

mhec 1st monday

monthly member digest

October 2022

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



G29: Facility Maintenance and Energy



G02: Exterior Maintenance

Focus on Security

for security
of people,
information,
assets,
and
systems...
...our
contracts
have
you
covered

Table of Contents

Contract News

G29: Facility Maintenance and Energy	2
G02: Exterior Maintenance	4
Other news	6

Feature

Focus on SECURITY	8
EXPO Booth Winners	11
EXPO Afterglow Photo Gallery	12
saveMORE!	14
i-buy™ webinar schedule	16
Where in the World is Janet?	18
Contract Changes	19

save  **MORE!**

products and services this month

 Sandra Network
Technology Support and Consulting



LOFTWALL

see page 14 for details

simple. savvy. diverse.



G29 Facility Maintenance and Energy: Assessment and Software



Scott Loomis

Strategic Sourcing Manager, MCPPO in process
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This month, MHEC is excited to announce the new and improved **G29 Facility Maintenance and Energy: Assessment and Software** contract. If we could use only one word to describe how the contract was improved, it would be **expansion**. Twice as many suppliers means more member choice, but more importantly, in its new form, the contract empowers members to dream bigger than before. It's no longer just about maintaining the buildings you've got. With energy assessment software, you can improve current heating and cooling systems and plan for growth. Even better, with architects and professional engineers (both mechanical and civil) now on contract, members can start thinking literally out of the box, and begin work on new facilities, or make additions to improve existing ones.

As with all MHEC contracts, there is no limit to how members can combine services across suppliers. This contract makes a great compliment to the suppliers available on our **G03 Contract**, which includes suppliers who sell and install motors, pumps, compressors, controls, and HVAC equipment.

learnMORE!™



A G29 member onboarding webinar will held on Thursday, October 20, 2022. Click on the webinar icon above, or [here](#) to register.

product & services

energy assessment
energy assessment integration
energy management software

facility maintenance assessment/integration
facility/maintenance assessment
facility/maintenance management

G29 suppliers serving your state

G29 Suppliers	CT	ME	MA	NH	RI	VT
B2Q Associates	X	X	X	X	X	X
Energy Source	X	X	X	X	X	X
Fitzmeyer & Tocci Associates	X	X	X	X	X	X
Guardian Energy Management Solutions	X	X	X	X	X	X
Integrated Security	X	X	X	X	X	X
MetaBIM	X	X	X	X	X	X
Performance Resource Partners	X	X	X	X	X	X
SourceOne	X	X	X	X	X	X
Weatherproofing Technologies	X	X	X	X	X	X

New suppliers are bolded

B2Q Associates, Integrated Security, MetaBIM, and Performance Resource Partners are all certified as small businesses by Massachusetts' Supplier Diversity Office (SDO).



facilities & operations

More about this contract can be found on the [G29 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.



Scott Loomis

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Our contract for **G02 Exterior Maintenance, Equipment, Repair, Supplies and Service** has been updated to enhance its offerings—in particular for forestry, landscaping, and heavy construction—but also to make the equipment covered by this contract more accessible for our members. Some of the world's most popular brands are carried by the suppliers on this contract. These include machinery companies such as **Stahl, John Deere, Caterpillar, Hitachi, Honeywell, 3M, Rubbermaid, and Paladin**, to name a few.

Given the supply chain issues caused by the pandemic, prices for some of these products have soared and availability can be scarce. To meet this challenge and the needs of our members, MHEC has worked with our suppliers to expand the rental and leasing opportunities for many of products on this contract.

Along with heavy machinery, this contract includes items for athletics (field markers and golf carts), trash and snow cleanup, and road and lawn maintenance. Taplin Yard, Pump and Power Equipment, Bare Ground Systems, Edgewood Golf Carts, and Cain's Mechanical have all been certified by the Massachusetts Supplier Diversity Office (SDO) as small businesses.

learnMORE!™



The G02 contract member onboarding webinar is scheduled for Thursday, October 27 at 2:00 p.m. To sign up, click on the webinar icon, or [here](#).

product & services

community sweeping and street cleaning
compact construction equipment
compact track loaders
exterior maintenance equipment, installation, service, parts, accessories, supplies
field markers/chalk
golf and large irrigation
golf cart accessories, parts, sales, service, and repairs

golf carts lease, rental, used
golf carts, golf utility and carryall
graffiti removal
heavy equipment-commercial/construction
landscaping
lawn pest management
oem parts
parking lot/garage
repair and service
road construction

road repair
road maintenance equipment
services
snow melt/road salt
snow plows, snow plowing, attachments/service
sweeping
sweeping construction
sweeping equipment lease and used

G02 suppliers serving your state

G02 Suppliers	CT	ME	MA	NH	RI	VT
Bare Ground Systems	X	X	X	X	X	X
Cain's Mechanical	X	X	X	X	X	X
Casey EMI	X		X		X	
Edgewood Golf Carts	X		X			
NITCO	X	X	X	X	X	X
Southworth - Milton dba/Milton Cat		X	X	X	X	X
Taplin Yard, Pump and Power Equipment	X		X		X	
The Durkin Company	X	X	X	X	X	X
United Construction & Forestry		X	X	X	X	X

New suppliers are bolded



facilities & operations

More about this contract can be found on the [G02 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.

More Contract News

F11: Print and Promotional Products Webinar announced

Last month, MHEC launched a new contract, **F11: Print and Promotional Products** that provides even greater flexibility planning and producing your print and promotional projects.

Combining elements of our previous **B13: Printing, Copy and Mailing Products and Services** contract with our promotional contract to make using these services easier for our members. In addition to adding new suppliers and more coverage for all six New England states, the contract expands the possibilities and flexibility of these projects.

For print: With a large supplier, like Staples, members can work hand-in-hand with the retail stores (found on **F15: Office and School Supplies & Equipment**) to provide in-store print pick-up as well as delivery options. For members who prefer working with local businesses they know, or are looking for a more personal touch, we've expanded our offerings to a number of print shops in both Western and

Eastern MA. When speed is of the essence, Supply Logic has a network of printers capable of meeting quick turn around times.

For promotional products: This contract also provides members with a new way of doing business with graphic designers and different print agencies. Working with design agencies on the new contract gives members access to a network of printers employed under the agency's service level agreements. More options allows greater customization of your projects. We've also added large national suppliers, like 4imprint and Staples promotional products.

To help members navigate and understand the possibilities of the F11 contract, we've scheduled an onboarding webinar for Wednesday, October 5 at 3 p.m.

Click [here to register](#) for this informative event.

November member meeting going on-demand

Due to the success of EXPO and not wanting to make new travel demands on our members so soon, MHEC is replacing the annual member meeting/conference scheduled for November with a virtual offering.

A link and further details will be posted in the December issue of **1st Monday**.

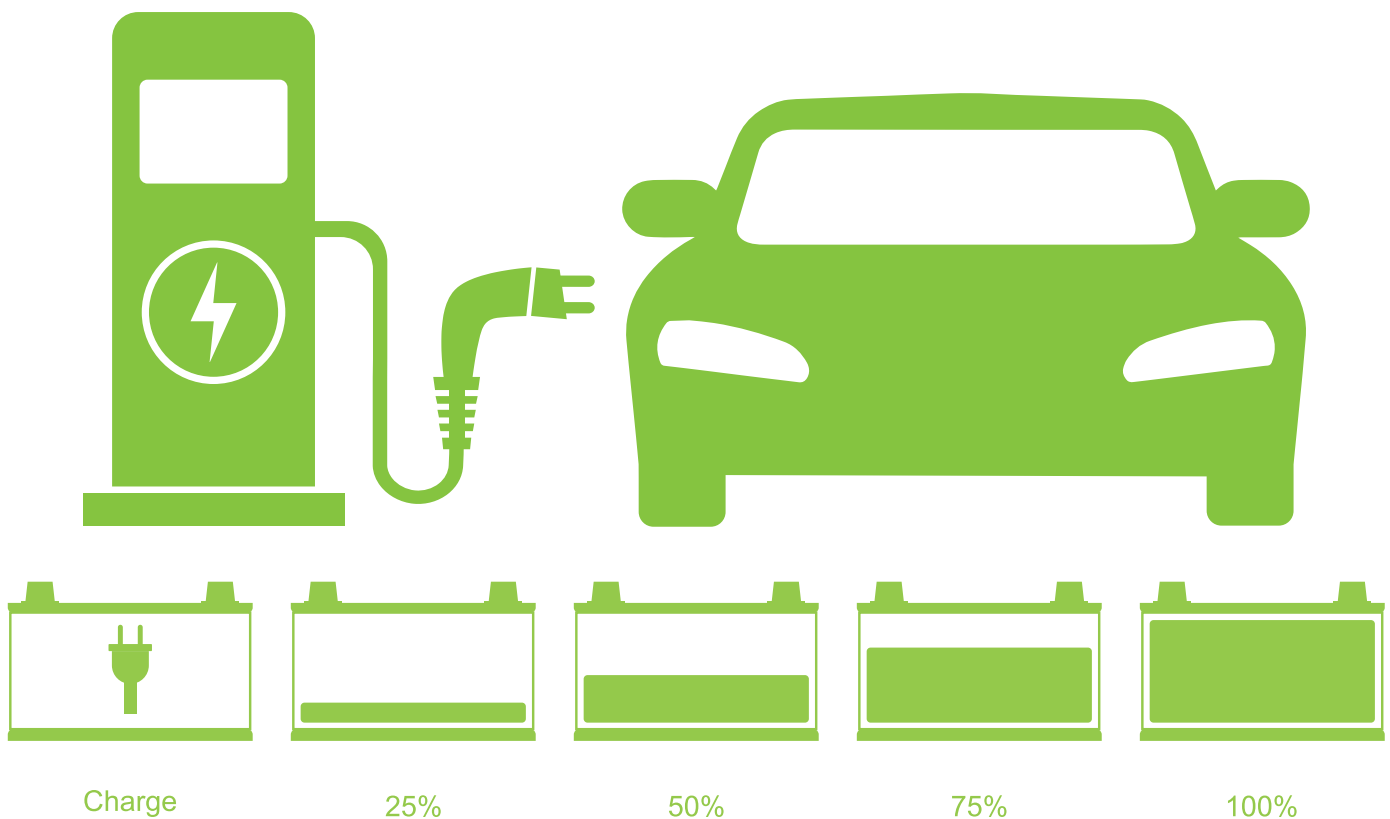
Two new electric car charging station suppliers added to the G19 Contract


This month, MHEC announces two **new electric car charging station** suppliers added to the **G19: Facilities: Maintenance, Repair & Operations Contract**.

Ordinarily, MHEC contracts have terms that last for several years. This has advantages for everyone. For the length of the contract, suppliers and members can work together, plan ahead, and think long-term without needing to renegotiate. Sometimes during the life of a contract, though, the world changes and updates are called for.

MHEC responded to member requests for suppliers who can install charging stations for electric vehicles. We're excited to announce that **Hampden Zimmerman** was awarded a contract for the Juicebar EV Chargers and **Frank P. McCartin** for Espen Technologies EV Charging Stations.

Both of these suppliers and their products will be featured in an upcoming edition of **1st Monday**. Stay plugged in for more!





security of people, information, assets, and systems

No matter the mission of our many diverse members—educational nonprofits and municipalities across New England—safety of staff and the public is always priority number one. Increasingly, this has meant keeping our people, information, assets, and systems secure.

With a massive hurricane causing devastation as this edition is being prepared, threats are real and immediate. Whether caused by nature through flooding, fire, or hurricane winds, or by human beings in the form of cyberattacks and active shooters, New England organizations are as vulnerable as the rest of the country. With MHEC, there is no need to delay planning ways to prevent and prepare for the worst.

MHEC contracts include hundreds of suppliers with thousands of products and services that can assist in a wide range of scenarios. Best of all, since they are already vetted and under contract, you can employ any of them immediately to help.

Assistance comes in many forms. Many of the suppliers below safeguard spaces through design, technology, and training. Some protect your data and assets with software solutions. Others can lend a hand when disaster strikes by helping with communications, organizing large groups of people, and supplying personal protection equipment.

If you could use some help keeping everyone you work with safe and secure, we've got you covered.

B15 Event Equipment Rentals and Services

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

C07 Furnishings & Accessories

Datum Filing Systems
Emeco
Global Industries
Invincible Office Furniture
National Public Seating Corp
School Furnishings
School Outfitters
Trendway Corp
Virco Mfg

D32 Health and Safety

AramSCO
Collins Sports Medicine
DiaMedical USA Equipment
Environmental Disinfection Solutions
Industrial Protection Products
Laerdal Medical Corporation
Likarr Maintenance Systems
School Health Corporation
The Durkin Company



E05 Fire/Security/Emergency Communication

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
Massachusetts Fire Technologies
Mercier Electric & Communications
Minuteman Security Technologies
New England School Services
New Era Technology NE
Norel Service
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 Corporation
CDW Government
Continental Resources
GovConnection
SHI International Corp.
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
ConvergeOne
Custom Computer Specialists
Dell Marketing, L.P.
EC America
ePlus Technology
Epson America
Extreme Networks
Future Tech Enterprise

GovConnection
Hewlett Packard Enterprise
HUB Technical Services
Humanscale Corporation
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

F14 Network Infrastructure & Management Services

Airespring
Apogee
Aspen Technology Group
CBS Connecticut Business Systems
CBTS fka OnX
CenturyLink
CherryRoad Technologies
CloudHesive
Comcast Business
Crocker Communications
Crown Castle Fiber

security of people, information, assets, and systems, continued

DGI Communications
ENA
FirstLight Fiber
Granite Telecommunications
Harbor Networks
HUB Technical Services
InfraNet Solutions
intlx Solutions
Ivy.ai
JS Business Solutions
Konica Minolta Business Solutions
USA
New Era Technology NE
North Atlantic Networks
PAETEC - Windstream
Presidio Networked Solutions
Sandra Network
SHI International Corp.
Smartronix
Verizon Business Network Services
VoDaVi Technologies
Whalley Computer Associates

F20 Records and Microfilm/ Film Management, Scanning, Storage, Destruction, Shred- ding, Archiving

Datamerj
Donnegan Systems
Eastern Micrographics
Hewlett Packard Financial Services
Inception Technologies
Kyocera Document Solutions of New
England
Magnetic Products and Services
Redishred of New England
Shred-it USA
The Maverick Group
Valley Green Shredding
William B. Meyer

G12 Occupational Apparel, Uniforms, and Body Armor

Action Apparel
Cintas Corporation
Northeast Promotion & Apparel
Pop Tops Sportswear
Sentry Uniform and Equipment
Survival Armor
Trippi's Uniforms
UniFirst Corp.

I02 Insurance: Cyber, Inde- pendent Risk Management Consulting

Eastern Insurance Group

L50 Library: Supplies, Archival Products & Service

Bibliotheca
Brodart
DEMCO
Hollinger Metal Edge
The Library Store

L53 Library Equipment, Soft- ware & Service

BayScan Technologies
Bibliotheca
Tech Logic

S01 Human Resource Services: Immunizations & Documenta- tion, Background Checks, etc.

CastleBranch

S03 IT Project Services, Busi- ness and Technical Services

AccessIT Group
Advanced Systems Integrators
BerryDunn
Cambay Consulting
CampusWorks
Carahsoft Technology Corporation
CBTS fka OnX
Connvertex Technologies
Creative Enterprise Solutions
CTS Services
Custom Computer Specialists
Enquizit
ePlus Technology
Harbor Networks
HK Consulting
HUB Technical Services
Island Tech Services
Jantcu
JANUS Associates
JS Business Solutions
K2 Partnering Solutions
Networked Educational Technologies
North Atlantic Networks
Northeast IT Systems
Performance Guidance Group
Perkins School for the Blind
Presidio Networked Solutions
Securance
Soltrix Technology Solutions
Strata Information Group
Vertical Communications
VoDaVi Technologies
Whalley Computer Associates
WSP USA



No matter which way the winds blow, remember MHEC Contracts have you covered. Should worse come to worst, revisit [our August issue](#) of **1st Monday** for suppliers standing ready to support your disaster needs.

EXPO BEST BOOTH WINNERS



Celebrating MHEC's 45 years of serving New England nonprofits, the theme for this year's EXPO was the 1970s. Suppliers responded by turning up the funk and grooving out in style. While there were many wonderful costumes and out-of-sight booths, three were voted as being the grooviest.

Red Thread (pictured top and inset) promised, "We will rock you!" and they delivered with first place. **Robert Half International** (center) made MHEC envious of their far-out sartorial choices, helping them win second place. And **School Health** (bottom), offering a big dose of style and glamour with their demonstrations of lifesaving medical equipment, came in third.

EXPO AFTER GLOW

When Michael Di Yeso, our executive director, was asked by a supplier what was the best way for them to connect with the MHEC member base, he had a one word answer, "EXPO."

EXPO 2022 may be in the rearview mirror now, but we're still feeling the glow of a deeply rewarding time had by all. Out of our pandemic

shelters and feeling groovy, EXPO gave everyone who attended a chance to reconnect and re-group. Members and suppliers alike enjoyed the relaxed atmosphere, copious food, and opportunities to learn from demonstrations, ask experts questions, and expand our networks.

Once again, we proved that online is fine, but together is better. Can't wait for next year!







BEST PLUMBING SPECIALTIES

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 - 10/31/22

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

EXCLUSIVE OFFER FOR MHEC MEMBERS




Urinal Enforcer
Item#98636

Green Fix
Item#96424

The **Security** You Need
From a Team You Can **Trust**

Get a detailed audit and roadmap for securing your network, servers, hardware and more.

[Get A Free Security Assessment](#)



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MHEC Contact #F04 and F14



**\$500
MHEC
Discount**

Offer Valid Till
October 31, 2022
PromoCode: SECURITY



SPECIAL OFFER FOR MHEC MEMBERS!

Mobile Markerboard from Loftwall - 78"x40"

Limited time only at \$499!

Save an additional \$395 off of contract price

Email quotes@loftwall.com to receive this exclusive content

(214) 239-3162 | www.loftwall.com

Contract Number: MC12-C07 - Furnishing Accessories Offer expires 12/31/22. Shipping costs are additional.

LOFTWALL

Colorful, Flexible Privacy

WE'RE SOCIAL



Follow MHEC on Facebook and LinkedIn for the latest news, videos and updates!

(On LinkedIn, you'll find us under our full name: "Massachusetts Higher Education Consortium")

coming in november: healthy world

**For products
and services
that help
sustain
our world...**



**...MHEC
contracts
have
you
covered!**



A New Way for Members to shop!

In April of 2022, MHEC launched a new e-commerce site, **i-buy marketplace™**. This new free feature simplifies purchasing for MHEC members, regardless of contract, supplier, or product/service they desire. Like other online shopping sites, **i-buy** members can compare products and pricing, brands, and suppliers. A key benefit of **i-buy**, is it enables members to buy across multiple contracts during the same shopping session—all from reliable, vetted suppliers. Even better, teams can now collaborate on purchasing, suggesting items to the procurement officer for evaluation and discussion. Now, with **i-buy marketplace™**, MHEC members have a tool that can serve as a “one stop” shopping experience.



Two ways to train your staff on i-buy marketplace™

i-buy marketplace™ is a tremendously useful tool for individual users, but its real power is unlocked when used by a team. Our online training tools are ever-growing, but we know nothing beats learning from an expert.

As detailed in the following pages, we have two main options. Weekly, Christopher Raymond, our director of contracts and operations, hosts online webinars. But we also encourage member organizations to schedule in-person training sessions tailored to their specific needs.

simple.

- search, point, click, fill your cart, and pay
- buy from multiple contracts, using the same shopping cart
- use credit card, P-card, receive a purchase order, or get a quote – your order, your way
- have big plans for a custom project? request multiple quotes here!

savvy.

- rely on suppliers vetted by MHEC's experienced strategic sourcing managers
- conduct product comparisons
- make informed purchasing decisions

diverse.

- use any of our 50+ contracts
- choose from 700+ vetted suppliers
- search 25,000+ products/services
- find disadvantaged businesses with i-buy's classification filter

NEW: WEDNESDAYS @ 1

Training Webinar Calendar

In September, we started holding weekly training webinars for new users who want to try our powerful new purchasing tool, **i-buy marketplace™**. Each Wednesday at 1pm, Christopher Raymond, our director of contracts and operations, walks members through the different features of this dynamic web purchasing tool.

Each webinar is tailored to a different audience—K-12 Schools, Municipalities, Higher Education, and Libraries—and we also include a version for general audiences. If you miss a webinar, don't worry—we will repeat the cycle until the end of the year. All webinars are open to all members, and feel free to return for refreshers.

October 2022

October 5
Cities and Towns

October 12
Libraries

October 19
Higher Education

October 26
General Audiences

November 2022

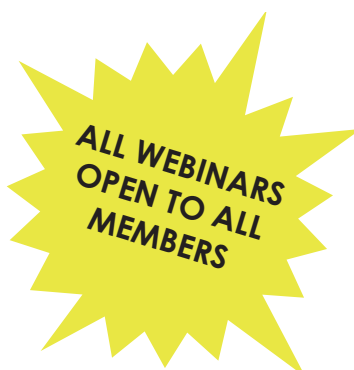
November 2
K-12 Schools

November 9
Cities and Towns

November 16
Libraries

November 23
No webinar. Thanksgiving Eve.

November 30
Higher Education



Other upcoming i-buy marketplace™ training opportunities

EVENT	AUDIENCE	WHERE	WHO	DATE	TIME
New England Library Association (NELA)	Library	Manchester	Ryan Kidder	Monday October 24, 2022	9:00 a.m.

For more information, please contact:

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

WHERE IN THE WORLD IS JANET?

Yes, we make “house” calls!

If your organization could use some personalized attention getting the most from MHEC, all you have to do is ask...

At this year's EXPO in Worcester, our **i-buy marketplace™** theater presented to packed audiences throughout the day. Clearly, both members and suppliers were eager to learn more about our powerful new web tool. At the end of the day, 25 member organizations had scheduled follow-up trainings with MHEC Business Development Manager, Janet Garabedian, pictured below in the groovy dandelion crown.

Since the 1990s, Janet has worked with universities and has more than two decades experience with New England nonprofits. Most recently, she has been helping libraries and municipalities to connect with the products and services they need to excel.

Recent and future presentations include the following events:

September 23 – Massachusetts Black Economic Council conference at the Boston Convention Center

October 23-26 – NAEP New England (National Association of Educational Procurement)

November 15 – MASBO/MFAA conference and exhibits at the DCU in Worcester

November 17 – New Hampshire Municipal Association Annual Conference, Manchester, NH

Whether your organization is in Maine or Rhode Island (or somewhere in between), she is happy to pay you a visit, too. Many of you know Janet already, and if you don't, she's eager to meet you! (But she might leave the crown at home.)



To schedule a meeting
with Janet yourself,
email her:

jgarabedian@mhec.net

List of Contract Changes, October 2022

The following contracts have been updated:

C04: Windows, Window Treatments, Specialized Curtains, Noise Reduction Products, Service & Supplies

- Effective September 1, 2022, CMC Shades and Specialties has implemented a price increase on the following brands: Draper, Graber, Kirsch Drapery Hardware and Porter Preston

F04: Software

- The contract has been renewed for a period of two (2) years to end on August 31, 2024. Next Gen Web Solutions is no longer on contract due to lack of utilization. All other pricing and terms remain firm

F11: Print and Promotional Products

- Effective October 1, 2022 Carl Zeiss will be implementing an average price increase of 9% across their portfolio (ZEISS brand). All orders placed by September 30, 2022 will be honored at the current price

G03: Motors, Pumps, Compressors, Controls, and HVAC & Services

- Effective October 1, 2022, Air Energy Group, LLC has updated its prices

G19: Facilities: Maintenance, Repair & Operations (MRO)

- Effective immediately, Rexel USA has been reinstated to the contract
- Hampden Zimmerman was awarded a contract for the Juicebar EV Chargers, and Frank P. McCartin was awarded a contract for Espen Technologies EV Charging Stations.

G24: Signage & Related Services

- The contract has been renewed for a period of two (2) years to end on July 31, 2025. All other pricing and terms remain firm

G32: Emergency Response and Disaster Restoration Services

- Effective immediately, ServiceMaster Residential Commercial has been reinstated to the contract

K02: Interpretation & Translation, Equipment, Supplies & Services

- This contract has been extended for the period of fourteen (14) months and will stay in effect until 12/31/2023

L51: Library: Books & Media

- Effective October 1st, 2022 Ingram will implement changes to their shipping and discount structure

S01: Human Resource Services

- Effective 7/1/2022, Castlebranch has updated their price list. All other terms and conditions remain the same

EXPO 2022

THANK YOU

Everyone!

See you next year!



mhec  TM