

mhec 1st monday

monthly member digest

August 2022

News to support your buying decisions, all in one place, all at one time, every time.

Contract News & learnMORE™ webinar schedules



C04 for Windows, Curtains, Noise Reduction Products, Service & Supplies

when disaster strikes

if you need to see your organization
through to the other side of a
pandemic
cyber attack
hurricane
fire
flooding
active shooter
or other disasters
whether to plan, prepare, avoid,
survive, or restore your operations...



**MHEC contracts
have you covered.**

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Contract changes to note

- **D25:** Laboratory & Science Equipment, Chemicals
- **G14:** Plumbing, Heating, Fixtures
- **G17:** Custodial Cleaning Equipment and Supplies
- **G19:** Facilities: Maintenance, Repair, and Operations
- ...and more

For a complete list, see page 15

save  **MORE!**

products and services added this month

 **Sandra Network**
Technology Support and Consulting



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see pages 11 - 12 for details

simple. savvy. diverse.



C04

Windows, Window Treatments, Specialized Curtains, Noise Reduction Products, Service & Supplies



Karina Lavesque

Strategic Sourcing Manager
klevesque@mhec.net • 413-992-2501

contract highlights

C04: Windows, Curtains, Noise Reduction Products, Service & Supplies contract provides a portfolio of 115 unique brands of window treatments, fabrics, acoustical panels, films, and window products to choose from. Features of this contract include:

- New supplier, **NGS Films and Graphics** is offering their entire catalog of 3M Brand Window Films and installation services, including Security and Decorative Films across all six New England states. They also offer a building hardening and assessment program that provides area reports based on the Federal Commission on school safety's "zoned approach" which are EDGAR compliant. An owner can see pricing by unit, building, zone, and area.
- Contract includes four small businesses, two women-owned businesses, and a veteran owned business. See the C04 contract landing page to learn more about these diverse suppliers.

learnMORE!™



C04 member onboarding webinar scheduled for **Tuesday, August 9, 2022 at 3pm**. To register, please click on the Webinar link, or [visit this link](#).

product & services

The recently updated C04 contract includes five new products and services (**in bold**) in its broad portfolio. All categories include installation, removal, and repair service options. Items with an asterisk (*) include Field Measurement.

Acoustical Products	Fabric*	Window Films
Parts & hardware	Inspection for Rigging & Stage Curtains	Solar
Bed Covers	Shades*	Security
Custom	Parts	Windows
Blinds*	Shutters*	New window screens
Parts	Parts	Screen repair
Drapery*	Wall Covering*	Aluminum Window Repair
Curtains, Cubical		
Stage, Shower, X-Ray E		
Top Treatments		

C04 suppliers serving your state

C04 Suppliers	CT	ME	MA	NH	RI	VT
CMC Shades and Specialties					X	
Intelligent Shades & Automation LLC [∞]	X	X	X	X	X	X
NGS Films and Graphics [∞]	X	X	X	X	X	X
Osgood Textile Company [∞]	X		X		X	
Port Lighting Systems [∞]	X	X	X	X	X	X
Stacey's Home Décor	X	X	X	X	X	X
Theatrix Inc	X	X	X	X	X	X
Thomas W. Raftery, Inc	X	X	X	X	X	X
Wallpaper City Inc			X			
Window Film Depot, Inc.	X	X	X	X	X	X
Window Services Inc		X	X	X	X	X

[∞] New suppliers available on the C04 contract



Interior Finishes

More about this contract can be found on the [C04 contract landing page](#). The contract landing page includes sell sheets on each supplier, their disadvantaged business status, whether they have a store on the **i-buy marketplace™**, links to the contract, promotions information, videos, and access to a sortable spreadsheet of brands, discounts, and products/services categories.



It's time for the fun stuff...

...with MHEC's new F11 contract for print & promotional products

MHEC is launching a new contract: *F11: Print and Promotional Products.*

MHEC has merged our *B13: Printing, Copy and Mailing Products and Services* contract with our promotional contract for ease of use of our members. This new contract expands both the print and promotional coverage and offers an expanded array of printing services and promotional products, new suppliers, and more coverage for all six New England states.

For print: We are using a new model which allows members to work with the same trusted local suppliers while gaining options that extend availability of printing services through remote customized portals.

For promotional products: We have increased access to promotional products by awarding two national promotional companies and several regional companies to provide the most comprehensive promotional contract available.



F11: Print & Promotional Products

15 new suppliers

- 4imprint, Inc.
- Blink Marketing, Inc.
- Crafty Queer Studio
- Leone Marketing Solutions
- Marcus Printing
- New England Promotional Marketing NEPM
- Northeast Promotion & Apparel
- Rau Graphics
- RR Donnelley
- Soundscape Merchandise
- Staples Contract & Commercial (*printing*)
- Staples Promotional Products
- Stay Visible
- Supply Logic
- Tiger Press

10 returning suppliers

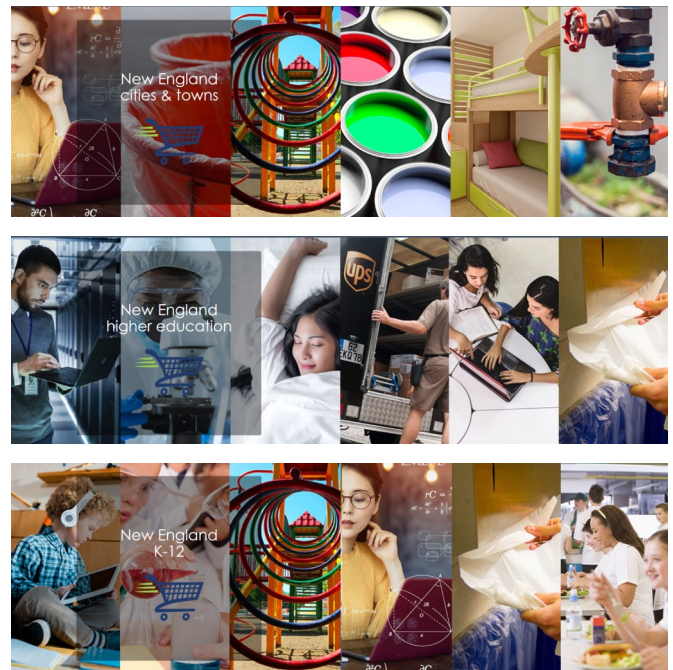
- Imprint Express
- Lane Printing & Advertising
- Silver Screen Design, Inc.
- Collegiate Promotions
- My Marketing Solutions, Inc.
- Crestline (Bank Express)
- Eagle Trophy
- Go Green Solutions Inc.
- Razz-m-Tazz Promotions, LLC
- Wing Press Inc.

New sector landing pages for K-12, Higher Ed and Municipalities

MHEC has created three additional sector landing pages as part of a move toward building information hubs for the key sectors of [cities and towns](#), [K-12](#), and [higher education](#). These landing pages will be used to post news and information relevant to the sector. We invite you to send ideas, relevant news, information requests to our web manager, [Mark Roessler](#).

Currently, there are two landing pages that have been in operation for over a year. These two are for specific audiences; one for [libraries](#) and one for the [MA school building authority \(MSBA\)](#).

As with any part of the MHEC member area of the website, you will need to be logged in to access.



More Contract Updates

MHEC is excited to announce the new **MC14-D32 Health and Safety Equipment Supplies and Services contract** which starts August 1st, 2022. The new version of this contract includes categories and suppliers previously found in our **MC11-D03 Safety Products, Supplies & Services: EH&S, Custodial, Occupational, Fire, Police, EMS contract**. For a list of current suppliers, please refer to our [D32 Contract Landing Page](#). Please stay tuned for our next 1st Monday which will include more details.



On Thursday, July 21, MHEC held an onboarding webinar for D04: Gases. You can view it on our D04 contract landing page, or [here](#).



F15: Office and School Supplies will have a new member onboarding webinar on Wednesday, August 3rd at 1 pm.

To register, please [follow this link](#).

IN THE NEWS

Natasha Bizanos Joins MHEC Board

Along with more than 25 years experience as a leader, manager, and instructor, Natasha also introduces pickleball to the organization



Natasha Bizanos came to her career in procurement indirectly, she explained in a recent interview with MHEC. Though she is now Framingham State University's Director of Procurement and Contracts, her training was in law.

In the early 2000s, Natasha worked with a team overseeing contractor certification and prequalification matters across Massachusetts. Through this eye opening experience, she learned first-hand how important clear procurement laws were to both following and enforcing regulations on the job site.

Her interest in procurement led to work with the Massachusetts' Inspector General, serving as the Senior Counsel & Chapter 30B Director for five years. She was primarily involved with municipal procurement issues, reviewing and commenting on Massachusetts' Uniform

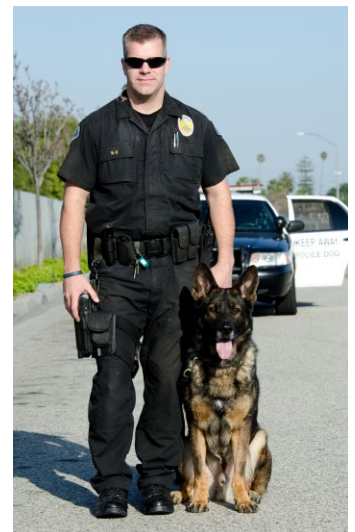
Procurement Act (30B). Part of this work included handling the 30B Hotline. It put her right on the front line of helping cities and towns figure out how to interpret the procurement law for their particular purpose.

"I got all kinds of calls from all over the state," she said with a laugh. "Some very interesting stuff. My eyes were opened to a wild world I had no idea about."

Sometimes she was able to help right away with a quick clarification. Often, though, she didn't have ready answers. Someone's quick call could turn into a lengthy research project where Natasha needed to understand a new technology, concept, or profession in depth. Police departments, she said, often had excellent questions that led her in unexpected directions.

"Procuring a K-9 dog," she offered as an example. "How do I place a value on that? How can I tell what's a fair price? There were no rules specifically about K-9 procurement."

Talking to breeders and trainers turned out being the best way for Nata-



sha to do this research. She learned the different skill sets the dogs are trained in, how to estimate their value, and insure requisite procurement requirements were met. "I found that work very interesting."

In 2019, Natasha started working for the Framingham State University in her role as Procurements and Contracts director. Not long after starting, the COVID pandemic began, and she faced the same challenges seen nationally.

"We were scrambling for everything," she said. "Personal Protection Equipment first, and then all kinds of supply chain issues threw us for a loop. We initially had a hard time sourcing COVID testing kits." The crisis reinforced old lessons. "Planning is key," she said. "Advanced planning is even more key. You simply can't wait to do that work."

Not everything has been crisis response at the university, though.

"Do you know pickle ball?" she asked. As a life-long tennis player, Natasha was excited to help purchase the new athletics equipment for the university club and Warren Conference Center and Inn in Ashland, Massachusetts. "A number of my colleagues also play, and it was a thrill to be able to use our personal experience and knowledge to help outfit a place we use."

Along with tennis courts, she helped buy rowing equipment, kayaks, and other recreational gear, including pickleball paddles and nets.

"Pickleball is played a little like ping-pong, but where the players stand on the court," she said. "It's very fast and high energy. It's becoming very popular, and it was fun to help find the best pickleball equipment for the club."

This August, Natasha Bizanos joins the MHEC board, bringing more than 25 years of experience as a leader, manager, and instructor on procurement-related matters. She is excited by the possibilities of MHEC's new i-Buy Marketplace™ and will be implementing it for Framingham State University this fall. In addition to her seat on our board, she also serves on the board for MAPPO.

"I've been working alongside MHEC for years," she said, expressing her excitement at becoming a board member. "I'm eager to bring my legal background to help with initiatives."



WHEN DISASTER STRIKES

if you need to see your organization
through to the other side of a
pandemic
cyber attack
hurricane
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or other disasters
whether to plan, prepare, avoid,
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Our suppliers
have you
covered!

B15: Event Equipment Rentals

ATC Audio
Capital Convention Contractors
Christian Party Rental
Down Right Productions
Immedia
Valet Park of America
The Event Co.
Theatrix
United Site Services Northeast
Zmetra Clear Span Structures

C05: Mattresses, Hospitality Products

August Mattress
Bourdon's
Diamedical
Dorm Company Corporation
Ecologic Furniture
Mass Correctional Industries
University Sleep Products
US Eco Products, Corporation

D32: Health and Safety Equipment

The new MC14-D32 Health and Safety Equipment Supplies and Services contract starts August 1st, 2022 and includes categories and suppliers previously found in our MC11-D03 Safety Products, Supplies & Services: EH&S, Custodial, Occupational, Fire, Police, EMS contract. For a list of current suppliers, please refer to our [D32 Contract landing page](#). The D32 contract launch will be covered in detail in the September issue of **1st Monday**.

E05: Fire/Security/Emergency Communication

Acoustic Technology dba ATI Systems
Advance Security Integration
American Service Company
Anixter (Clark)
Anonymous Alerts
Ayacht Technology Solutions
BCM Controls Corporation
Custom Alarm Service
ECI Systems

Encore Fire Protection
ENE Systems
Fire Equipment
Galaxy Integrated Technologies
Integrated Security
Island Tech Services
Johnson Controls
Johnson Controls Fire Protection Lp
Massachusetts Fire Technologies
Mercier Electric & Communications
Minuteman Security Technologies
New England School Services
New Era Technology NE
Norel Service Co.
Oak Security Group
Ockers Company
Pasek Corporation a division of DH
Pace Company
Siemens Industry
Signet Electronic Systems
Sonitrol New England
Stone and Berg Company
Vulcan Security Technologies
Window Film Depot

F04: Software

Adorama
Carahsoft Technology
CDW Government
Continental Resources
GovConnection
Next Gen Web Solutions
SHI International
Vidcode
Whalley Computer Associates

F05: Technology

Acada Communications
Adorama
Advanced Systems Integrators
ADVIZEX
Advanced Educational Technologies
AKUITY Technologies
Altura Communication Solutions
Atlantic Computing Technology
B & H Photo Video
BCPi
Beacon Telecom
Blue Spruce Technologies
BostonTech Partners
CBTS fka OnX
CDW Government
Continental Resources
Custom Computer Specialists
Dell Marketing
EC America
ePlus Technology
Epson America
Extreme Networks
Future Tech Enterprise
GovConnection
Hewlett Packard Enterprise
HUB Technical Services
Humanscale Corporation
Integration Partners Corp
intlx Solutions
Island Tech Services
Lenovo
Lenovo Global Technology
Microway
New Era Technology NE
NEWCOM Wireless Services
Ockers Company
Office Depot
Presidio Networked Solutions
Sandra Network
SHI International Corp.
VoDaVi Technologies
Whalley Computer Associates
Winslow Technology Group
Xerox Corporation
Zensar Technologies

F12: Mobile Services & Devices

Verizon Wireless
Tech and Main
T-Mobile USA



G02: Exterior Maintenance, Equipment, Repair

Ambrose Equipment Co
Bare Ground Systems
Casey EMI
CCE Golf Cars
Edgewood Golf Carts
Equipment East
NITCO
Southworth - Milton
The Durkin Company
Turf Products
United Construction & Forestry
(Schmidt Equipment)



G03: Motors, Pumps, Compressors, Controls, HVAC

Air Energy Group
Automatic Temperature Controls
Brierly Lombard and Company
CAPP
ENE Systems
F. W. Webb
Guardian Energy Management Solutions
Hat Creek Outfit
Industrial Pump Sales and Service
Johnson Controls
Johnstone Supply of Waltham
Noble Supply & Logistics
REM Industrial Solutions
S G Torrice
Torrington Supply Company
Tunstall Corporation

G32: Emergency Response and Disaster Restoration

American Technologies
Belfor USA Group
Bestech Inc. of Connecticut
DAI LLC
Favreau Forestry
NEL Corporation
ServiceMaster Residential Commercial
Sunbelt Rentals
Water Fire Mold Restoration Services
Zmetra Clear Span Structures

I02: Insurance—Cyber, Independent Risk Management Consulting

Eastern Insurance Group

K02: Interpretation & Translation, Equipment

CTS LanguageLink
Interpreters Associates
Keylingo Translations
Language Connections
Languages Translation Services
LinguaLinx Language Solutions
Linguistica International
Powerling
Shanahan Sound & Electronics

S04: Staffing & Executive Search

Atrium Staffing
EDA Staffing
Express Services
Kforce
Marathon Staffing Services
Populus Group
Robert Half International
Sigma Systems
The Resource Connection
The Spelman & Johnson Group
Unique Systems Skills
Whalley Computer Associates



IN THE NEWS

Cyber Threats on the Rise in New England

Globally and locally, cybercrime is on the rise, and you don't need to be a giant multinational company to be concerned.

As reported last summer in the *New Hampshire Union Leader*, “The town of Peterborough and its 6,284 residents have been scammed out of \$2.3 million by cybercriminals—and the money may not be recoverable or covered by insurance, local officials announced Monday.”

In 2020, the town of Salem, NH was the target of a ransomware attack, just before the election.

“They essentially encrypted our systems so that we did not have access to them any longer,” Chris Dillon, Salem’s town manager, told the *New Hampshire Bulletin*. It took the town over a month to return to normal operation. Dillon is not optimistic about a similar attack never happening again. “It just takes one person clicking on one link.”

These and other attacks on New Hampshire businesses and nonprofits prompted State Commissioner Chris Nicolopoulos to issue a cautionary note last summer stating, “It is critical for insurers to protect against these threats.”

Just because you might not have heard about a high-profile cyberattack recently, technology experts assure us they’re happening all the time. Because there is no requirement to report an attack, many companies choose to pay ransoms and hope to keep the crime

quiet, not wishing to alarm customers.

In a recent interview, Jason Sgro, a cybersecurity consultant who has worked for many New Hampshire municipalities told the *New Hampshire Bulletin* how the recent conflict in the Ukraine has contributed to problems at home.



“New Hampshire has been embattled in an onslaught of cybercrime for many years. What we’re seeing overseas is that anytime a big geopolitical conflict arises – this time Russia and Ukraine – the countries have dumped a lot of technical innovation into their conflict,” he said. “They are certainly targeting each other, but what also happens is all this technological innovation has been stored up, presumably by both sides and by other threat actor organizations, releasing a lot of new tech into the world. Once you let it out of the bottle, it’s available and it’s out there.”

Gary Duggan, Director of Procurement for Westfield State College and an MHEC board member, agrees.

“Cyber Security is a major area of concern for a large number of organizations including municipalities, hospitals, utility companies, institutions of higher education and anyone who relies on a computer system to manage their operations,” he said. “Cyberattacks are a constant threat to the financial stability and daily operations of organizations across New England and around the world.”

There are steps organizations can take right away to safeguard themselves—like enabling two-factor authentication where available—and there are many suppliers and service providers available to help. If you’re a New England municipality or educational nonprofit, MHEC has a wide selection of tech companies and insurance providers that have all been vetted and are under contract, ready to serve you.

To learn more about how MHEC can support your cybersecurity needs, please contact one of our strategic sourcing managers.

For technology:

Alexander Therkelsen
strategic sourcing manager, MCPPO
413-992-2521
atherkelsen@mhec.net

For cyber insurance:

Heather Ludden
strategic sourcing manager, MCPPO
413-992-2502
hludden@mhec.net

save  **MORE!**

August's featured products!
(continues on next page)



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MHEC CONTRACT # F04 AND F14

Cyber Security is Critical.

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Work with our Security Team to asses and create a SECURITY PLAN

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BEST PLUMBING SPECIALTIES

EXCLUSIVE OFFER FOR MHEC MEMBERS

Order \$150 or more through MHEC i-buy Marketplace & receive a **FREE 4oz bottle of Urinal Enforcer & Green Fix!**

Order through MHEC i-buy Marketplace
Offer valid through 8/1/22 - 10/1/22

Contract #MC16-G14 Plumbing, Heating, Fixtures & Service



Urinal Enforcer
Item#98636

Green Fix
Item#96424

save  **MORE!**TM

August's featured products!

(see page 11 for more savings)

Epson First Time Buyer Scanner Offer ~ Save up to 50% ~

First time buyers are eligible to request a discount of up to 50% off one qualifying document scanner* designed to enable MHEC members with the opportunity to use an Epson Scanner at a discount prior to a project rollout.



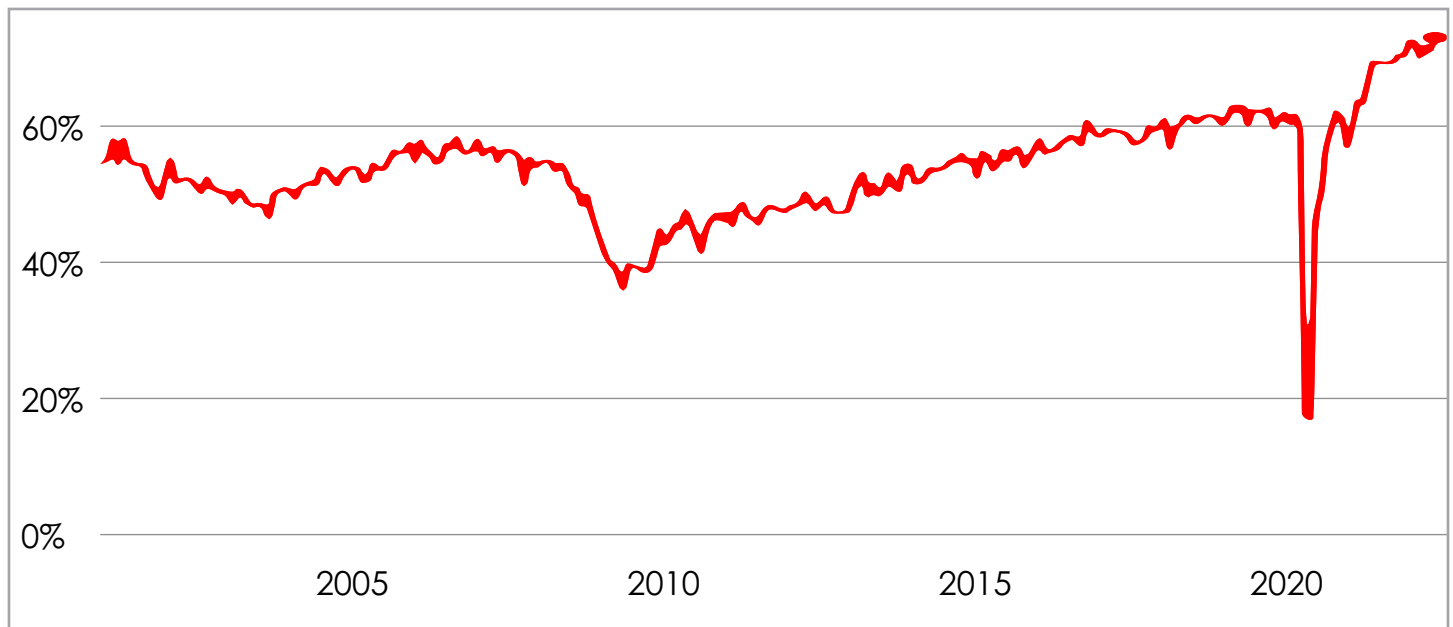
*Restrictions apply. Click banner to download full details.

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Reference MHEC Contract #MC13-F05 for a list of Authorized Epson Scanner Dealers

<https://epson.com/MHEC-F05>

Staffing Shortage? We've Got You Covered



Quits as share of all job separations.

Source: Bureau of Labor Statistics

After a decade of America's strongest job growth in history, in February 2020, the pandemic struck and 3.4 million employees called it quits, adding up to 60% of all job losses. By April 2022, nearly three out of four job separations (73%) were due to employees quitting, the highest rate in a century.

The reasons for the "Great Resignation" are still being understood, but the ramifications of too many jobs without enough qualified employees is being felt everywhere. Not only are new employees harder to find, but experienced workers are at a premium. According to *Forbes Magazine*, there were 3.3 million (or 7%) more retirees in October 2021 than there were in January 2020.

MHEC members should know that our S04 contract includes a dozen staffing agencies that have been vetted and are on contract, ready to help your organization at a moment's notice.

"The contract was developed to be very inclusive of jobs relevant to our members," said Heather Ludden, the Strategic Sourcing Manager who oversees this contract. "MHEC contracted staffing suppliers have been very responsive to members and as the market has shifted they continue to fill in the gaps for members where needed."

If you have a position that requires a talented professional, get some help while you're finding the perfect fit. To learn more, please contact one of our strategic sourcing managers in charge of staffing.

Heather Ludden
strategic sourcing manager, MCPPO
413-992-2502
hludden@mhec.net



How simple is i-buy?

Find out for yourself in an upcoming webinar!

MHEC's new **i-buy marketplace™** has brought a new level of simplicity to the purchasing process for members. The site, launched in April 2022, is gaining traction as members realize the benefits of using it, not only for purchasing, but also for the features it offers to control organizational spend, while facilitating the approval process with its cart transfer function. To help members understand and use this new platform, we've scheduled a series of webinars.

There are three kinds of presentations available:

- **Intro** - This webinar presents a general overview outlining key features and the value and benefits of using i-buy.
- **Demo** - This webinar is a live walk through of the i-buy marketplace site and demonstrates selected features to a sector or general audience.
- **Training** - Administrative level. Will train on how to set up administrative features like transfer cart. By appointment only. Contact i-buy@mhec.net if interested.

EVENT	AUDIENCE	TYPE	WHERE	WHO	DATE	TIME
MHEC webinar all member invite	Higher Ed	Demo	Virtual	CR	Wednesday, August 10, 2022	10:00 a.m.
Association of Independent Schools in New England (AISNE)	K-12	Intro	Virtual	JG	Monday, August 15, 2022	TBD
MHEC webinar all member invite	General	Demo	Virtual	CR	Wednesday, Sept. 14, 2022	10:00 a.m.
New England Library Association (NELA) Manchester	Library	Demo	In-person	RK	Monday, Oct. 24, 2022	9:00 a.m.

CR = Chris Raymond JG = Janet Garabedian RK = Ryan Kidder

For more information, or to sign up, please contact:

Janet Garabedian (jgarabedian@mhec.net) or Ryan Kidder (rkidder@mhec.net)

List of Contract Changes, August 2022

The following contracts have been updated

D25 - Laboratory & Science Equipment, Supplies, Services & Chemicals

- Olympus America Inc. is now Olympus Scientific Solutions Americas DBA Evident Scientific with a new TIN # 562538906. All other terms of agreement remain firm.

G14 - Plumbing, Heating, Fixtures & Service

- This contract has been extended for a period of thirteen (13) months and will stay in effect until September 30, 2023.
- Effective August 1, 2022 G14 Plumbing, Heating, Fixtures & Service products, service and suppliers will be merged into the G19 Facilities: Maintenance, Repair, & Operations contract.

G14 contract will end at that time and all of the contractual offerings, terms and conditions, and prices will transfer to G19.

G17 - Custodial Cleaning Equipment and Supplies

- Effective August 1, 2022, the following suppliers have been removed from this contract: Conlon Products, Inc. and Winzer Franchise Company.

G19 - Facilities: Maintenance, Repair, and Operations

- G14 Plumbing, Heating, Fixtures & Service and G19 Facilities: Maintenance, Repair, & Operations will merge effective August 1, 2022. This merged master MRO contract will include Plumbing, Heating, Fix-

tures, and Services as well as Maintenance, Repair, and Operational Products and Services and deliver a more intuitive and user-friendly contract. This is an administrative merger only and all contractual offerings, terms and conditions, and prices will remain firm.

G25 - Asset Recovery/Ewaste and Recycling Services

- This contract has been extended for a period of twenty three (23) months and will stay in effect until 9/30/2024.

L50 - Library: Supplies, Archival Products, and Services

- As of July 31st, 2022 Reliance Barcode Solutions, Inc. will cease operations and no longer be a supplier on the L50 Contract. For help locating like products from other MHEC suppliers, please contact Ryan Kidder at rkidder@mhec.net.

L52 - Subscription Management Service

- The contract has been renewed for a period of nine (9) months from December 31, 2022 to end on September 30th, 2023. All terms remain firm.



cities & towns | k-12 | higher education | libraries

If you buy products & services for municipalities, k-12 schools, higher education, libraries & other educational not-for-profits in New England...

...then it's time to get your GROOVE on!

- 180+ suppliers expected
- learn how to save your organization time & money!
- network with peers from greater New England
- attend co-located meetings (per your memberships)
- raffles & prizes for attendees
- grand prize drawing
- all health & safety guidelines will be in place as prescribed by the CDC
- visit MHEC's Expo landing page for news and updates
- **FREE** registration
- **FREE** parking
- **FREE** catered breakfast & lunch

**Join us at this
year's Expo,
themed
in the style of
the '70s!**



Thursday, September 22, 2022 • DCU, Worcester, MA