, user state migration, system configuration, application installation, and recovery.

Traditional disk imaging software solutions require complex and time-consuming deployments. They can also be very costly and may not fully automate systems provisioning. The K2000 drastically reduces complexity and cost with an appliance-based architecture by providing a fully integrated solution that greatly improves the speed and reliability of systems provisioning.

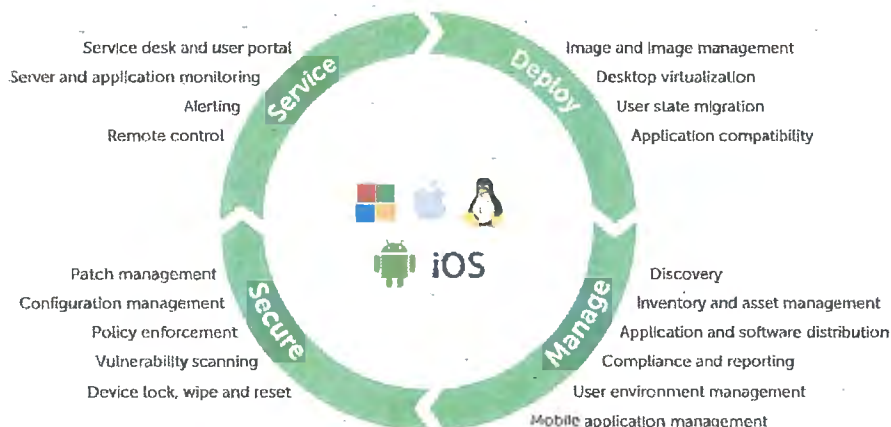
The K2000 is part of family of systems management products from Dell KACE that are available as both physical and virtual appliances. Your organization can choose from a variety of deployment options and leverage your investment in a VMware infrastructure.

"For me, the KACE appliance really is the extra person. If something goes wrong, I don't have to physically visit the machine...I can push out a new image, reboot, and there's a new machine sitting there. Problem solved!"
*Leigh Scaggs
Network Administrator,
Boyd County Public Library*

Benefits:

- Deployment in less than a day
- Training in hours via a web-based tutorial
- Upgrades that take mere minutes
- Low total cost of ownership
- No hardware or software prerequisites
- No incremental professional service fees

System Lifecycle Management



Designed to save you time and your organization money, the KACE K2000 Deployment Appliance typically installs in less than a day at a low total cost.

"Using the K2000 Appliance we are saving great amounts of time over our old methods. In the past we would manually image 10 or 15 computers in a day. With the K2000, we're able to image upwards of over 100 computers in one day."

*Mark Luffman
Director of IT Service,
Cottonwood Oak Creek
School District*

System requirements

For a complete list of system requirements, visit software.dell.com/products/kace-k2000-systems-deployment-appliance/

Features

Centralized administration—Enables easy, centralized systems deployment and recovery via an integrated web-based console.

Computer inventory scanning and assessment—Collects detailed hardware inventory on target systems.

Centralized deployment library—Stores deployment assets in one easy-to-manage, secure location.

Hardware-independent imaging—Provides industry-standardized native imaging that streamlines image capture and management as well as reduces storage costs for a growing portfolio of hardware and operating systems.

Windows driver management—Automatically downloads the latest drivers by computer model, as well as provides a driver harvesting tool and hardware inventory to make working with drivers easy.

Customizable pre- and post-deployment configuration—Automates all deployment tasks, such as RAID and BIOS configuration, application installation and your own scripts.

Network boot architecture—Allows provisioning of deployment assets over the network, even for bare-metal machines.

Windows network OS install—Enables hardware-independent provisioning of any system.

Multicasting—Sends the same bits of deployment data simultaneously to multiple devices to greatly increase speed and reliability of large-scale deployments as well as reduce network bandwidth.

Task engine—Controls the order of deployment tasks, handles reboots seamlessly and ensures that the K2000 server is updated in real time, enabling true "lights off" deployment.

Windows user state migration—Centrally captures, stores and deploys user-specific settings and files, enforces compliance by excluding files by type and location, and offers a single-step offline migration.

Remote systems repair and recovery—Recovers systems using native Windows and Mac tools—including native imaging tools.

Integrated reporting—Eases systems deployment and appliance administration.

Remote site management—Allows deployment of disk images, operating systems, drivers and applications at remote sites via virtual remote appliances without dedicated on-site hardware or staff.

Offboard storage—Enables the addition of Network Attached Storage using the Network File System protocol to allow the K2000 to grow with your needs.

About Dell Software

Dell Software helps customers unlock greater potential through the power of technology—delivering scalable, affordable and simple-to-use solutions that simplify IT and mitigate risk. This software, when combined with Dell hardware and services, drives unmatched efficiency and productivity to accelerate business results. www.dellsoftware.com.

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Datasheet-DellKACEDepApp-US-SW-23662





Software

KACE K3000 Mobile Management Appliance

Secure and scalable mobile device management

The Dell KACE K3000 Mobile Management Appliance helps you tackle the challenge of mobile device proliferation with an easy-to-use and affordable appliance. It provides everything you need to enable BYOD and allow corporate owned devices to access corporate data in a scalable and secure manner, and extends system management capabilities to enforce security and policy management for mobile devices running iOS and Android.

The K3000 integrates with the Dell KACE K1000 Management Appliance to provide multi-device support in a multi-OS environment. Benefits include enhanced reporting and a single holistic view of all devices on your corporate

network. Together with the K1000, the K3000 offers a comprehensive, integrated, easy-to-use solution to manage all of your desktops, laptops, servers and mobile devices.

Features

Dynamic Grouping: Administrators via smart labels can define groups based on customizable criteria including LDAP security groups, device and OS.

Simplified configuration, policy and profile management: Enforce and manage configurations to implement corporate IT policies upon device enrollment. Create and push one policy for Android and iOS devices.

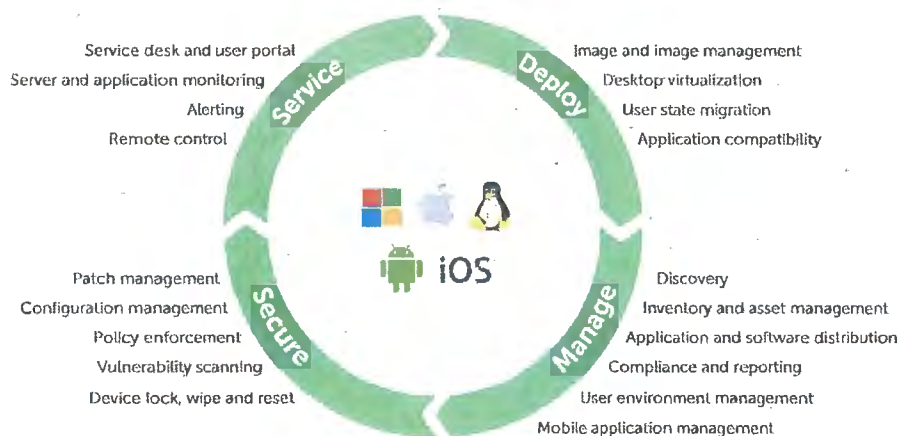
"With the K3000, we've actually noticed that the usability is similar to that of the K1000. We like the ease of use, we like that everything is in one place, and we like that we can manage our mobile devices like we manage our regular devices."

*Ron Falkoff, Systems Analyst
Mary Institute and St. Louis Country Day School*

Benefits:

- Extend system management capabilities to enforce security and policy management for mobile devices running Apple® iOS and Google® Android™
- Dynamic grouping via smart labels to create custom groups based on LDAP security, device, OS and more
- Secure mobile devices and protect against data loss
- Streamline administration with easy-to-use interface and wizard-based tools for SSL certifications
- Seamlessly integrate with the K1000 for a comprehensive solution to manage all desktops, laptops, servers and mobile devices

System Lifecycle Management



System requirements

Managed system requirements

iOS 4.5,6

(also requires Apple Push Notification Service)

Android 2.2, 2.3.X, 3.1, 3.2, 4.0.x, 4.1

(also requires Google Cloud Messaging and Google Play Store)

Web interface requirements

Internet Explorer® 9 and 10 on Windows®

Safari® 6 on Mac OS®

Chrome™ v23+ (includes beta channel) on Mac OS and Windows

Firefox® 16+ on Mac OS and Windows

For more information

software.dell.com/company/contact-us.aspx

U.S. telephone:

1-877-MGMT-DONE

(1-877-646-8366)

Mobile device inventory management and tracking: Detect and track mobile devices and inventory applications and profiles through managed agents.

Mobile device provisioning and setup: One-step secure setup eases mobile device provisioning through over-the-air agent deployment.

Application deployment and management: Push free and paid apps from the platform app store, and push apps directly to devices when enrolled. Easily manage application redemption codes with checkbook-style verification.

Mobile device and data security: Protect corporate data on mobile devices through profile management, device lock and unlock, remote enterprise wipe and remote factory reset.

User portal: Users can view their inventory, download approved software and manage settings.

Notifications, alerts, messaging and integrated app launch: Alert individual mobile devices or groups. Integrated app launching allows users to launch apps from within notifications.

Automated IT administration: Conduct administration via an intuitive user interface. IT can define different user roles for more granular device management.

IT reporting and dashboards: Access prepackaged reports and data downloading tools to generate reports. K1000 integration allows utilization of the entire K100 reporting suite.

Integration with the K1000: Enable unified reporting, service desk, single sign on and fast UI switching between K3000, K2000 and K1000 Appliances. Unified inventory provides a holistic view of all devices.

Dell Software: Delivering complete and connected solutions

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Datasheet-KACE-K3000-MobileMgmtAppliance-US-KS-2013-08-01





QUOTATION

48325 Alpha Drive, Suite 150
 Wixom, MI 48393

QUOTE #: 673223321
 Quote Date: 01/21/14
 Terms: Net 30
 Contract: MHEC-02AGC
 Customer Name: City of Novi

Pricing good through 2/28/2014
 Pricing only valid if all 3 appliances purchased as a bundle.

TOTAL QUOTE AMOUNT:	\$31,897.00	
Product Subtotal:	\$31,897.00	
Tax:	\$0.00	
Shipping & Handling:	\$0.00	
Shipping Method:	2nd Day	Total Number of System Groups: 3

673223318	QUANTITY: 1	SYSTEM PRICE: \$16,999.00	GROUP TOTAL: \$16,999.00
Base Unit:	KACE K1100S TAA HW based systems management appliance, with 100 nodes (225-3737)		
Base Unit:	KACE, Non-Returnable Product, Informational SKU only (331-8214)		
Base Unit:	KACE K1100S Label (332-0985)		
Base Unit:	iDRAC Port Card (421-5340)		
Base Unit:	iDRAC7 Enterprise (421-6085)		
Mouse:	K/VK/ADV 1x00S,ADD 1 Node (331-8448) - Quantity 150		
Mouse:	ProSupport:Software Support & Maintenance for Each Additional Node, 3 Years (938-0096) - Quantity 150		
Mouse:	Jumpstart eKcellence Pack K1 Service Desk Basic (973-4328)		
Mouse:	Jumpstart eKcellence Pack K1 Software Distribution Basics (973-4329)		
Mouse:	Jumpstart eKcellence Pack Training Follow-up Post after training completion (973-4337)		
Mouse:	Jumpstart eKcellence Pack K1 License Compliance Metering (973-4333)		
Mouse:	Jumpstart eKcellence Pack K1 Patch Management Dell Updates (973-4330)		
Mouse:	Jumpstart eKcellence Pack K1 Service Desk Advanced Requires Basic (973-4334)		
Service:	ProSupport: Next Business Day Onsite Service After Problem Diagnosis, Initial Year (937-9626)		
Service:	ProSupport: Next Business Day Onsite Service After Problem Diagnosis, 2 Year Extended (938-0066)		
Service:	ProSupport: 7x24 HW / SW Tech Support and Assistance, 3 Year (938-0076)		
Service:	Dell Hardware Limited Warranty Plus Onsite Service Initial Year (938-1086)		
Service:	Dell Hardware Limited Warranty Plus Onsite Service Extended Year (938-1246)		
Service:	Dell ProSupport. For tech support, visit http://support.dell.com/ProSupport or call 1-800-945-3355 (989-3439)		
Dirline:	ProSupport:Software Support & Maintenance for up to 100 Nodes, 3 Years (938-0086)		
Installation:	On-Site Installation Declined (900-9997)		
	KACE Enterprise Jumpstart (973-4326)		

673223321	QUANTITY: 1	SYSTEM PRICE: \$9,499.00	GROUP TOTAL: \$9,499.00
Base Unit:	KACE K2100S TAA HW based systems deployment appliance, with 100 nodes (225-3770)		
Base Unit:	KACE, Non-Returnable Product, Informational SKU only (331-8214)		
Base Unit:	KACE 2100S LABEL (331-9917)		
Base Unit:	iDRAC Port Card (421-5340)		
Base Unit:	iDRAC7 Enterprise (421-6085)		
Mouse:	K/VK/ADV 2x00S,ADD 1 Node (331-8458) - Quantity 150		
Mouse:	ProSupport:Software Support & Maintenance for Each Additional Node, 3 Years (938-7996) - Quantity 150		
Mouse:	Jumpstart eKcellence Pack, K2,Remote Site Appliance (973-4339)		
Mouse:	Jumpstart eKcellence Pack, K2,Custom Driver Feed (973-4340)		
Mouse:	Jumpstart eKcellence Pack, K2, User State Migration Tool USMT (973-4341)		
Mouse:	Jumpstart eKcellence Pack, K2,Advanced Sysprep (973-4345)		

Mouse:	Jumpstart eKcellence Pack, K2, Boot Environment Customization (973-4344)
Service:	ProSupport: Next Business Day Onsite Service After Problem Diagnosis, Initial Year (938-7526)
Service:	ProSupport: Next Business Day Onsite Service After Problem Diagnosis, 2 Year Extended (938-7966)
Service:	ProSupport: 7x24 HW / SW Tech Support and Assistance, 3 Year (938-7976)
Service:	Dell Hardware Limited Warranty Plus Onsite Service Initial Year (938-8986)
Service:	Dell Hardware Limited Warranty Plus Onsite Service Extended Year (938-9146)
Service:	Dell ProSupport. For tech support, visit http://support.dell.com/ProSupport or call 1-800-945-3355 (989-3439)
Dirline:	ProSupport: Software Support & Maintenance for up to 100 Nodes, 3 Years (938-7986)
Installation:	On-Site Installation Declined (900-9997)
	KACE Enterprise Jumpstart (973-4326)

673223322	QUANTITY: 1	SYSTEM PRICE: \$5,399.00	GROUP TOTAL: \$5,399.00
Base Unit:	KACE K3100S HW based systems deployment appliance, with 100 nodes (225-4343)		
Base Unit:	KACE, Non-Returnable Product, Informational SKU only (331-8214)		
Base Unit:	K3100S Label (332-0964)		
Base Unit:	iDRAC Port Card (421-5340)		
Base Unit:	iDRAC7 Enterprise (421-6085)		
Mouse:	KACE, NO Additional NODES (331-0385)		
Service:	Dell Hardware Limited Warranty Plus Onsite Service Initial Year (968-8615)		
Service:	Dell Hardware Limited Warranty Plus Onsite Service Extended Year (968-8616)		
Service:	ProSupport: Next Business Day Onsite Service After Problem Diagnosis, Initial Year (968-8620)		
Service:	ProSupport: Next Business Day Onsite Service After Problem Diagnosis, 2 Year Extended (968-8623)		
Service:	ProSupport: 7x24 HW / SW Tech Support and Assistance, 3 Year (968-8630)		
Service:	Dell ProSupport. For tech support, visit http://support.dell.com/ProSupport or call 1-800-945-3355 (989-3439)		
Dirline:	ProSupport: Software Support & Maintenance for up to 100 Nodes, 3 Years (968-8636)		
Installation:	On-Site Installation Declined (900-9997)		
	KACE Standard Jumpstart K3 (973-4327)		

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Commissioners



State Authorization Reciprocity Agreement

Many conversations are now taking place across the region with state and campus officials regarding the process for states and institutions to participate in M-SARA. Do you still have many questions? Watch our informative webinar which gives a status update for the Midwestern Region.

[MORE INFO](#)

Eligible States

- Illinois
- Indiana
- Iowa
- Kansas
- Michigan
- Minnesota
- Missouri
- Nebraska
- North Dakota
- Ohio
- South Dakota
- Wisconsin

News Feed

Indiana approved as first SARA state

Posted: Monday, February 24, 2014

Minneapolis, Minnesota and Boulder, Colorado – Indiana has been approved by the Midwestern Higher Education Compact (MHEC) as the first state to join the National Council for State Authorization...

MHEC Chooses Parchment Again to Provide Electronic Transcript Exchange

Posted: Thursday, February 20, 2014

New contract expands scope to include full suite of Send and Receive servicesThe Midwestern Higher Education Compact (MHEC) concluded a thorough Request for Proposal process and awarded Parchment the...

February e-News

Posted: Friday, February 14, 2014

Happy Valentines Day! Link to this month's e-News!Update: State Authorization Reciprocity AgreementTwo new software contracts announcedAdditional State Policy Indicator Reports now availableStaff...

Arrow Electronics Contract Announcement Webinar

Posted: Thursday, February 13, 2014

View the contract announcement webinar for Midwestern Higher Education Compact's agreement with Arrow Electronics for VMWare software. Aric Kirkland, director of



COMMISS [MORE](#)

Save Big on Your Technology Purchases



While the focus is to get the best

desktop and classroom technology for...

cost savings deal, MHEC looks beyond savings benefits to bring additional service commitments from the vendor back to the institution or organization.

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Website by August Ash

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Minneapolis, MN 55401

Phone: (612) 677-2777

Toll Free: (855) 767-6432 (MHEC)



Q. What is MHEC?

A. The Midwestern Higher Education Compact (MHEC-*pronounced mek*) is an instrumentality of twelve Midwestern states. The Compact was established in 1991 through a common statute enacted into law by each of the member states. The purpose of the Compact is to promote higher education through interstate cooperation and resource sharing. These goals are accomplished by the compact through three core functions of student access, cost savings and policy research that:

- Promote improved student access, affordability and completion;
- Reduce operational costs;
- Analyze public policy and facilitate information exchange; and
- Enhance regional higher education cooperation and dialogue.

The Compact is governed by a 60-member commission composed of five delegates from each state who are appointed by their respective governors, house speakers and senate presidents.

Q. What are the MHEC member states?

A. MHEC member states are Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

Q. Who is eligible to purchase?

A. MHEC has been able to extend technology costs savings to all of the public and private non-profit higher education institutions and in some instances this includes K-12 districts and schools, state and local governments, and not-for-profit entities. Vendors have been able to offer pricing discounts for institutions and depending on the vendor – their faculty, staff, and students.

Q. Who are WICHE, SREB and NEBHE?

A. There are three other regional higher education compacts in the United States. The Western Interstate Commission for Higher Education (WICHE) is based out of Boulder, Colo., the Southern Regional Education Board (SREB) is based out of Atlanta, Ga., and the New England Board of Higher Education (NEBHE) is based out of Boston, Mass. MHEC has an agreement in place with WICHE that allows purchases from MHEC contracts. At this time, MHEC does not have agreements with SREB and NEBHE. Discussions with the other compacts are ongoing.

Q. Can states outside the MHEC region participate?

A. Yes, MHEC's three sister compacts (Western Interstate Commission for Higher Education-WICHE, Southern Regional Education Board-SREB, and the New England Board of Higher Education-NEBHE), have recognized the success of MHEC's cooperative efforts to lower technology acquisition costs and obtain solutions specifically tailored to the public sector. At this time, only WICHE members participate. MHEC's ability to extend the contracts beyond its 12-state region helps increase volume for the vendors and therefore increases the savings benefits for MHEC states and beyond. Please check the contract eligibility on vendor pages at <http://www.mhectech.org> or individual contracts to confirm participation from MHEC's sister compacts.

Q. Can we use a MHEC contract if there are special legal requirements?

A. If there are special legal requirements or a potential sale falls outside of the MHEC/WICHE region, contact MHEC's Vice President and General Counsel Rob Trembath at robt@mhec.org or 612-677-2763 to discuss Joint Power Agreement options.

Q. How do I confirm eligibility for potential customers to purchase from MHEC contracts?

A. On MHEC's e-commerce website – <http://www.mhectech.org> – contract eligibility is available for each vendor, offering a link to more information. A link to the contract page also has pdfs available for download of each legal agreement.

Q. Where can I get a copy of the contract?

A. Each contract is listed on MHEC's e-commerce website and available for download at: <http://www.mhectech.org/value-from-mhec-contracts>

Q. If we're having trouble connecting with the right people to close a deal on a sale, can MHEC assist?

A. Please contact MHEC's Strategic Information Technology (IT) Procurement Officer Nathan Sorensen at nathans@mhec.org or 612-677-2767 to discuss how he might assist with making connections with the decision-makers.

Q. Where do I find pricing?

A. Customers have been directed to MHEC's e-commerce website – <http://www.mhectech.org> – which in some cases links to the vendor website, and in other cases there is a link to the vendor sales person contact information. Those wishing to **purchase in quantity are encouraged** to contact the vendor sales representative listed for pricing. **Prices listed are the single-unit prices.**

Q. What gives MHEC broad contracting authority?

A. The compact statute creating MHEC and adopted by each state's legislature makes MHEC an instrumentality of state government of each of its member states. MHEC is required to follow extensive competitive procurement processes similar to its member states. Through its committees, MHEC undertakes the time and expense of the RFP process, thereby freeing up education and government entities of this burden. The participating entities can purchase the good or service through the MHEC program knowing that the due diligence in selecting the vendor has already been done.

When dealing with a sole-source, MHEC similarly follows the sole-source requirements of member states.

MHEC enters into agreements for the benefit of its twelve member states, this effectively allows institutions in one state to pool their resources and expertise with different institutions in other states to gain advantages in the marketplace they otherwise would not be able to obtain.

Q. Why purchase collaboratively?

A. Education and government entities are continually being forced to find ways to contain or reduce their costs at the same time they push to maintain or increase their productivity. The Midwestern Higher Education Compact (MHEC) was created by state law and established in part to achieve these objectives.

One of the goals of MHEC is to help institutions enhance productivity through reductions in operational costs. MHEC is able to further this goal through the creation of group aggregation programs that reduce costs and bring value-added benefits to the institution in MHEC member states.

Q. What makes MHEC contracts unique?

A. All programs are developed, implemented and overseen by volunteer committees. The committees are made up of representative groups of individuals from all sectors of higher education, and also include representatives who work for the state or like-minded organizations. The individuals are nominated to serve on the committees by their peers and are considered experts in the particular field the program is addressing.

Working together, the committee members identify the criteria and standards they want included in any program that is being considered. These criteria and standards are purposefully tailored to match the requirements needed by Midwestern higher education. While the focus is to get the best cost savings deal, MHEC looks beyond savings benefits to bring additional service commitments from the vendor back to the institution or organization, such as:

1. Delineating features, standards, and capabilities sought by higher education;
2. Providing independent evaluation and documentation of products and services;
3. Increasing the number and range of options from which entities can choose;
4. Increasing the quality and quantity of service offerings;
5. Reducing the duplication of efforts;
6. Improving educational efficiency and/or effectiveness;
7. Providing MHEC contracts as a base for special purchases such as standard configurations, large volumes, or vendor exclusivity; and
8. Providing vendors and entities a convenient purchase vehicle to use with or without an RFP.

MHEC speeds the acquisition process because the RFP has already been conducted and the contract negotiated, thus taking less time and less institutional resources.

Q. What assistance can MHEC give me in marketing this agreement?

A. MHEC has a full-time communications and marketing director who can assist in cooperative marketing efforts with vendors. Please contact Mary Roberson at maryr@mhec.org or 612-677-2765 to discuss.

A **VENDOR GUIDE**

**Doing more together
to deliver cost savings
and the best solutions**



Visit

<http://www.mhectech.org>

**to access cost savings programs
with industry-leading
technology companies.**



For additional information, contact the
Midwestern Higher Education Compact
at:

105 Fifth Avenue South, Suite 450
Minneapolis, MN 55401

Ph: 612-677-2777 Fax: 612-767-3353

E-mail: mhec@mhec.org Web: <http://www.mhec.org>



★ MHEC Strategic Priorities

- Expand postsecondary opportunity and success.
- Promote innovative approaches to improving institutional and system productivity.
- Improve affordability to students and states.
- Enhance connectivity between higher education and the workplace.

Michigan



Member state since July 24, 1990

Michigan Statute: Section 390.1531

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- ➔ [Official Website of the state of Michigan](#)
- ➔ [Michigan Legislature](#)
- ➔ [Michigan Department of Education](#)
- ➔ [Association of Independent Colleges & Universities of Michigan](#)
- ➔ [Presidents Council, State Universities of Michigan](#)
- ➔ [Financial Aid Resource](#)

State Cumulative Cost Savings:

Item	Amount
Computing Hardware	\$35,521,189
Computing Software	\$2,859,494
Technology Services	\$0
Property Insurance	\$14,948,741
Other Initiatives	\$43,222,866
Midwest Student Exchange Program	\$27,144,119
Total Savings	\$123,696,409
Cumulative State Commitment Paid through 7/1/13	\$1,580,500