

mhec 1st monday

monthly member digest

February 2023

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



D25: Laboratory & Science Equipment



L53: Library Equipment, Software & Service

Creating Workspace



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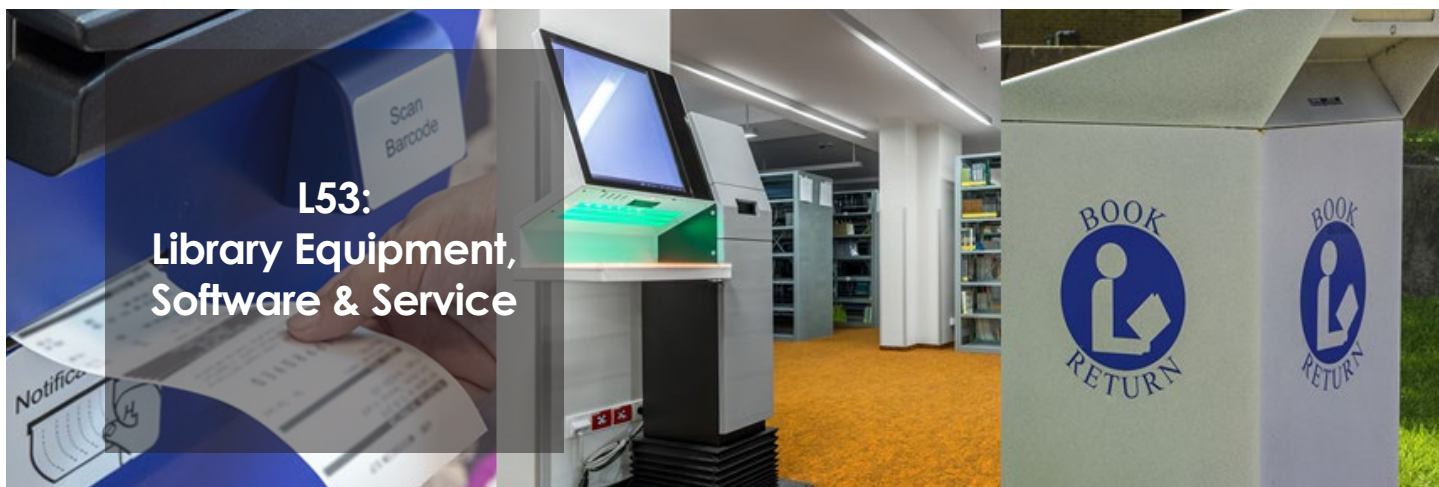
save  **MORE!**

products and services this month



see page 9 for details

simple. savvy. diverse.



L53: Library Equipment, Software & Service



Ryan Kidder

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MHEC works with thousands of member libraries across New England, supporting them in finding the best equipment and software solutions for their daily needs. Whether at a tiny public library on an island in Maine, or in an Ivy League university in a city, technology has been central to librarians' work, enhancing the experience of their patrons.

Responding to member requests and suggestions, our **Library Equipment, Software & Service contract (L53)** has been expanded and enhanced starting this month.

Several suppliers have been around for decades and serve a global audience. Together, they all provide innovative solutions for features such as **self-checkout kiosks, RFDI media scanning systems, automated material handling (AMH), security, and database and shelf management**. Their long experience working with many of the same institutions means their products usually conform to standards and are compatible.

Bibliotheca is known internationally for their self-checkout and RFDI solutions, but they offer a full array of innovative solutions from security to staff management. Combined with their expertise in digital media (see the story on page 7), Biblioth-

eca thinks of their product suite as an ecosystem. Whatever your need, they're an excellent place to start your search.

As its name suggests, **Meescan** offers an array of solutions for checking out and tracking books and media. These include desktop kiosks and scanners, as well as apps for patrons to help manage their media and visits.

Milinet wants to help libraries clean up and fine-tune their metadata, and their **BestMARC** management system helps them do this. It makes processing and maintaining MARC records fast, easy, and convenient. Improved data means books are easier to find and get borrowed more often.

Mk Solutions also offers a spectrum of services for libraries, promoting 24/7 solutions that include digital apps as well as physical book lockers. Making certain their products integrate well with other options and providing robust maintenance options help them stand out.

Tech Logic is nationally known for dynamic solutions for both very large libraries and small ones, improving efficiencies and liberating librarians to work with readers. As with the other suppliers, they offer equipment and software for all phases of the lending cycle.

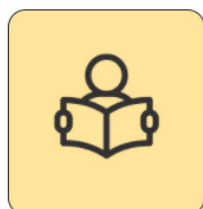
product & services

Automated Material Handling
Bar Code Duplicators
Bar Code Printers
Barcode Scanners
Book Drop AMH
Book Scanner
Card Printers
Document Readers
Electronic Work Stations
Holds Systems
ID/Patron/Library Card Systems
Imager & Printer
Installation Services
Inventory Handheld
Labels
Misc. Equipment

Payment Systems
Repair Equip & Kits
Returns-Dispensing-Collection
RFID Antenna Readers
RFID Gates
RFID Tags
Scan Stations
Security/Detection Systems
Self Checkout
Self Service Stations
Services
Specialty Software
Tablet Self Provisioning
Total Mobile Solutions

L53 suppliers serving your state

L53 Suppliers	CT	ME	MA	NH	RI	VT
Bibliotheca		√	√	√	√	√
Meescan	√	√	√	√	√	√
Mitinet	√	√	√	√	√	√
Mk Solutions	√	√	√	√	√	√
Tech Logic	√	√	√	√	√	√



libraries

More about this contract can be found on the [L53 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.



D25: Laboratory and Science Equipment



Andrew Ryan

Strategic Sourcing Manager, MCPPO
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Whether you're teaching biology in middle school, or you're at the forefront of genetic research at large university, no scientist can be successful without quality, reliably consistent equipment from manufacturers they can trust.

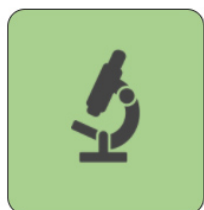
One bad component, questionable reading, or contaminated sample, and an entire experiment can be ruined. Beyond the frustration and lost time, the cost of a botched science project can cripple any lab.

MHEC was established in 1977, and our contract for **Laboratory and Science Equipment (D25)** is one of the oldest in our catalog. Since its inception, we have monitored the success of each supplier on it and listened carefully to our members' experiences and requests. Recognizing how quickly technologies change, our contract team works hard to anticipate trends and find the best suppliers to support them. (For example, see our

story about Horiba Scientific's new microscope, the **Labram Soleil** on page 14).

Knowing that each lab is unique and there is a vast range of needs for the myriad of disciplines and fields of study we serve, MHEC understands that no one supplier can serve everyone. Whether you're looking for **cleanroom furniture**, glassware for **fluid and liquid handling**, or **veterinary supplies**, we offer a range of quality suppliers with whom you can work.

This diversity extends to the kinds of people running the businesses on this contract. Along with internationally known companies, many of our suppliers are small and based in New England, even though they handle large inventories and serve wide regions. To learn more, please visit the link listed below.



laboratory

More about this contract can be found on the [D25 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.

laboratory and science equipment services

Alcohol (Tax Free)	Lab: Chromatography	Lab: PCR Equipment
Animal Research Products	Lab: Cleanroom Furniture and Products	Lab: Pharmaceutical Research
Chemicals	Lab: CO ₂ Incubators	Lab: Protein Biology
Reagents & Standards	Lab: Core Histology Instruments	Lab: Refractometers
Equipment, Instrumentation	Lab: Customized Products	Lab: Rentals
Lab Furniture	Lab: Data Acquisition Solutions & Recording	Lab: Research Reagents
Lab Furniture Installation	Lab: Entire Catalog	Lab: Specimen Collection
Lab Furniture Refurbished	Lab: Fluid & Liquid Handling	Lab: Spectroscopy & Spectrophotometers
Lab Microscopy	Lab: Forensic Kits	Lab: Temperature Control Equipment & Accessories
Lab Safety & Emergency Products	Lab: Maintenance & Repair Testing/Monitoring	Lab: Training Services
Lab Services: FlexChoice Service Plans	Lab: Microbiology & Supplies	Lab: Veterinary Supplies
Lab Services: Maintenance, Service & Repair	Lab: Microscopy	Lab: Water Purification Systems
Lab Services: Training	Lab: Miscellaneous Parts (for equipment)	Lab: Water Testing
Lab Specialty Software	Lab: Mixers	Labware & Supplies
Lab: Antibodies	Lab: Mixing & Shaking Equipment	Radiation Dosimetry Hardware & Accessories
Lab: Cell Technology	Lab: Models & Osteological Products	Test & Measurement Equipment
Lab: Centrifuge	Lab: Molecular Biology	
Lab: Certified Refurbished	Lab: Oligos	
Lab: Chemicals, Reagents & Standards		

D25 suppliers serving your state

D25 Suppliers	CT	ME	MA	NH	RI	VT
AET	√	√	√	√	√	√
Agilent Technologies	√	√	√	√	√	√
Air Master Systems Corp	√	√	√	√	√	√
Alert Scientific	√	√	√	√	√	√
Anton Paar USA	√	√	√	√	√	√
Beckman Coulter	√	√	√	√	√	√
Bruker Scientific	√	√	√	√	√	√
Caley and Whitmore	√	√	√	√	√	√
Carl Zeiss Microscopy	√	√	√	√	√	√
Carolina Biological Supply	√	√	√	√	√	√
Chemglass Life Sciences	√	√	√	√	√	√
Continental Resources	√	√	√	√	√	√
Doe and Ingalls	√	√	√	√	√	√

continues...

D25 Suppliers	CT	ME	MA	NH	RI	VT
Eppendorf North America	√	√	√	√	√	√
Fisher Scientific	√	√	√	√	√	√
Flinn Scientific	√	√	√	√	√	√
Formaspace LP	√	√	√	√	√	√
Greenfield Global, USA	√	√	√	√	√	√
HORIBA	√	√	√	√	√	√
Krackeler Scientific	√	√	√	√	√	√
Lab Furniture Installations and Sales	√	√	√	√	√	√
Leica Biosystems	√	√	√	√	√	√
Leica Microsystems	√	√	√	√	√	√
Longo Associates	√	√	√	√	√	√
McKesson Medical-Surgical	√	√	√	√	√	√
Micro Video Instruments	√	√	√	√	√	√
MicroOptics Precision Instruments	√	√	√	√	√	√
Micro-Tech Optical NE	√	√	√	√	√	√
Nikon Instruments	√	√	√	√	√	√
Olympus America	√	√	√	√	√	√
PASCO Scientific	√	√	√	√	√	√
PerkinElmer Health Sciences			√			
Rene L Cote Sons	√	√	√	√	√	√
Shimadzu Scientific Inst	√	√	√	√	√	√
Thomas Scientific	√	√	√	√	√	√
VWR International	√	√	√	√	√	√
Waters Technologies	√	√	√	√	√	√
Westnet			√			
Wilkem Scientific	√	√	√	√	√	√

A Library in Your Pocket

For over a decade now, people have been reading on their mobile screens and listening to books on their car stereos. They've even been borrowing electronic media from their libraries.

Since the pandemic, though, these technologies and the options they offer have grown and improved exponentially. Without ever having to step foot in their local library, patrons can access many of the same materials on the phone in their pocket.

Responding to member requests, MHEC has expanded our digital library options, making key systems available across New England on our **Books & Media contract (L51)**.

Based in Cleveland, Ohio, **OverDrive**'s content distribution service was launched in 2000 and has been growing ever since. Working with media publishers, they purchase digital distribution rights for ebooks, audiobooks, magazines, and comics, which they maintain in a vast catalog of titles. Libraries and schools that work with OverDrive can tailor their own catalogs to the interests of their patrons.

OverDrive has two primary apps for readers: **Libby**, which was designed for library users, and **Sora** which has tools geared for students. In addition to downloading and reading (or listening to) borrowed books, Libby helps readers find other materials that relate to their interests. The app will make suggestions based on your reading history and also offers links to book reviews. Though the built-in eReading technology is robust, Libby users can read their borrowed materials on a Kindle and other formats, if they prefer. For students, Sora offers tools that help elevate a reader's ability—offering text in the dyslexic font, read along options, or allowing their English teachers to track their progress.



Bibliotheca is the world's largest company dedicated to the development, installation, and support of library technology solutions. As such, their take on a digital library solution is different. With their own catalog of digital materials to choose from, **CloudLibrary** integrates digital media with the tactile experience of visiting a physical library in an engaging, friendly interface.

CloudLibrary also has tools for reading and listening to borrowed digital books on your mobile device or desktop computer, but as longtime innovators for actual libraries, Bibliotheca's app tracks both digital and print materials borrowed from a library. Features include ways for librarians to promote programs and events

directly to members, and a tool that allows library visitors to check out their own books.

With CloudLibrary, readers can renew physical books on their phone, and when they need to return the books to the library, the app can help them track which ones are due.

Another benefit both products share is that neither is limited to use with a single library. If you're a member at multiple libraries that support these services, with a single app your reading selection can multiply exponentially.

A third popular option, **Axis 360**, is also covered by the L51 contact. Publisher **Baker & Taylor** offer their own free ereader and audiobook app with its own catalog of titles. Their **Pop Up Library** feature allows libraries to make curated collections available to audiences in a specific location—like an airport or hospital waiting room. Libraries can extend their footprint across the communities they serve.

So, libraries and schools looking to expand the digital offerings you provide your patrons, MHEC has you covered.

Shared Services = Lower Costs Henry Schein Joins D32

Consolidated Hospitality Supplies was added to our **Mattresses, Hospitality Products and Services contract (C05)** late last year.

A national distributor of supplies to health-care, education, and the hospitality industry, CHS supplies everything from bedding to cleaning products. But it's their shared service strategy with resources, processes, knowledge, and technology that helps their customers keep their costs low and guests happy.

For MHEC members to take advantage of CHS's products and services at discounted prices, you first need to introduce yourselves. [Click HERE for a PDF form](#) you can fill out and send to get started.

On February 1, 2023, MHEC welcomed **Henry Schein Inc.** to our **Medical and Dental Equipment contract (D32)**.

As the corporation describes itself, "Our Business, Clinical, Technology, and Supply Chain solutions help office-based dental and medical practitioners work more efficiently so they can provide quality care more effectively. These solutions also support dental laboratories, government and institutional health care clinics, as well as other alternate care sites."

We look forward to hearing how our members take advantage of Henry Schein's years of experience and valuable solutions.



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MHEC Contract #MC12-C07

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New for 2023!



Sitting Table



Optional Doors



Standing Table



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Dry Erase Top Option!

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Expires June 15, 2023.

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**Special Offer
for MHEC Members!**

**Get a \$500 rebate with the
purchase of a Spot Vision Screener.**

Reference MHEC Contracts B14 or D32

Offer expires 3/31/2023. To be eligible for offer, customer must purchase a new Welch Allyn Spot Vision Screener (*qualifying School Health part numbers: 1041132, 1003001, 1006090, 1007189, 52890, 1035686, 1040069, and 1003012SP). All customers must submit a W-9.

Massachusetts Spot Vision Screener Kit
Pre-K & Kindergarten **1040069** \$8,578.50



866-323-5465 | SchoolHealth.com

MHEC Contract C07 Promotion includes Altitude®, Mural™, Radii™, Align™, Structure™, Social Collaborative, Evo™, O6™, Plii™, Gunlocke® Silea™ and Liv.

Purchase top-selling Allsteel products with an additional discount of 1% to 14% off for a limited time.

Click here, or visit the C07 landing page to learn more!

WHO BUT **W.B. MASON**

Allsteel®



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creating workspace

There's no such thing as an ideal workspace that satisfies every need. What you do often affects how you do it.

Open office spaces—with lots of natural light and plenty of room—can foster collaboration and conversation for some teams. Other professions depend on privacy and quiet, though. Someone studying alone in their dorm room cares just as much about adequate shelving as a librarian, but each has very different needs. Scientists and lab technicians would feel useless in an architects' studio, and vice-versa.

MHEC understands this.

Warm or cool. Bright or dark. Wall-to-wall carpeting or rubber flooring. Modern or traditional. Casual or formal. No matter how you meet your needs or dial in your preferences, MHEC contracts have op-

tions to make you efficient and comfortable.

From floor to ceiling, three of our contracts offer a wide array of options for setting the scene—**flooring (G11)**, **window treatments (C04)**, and **facilities maintenance (G19)** for your lighting needs. Our extensive **furnishings and accessories contract (C07)** can help you outfit your offices with a wide array of options. Our **appliances and air conditioners contract (A01)** can support any office, but if you work with microscopes or centrifuges, you'll find what you need on our **laboratory contract (D25)**. Connecting yourself with colleagues and the outside world can be done with the suppliers on our **network and infrastructure contract (F14)**.

Whatever it takes for you get the job done, MHEC contracts have got you covered.

A01 Appliances, Air Conditioners, Food Service & Laundry Equipment

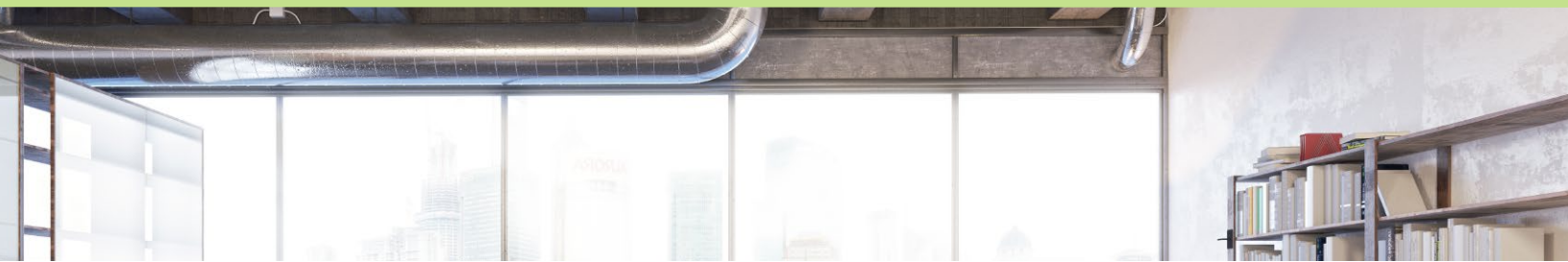
B & G Restaurant Supply
GE Appliances
Microfridge
Singer MA

B11 Multimedia Equipment

Adia
Adtech Systems
ATC Audio

ATR Treehouse
B & H Photo Video
Barbizon Light of New England
CAVT Solutions
CBS Connecticut Business Systems
CCS Presentation Systems
CDW Government
Communique No. 1
DGI Communications
GovConnection
IVCI
NEDI
Norseman Audio-Video Systems
Ockers Company

One Diversified
Port Lighting Systems
Pro AV Systems
Red Thread
Theatrix
USI Education & Government Sales
Wassmann Audio Video
Whalley Computer Associates



C04 Windows, Window Treatments, Specialized Curtains, Noise Reduction Products

CMC Shades and Specialties
Intelligent Shades & Automation
NGS Films and Graphics
Osgood Textile
Port Lighting Systems
Stacey's Home Décor
Theatrix
Wallpaper City
Window Film Depot
Window Services

C07 Furnishings & Accessories

9to5 Seating
A2S
Academia Furniture
Agati
Affordable Interior Systems
Allied Plastics
Allseating Corporation
Allsteel
Alumni Classroom Furniture
AmTab Manufacturing Corporation
Arnold Contract
Aurora Storage Products
BioFit Engineered Products
Blockhouse
Borgo Contract Seating
Brodart
Claridge Products and Equipment
Clear Design
COE Distributing
Colecraft Commercial Furnishings
Collins Mfg
Columbia Manufacturing
Commercial Furniture Group
Conklin Office Furniture
Custom Educational Furnishings
Dar-Ran Furniture Industries
Datum Filing Systems
Dauphin North America
DCI
Donnegan Systems
Earth Safe

Ecologic Furniture
Egan Visual
Elkay Interior Systems
Emeco
Energy Products Distribution
ERG International
ESI Ergonomic Solutions
Exemplis
Fleetwood Group
Foliot Furniture
Fomcore
Formaspace
Forms and Surfaces
Furniture Lab
Global Industries
GMi Companies
Gordon International
Grand Rapids Chair Company
Great Openings
Green Furniture Concept
Gressco
Hale Manufacturing Company
Haskell Education
Haworth
Herman Miller
Hi5 Furniture
Hightower
HLF Furniture
Humanscale Corporation
Indiana Furniture Industries
Integra
Interior Design Solutions
Invincible Office Furniture
Jasper Group
Krueger International
Krug
Lakeshore Learning Materials
Leeder Furniture
Leland International
Mediatechnologies
Metal Arc
Milder Furniture
Mitchell Furniture Systems
MityLite Tables
Moduform
Monitor Equipment
MooreCo
Moving Minds

National Office Furniture
National Public Seating
Neudorfer
Neutral Posture
Nevins
New England Woodcraft
Nightingale
NorvaNivel
Nova Solutions
Office Resources
OFGO
OFS Brands
Palmer Hamilton
Palmieri Furniture
Platinum Visual Systems
ProQuip
PSI New England
PS Furniture
R T London
Red Thread
Right Height Manufacturing
Robert H Lord
Sauder Manufacturing
Scholar Craft Products
School Furnishings
School Outfitters
Segis
Shiffler Equipment Sales
ShuttleSystem
Tayco Panelink
Teknion
Tenjam
The HON Company
This End Up Furniture
TMC Furniture
Transformations Furniture
Trendway
Trinity Furniture
Tucker Library Interiors
Union Office Interiors
Universal Exports
Versteel
VIA
Virco
VS America
W B Mason
WB Manufacturing
Wenger Corporation

Creating Workspace *continued...*

Wieland Designs
Workplace Resource
WorkRite Ergonomics
John Savoy and Son
Jonti-Craft
Keilhauer
KFI Studios
Kimball Office
Lexington Group
LIAT
LOFTwall
Longo Associates
Mamava
Sitmatic
Smith System
Source International
Spec Furniture
Staples Business Advantage
Steelcase
STYLEX
Supple
SurfaceWorks
Swiftspace

D25 Laboratory and Science Equipment & Chemicals

Advanced Educational Technologies
Agilent Technologies
Air Master Systems
Alert Scientific
Anton Paar
Beckman Coulter
Bruker Scientific
Caley and Whitmore Corporation
Carl Zeiss Microscopy
Carolina Biological Supply
Chemglass Life Sciences
Continental Resources
Doe and Ingalls
Eppendorf North America
Evident Scientific
Fisher Scientific
Flinn Scientific
Formaspace
Greenfield Global
HORIBA
Krackeler Scientific
Lab Furniture Installations and Sales

Leica Biosystems
Leica Microsystems
Longo Associates
McKesson Medical-Surgical
Micro Video Instruments
MicroOptics Precision Instruments
Micro-Tech Optical
Nikon Instruments
PASCO Scientific
PerkinElmer Health Sciences
Rene L Cote Sons
Shimadzu Scientific Instruments
Sigma-Aldrich
Thomas Scientific
VWR International
Waters Technologies Corporation
Westnet
Wilkem Scientific

D26 Biological Safety Cabinets

Alert Scientific
LABREPCO
Mar Cor Purification
The Baker 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 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
Siemens Industry
Signet Electronic Systems
Sonitrol New England
Stone and Berg Company
Vulcan Security Technologies
Window Film Depot

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
intlx Solutions
Island Tech Service
Lenovo
Lenovo Global Technology
Microway
New Era Technology
NEWCOM Wireless Services
Ockers Company

Creating Workspace *continued...*

Office Depot
Presidio Networked Solutions
Sandra Network
SHI International
VoDaVi Technologies
Whalley Computer Associates
Winslow Technology Group
Xerox Corporation
Zensar Technologies

F07 Copiers, Record Management, and Software

Canon Solutions America
Datamerj
Eastern Micrographics
Epson America
Flo-Tech
Konica Minolta Business Solutions
Kyocera Document Solutions of New England
New England Copy Specialists
Printer Pro Solutions
Redishred of New England
Ricoh
Riso
Sharp Electronics
SHI International
Toshiba America Business Solutions
Valley Green Shredding
William B. Meyer
Xerox Corporation

F14 Network Infrastructure & Management

Airespring
Apogee
Aspen Technology Group
CBS Connecticut Business Systems
CBTS fka OnX
CenturyLink
CherryRoad Technologies
CloudHesive
Comcast Business
Crocker Communications
Crown Castle Fiber
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
New Era Technology
North Atlantic Networks
PAETEC - Windstream
Presidio Networked Solutions
Sandra Network
SHI International
Smartronix
Verizon Business Network Services
VoDaVi Technologies
Whalley Computer Associates

F15 Office and School Supplies & Equipment

Aztec Technologies
Blick Art Materials
BTek Holdings
Cascade School Supplies
GRIMCO
Lakeshore Learning Materials
Staples Business Advantage
Suburban Stationers
W B Mason

F19 MHEC Master Leasing & Financing

Hewlett Packard Financial Services
KS StateBank
Ontario Investments

G11 Flooring: Coverings and Supplies

Capital Carpet and Flooring Specialists
Carpet Services
Clean and Safe
DiMauro Carpet and Tile
Gymnasium Floors
J & J Flooring Group
Mannington Commercial
Matter Surfaces
Mondo
Pavilion Floors
Shaw Industries
Tarkett



Creating Workspace *concluded*

G19 Facilities: Maintenance, Repair & Operations

Airex Filter Corporation
Best Plumbing Specialties
Betts Plumbing & Heating Supply
Carr Hardware and Supply
Casey EMI
Craftmaster Hardware
Dugmore and Duncan Group
F. W. Webb
Fastenal Company
Filter Sales & Service
Frank P. McCartin
Hampden Zimmerman Electric
Hat Creek Outfit
Home Depot
Infrastructure

J. Sallese and Sons
Lighting Services
Mainstream
MSC Industrial Supply
Needham Electric Supply
Oak Security Group
Plumbmaster
Power and Process
PSI New England
Rexel
Rockys Ace Hardware
Sherwin Williams
ThermaXX
TORRICO Company
Wallpaper City
Weld Power

G24 Signage

Amherst Copy & Valley Signworks
APCO Graphics
CDW Government
DGI Communications
FedEx Office and Print Services
Future Tech Enterprise
Go Graphix
Lane Printing & Advertising
Mass Correctional Industries
Metro Sign and Awning
Scoreboard Enterprises
Sign Design
Spotlight Graphics
Sunshine Sign Company
Takeform Architectural Graphics
WS Sign Design

“CREATING WORKSPACE” SOLUTIONS

In our contract portfolio, MHEC offers a wide range of options for creating the ideal workspace to get things done.

Whatever your style—modern or traditional—and whatever you do—accounting, design, management—MHEC has hundreds of purchasing options on-contract and ready to go. Shelving, lighting, window treatments, tables, chairs, desks, rugs and carpeting—all in one place. Not finding what you’re looking for, our team of strategic sourcing managers stands by, ready to help.

(These spotlights do not constitute endorsements. As always, we encourage our readers to do their own research and ask questions of our suppliers. Visit the full contract landing pages online for full details on products and services offered by suppliers on contract.)

HORIBA LABRAM SOLEIL

Traditional microscopes, even the most powerful ones, only see the surfaces exposed to them. If you want to see inside a rock, you need to break it apart. But what if the stone is precious? What if you wanted to see how a medicine was distributed through a pill, or what its ingredients were without destroying it?

Raman imaging is a non-destructive process that lets scientists look **inside** materials and determine their chemical structure. Using lasers and measuring infinitesimal traces of refracted light, Raman microscopes can visualize a substance’s composition.

Horiba scientific’s Labram Soleil adds sophisticated automation and ultrafast imaging

software that speeds the process up to 100 times faster than other products.

Multinodal imaging allows users to view substances in different modes and can provide 3D models on a cellular level. The automation software helps identify the tiniest traces of an impurity in a liquid. Looking for microplastics in your water? The Labram Soleil will find them for you.

Horiba is a supplier on our **Laboratory and Science equipment contract (D25)**.



21ST CENTURY VENDING MACHINES

Vending machines have been around for over a century. Stick a few coins in a big metal box, and out pops the candy bar, soda, or packet of chips you've been craving. Your parents might remember people purchasing their cigarettes that way, and your grandparents might have dined on hot soup and a sandwich at an automat—a restaurant walled with built-in vending machines. (America's first appeared in Philadelphia in 1902.)

No longer merely a nostalgic dispenser of cheap treats, today's vending machines are a cutting age tool for managing inventories.

As the pandemic made clear, keeping our supply chains resilient to sudden challenges is critical to public health and safety. Stockpiling supplies is costly, inefficient, and a game of chance. What if we could order only what we need, anticipate shortages with automatic orders, and never have more on hand than needed?

Vending machines tied to sophisticated management systems are the solution many large manufacturers, workshops, offices, and laboratories use to track regularly used supplies and tools.

QUALITY PRE-OWNED FURNITURE

The organization is growing and moving to new office space. You want to update your look to be more professional. But you're also environmentally conscious and don't have Bill Gates' budget. Sleek, industrial finishes; well-placed data ports; an elegant board table with matching chairs—these things may seem to be out of reach.



enviro-friendly

There's good news: Outfitting or updating the décor of your office, conference room, or lobby with modern, quality furniture can be compatible with even the most stringent sustainability goals. On MHEC's **Furnishing & Accessories contract (C07)**, we have three suppliers who specialize in refurbishing and selling a wide range of makes at models, often at steep discounts.

Even in good times, corporations are closing shop, or relocating elsewhere. Entire office buildings suddenly stand vacant, but full of desks, chairs, cubical partitions, shelves, lights, and tables.

Two suppliers on MHEC's **Facilities: Maintenance, Repair & Operations contract (G19)** provide vending machine solutions to help customers manage their purchases: **Fastenal** and **MSC Industrial Supply Co.**

Fastenal has thousands of locations across the globe and a vast catalog of products and suppliers they sell. To make their services more efficient, transparent, and cost effective, they have been promoting their Fastvend solution. It helps organizations stock less, and thereby increase revenue.



Similarly, **MSC** offers a deep catalog. They sell tools, parts, and supplies to many industries, such as machinery, automotive, medical, government, and education. MSC's vending machines help hospitals and workshops track where and how supplies are being used, dispensing items only when an employee enters a code or presents identification.

Since 1981, **Conklin Furniture** in Holyoke, Massachusetts have been pioneers in restoring office furniture. Conklin teams travel across the North East, breaking down remote office suites. Sorted, they bring all the components back to their headquarters for refurbishing, and replenishing to their vast, ever-changing inventory. With lamination, painting, reupholstery, and wood finishing departments, they can customize designs to fit any space.

The Lexington Group in West Springfield and **R-Squared Office Panels & Furniture** in Lowell, Massachusetts also have a regularly changing inventory of new and refurbished furniture that are easy to view online.

R-Squared offers trade-ins on furniture previously bought with them, buybacks to replenish their inventory, and they have the resources to provide office liquidation as described above.



An easier way for members to shop!

i-buy marketplace™, MHEC's new e-commerce site, simplifies purchasing for MHEC members. Like on other online shopping sites, **i-buy** members can now compare products, pricing, brands, and suppliers. Even better, teams can now collaborate on purchasing, suggesting items for evaluation and discussion. Now, with **i-buy marketplace™**, MHEC members have a tool that can serve as a "one stop" shopping experience.

Webinar Training Schedule: Early Spring 2023

There is just one i-buy webinar scheduled in February with more coming in March and throughout the spring.

Wednesday
February 8, 2:00 pm

Wednesday,
March 8, 1:00 pm

Wednesday,
March 22, 1:00 pm

Wednesday,
April 5, 1:00 pm

Keep an eye out for emails for
registration instructions.

Each webinar is free and open to all members. The presenter will walk through how the software works, highlighting its different features. Afterwards, there is a Q&A discussion about how i-buy can be of value to our different members—K-12 Schools, Municipalities, Higher Education, and Libraries.

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

Meet MHEC In Person!

Come visit us at these upcoming events:

March 10

METAA
Hopkington, MA

March 27

AISNE Business Officers Retreat
Babson College
Wellesley, MA

April 23

Rhode Island League
of Cities and Towns
Warwick, RI

April 27

CASBO
Plantville, CT



FEBRUARY CONTRACT ADDENDUMS

F15 - Office and School Supplies & Equipment

- Due to inflation and market conditions, Staples has implemented a 3% price increase effective March 15th 2023.

G13 - Moving and Storage

- Personal Movers has been removed from the contract. They are ceasing operations effective December 31st 2022.

G13 - Moving and Storage

- Piece by Piece Movers LLC has acquired ABC Moving and Storage; they will continue doing business as “ABC Moving and Storage” with under the new TIN #26-340-4659. All terms and conditions remain the same, as do ABC’s existing email and contact information.

G27- Vehicles

- This contract has been extended for a period of one (1) year and will end on November 30th 2023.

L51 - Library: Books & Media

- Blackstone Audio is no longer on contract as of September 30th 2022.

S04 - Staffing & Executive Search Services

- Effective January 29th 2023, Marathon Staffing has provide a price / rate change. All terms and conditions shall remain firm for the duration of the contract.



coming in March:
the inside scoop



we know they've
been there

they keep the wheels
turning

they make sure the
lights go on

they keep us warm in
the winter

if you need help
behind the scenes...

...MHEC contracts
have you covered!

in the next issue of **1st Monday!**