

mhec 1st monday

monthly member digest

January 2023

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



B01: Graduation Regalia, Judicial Robes, Class Rings



G24: Signage. Design, Fabrication, Install, Repair & Maintenance

The Main Event

The big day is here.

Guests arriving.

Tech ready to go.

Everyone in regalia.

Diplomas at hand.

The band begins.

How did this happen?

MHEC contracts have you covered!

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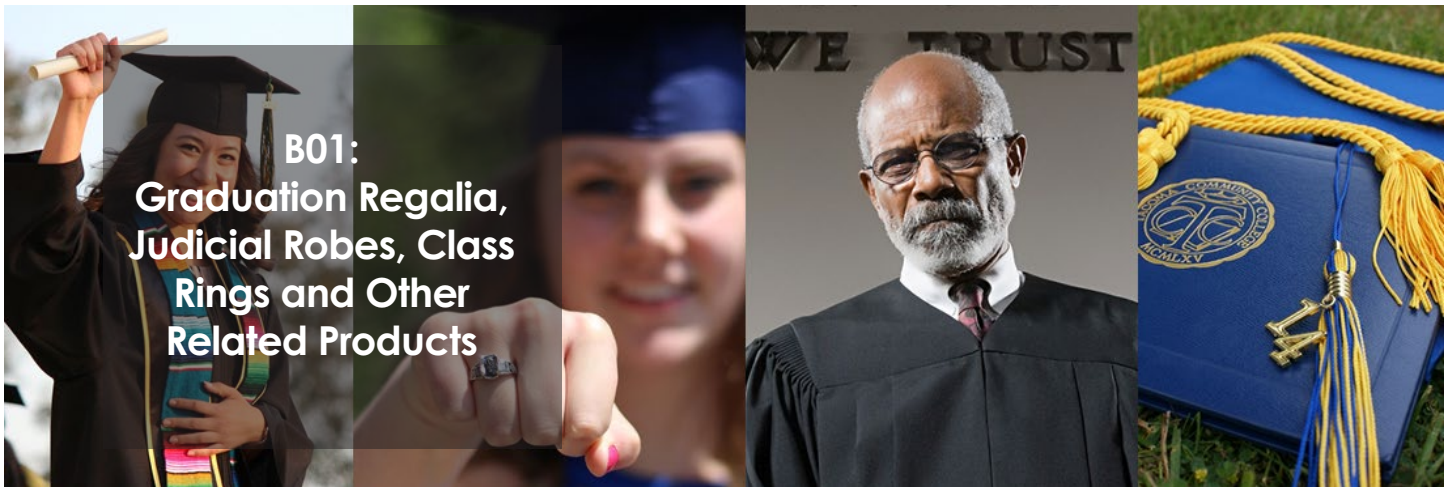
products and services this month



Unparalleled in service
and selection since 1939

see page 12 for details

simple. savvy. diverse.



B01: Graduation Regalia, Judicial Robes, Class Rings and Other Related Products



Heather Ludden

Strategic Sourcing Manager, MCPPO
hludden@mhec.net • (413)992-2502

The MHEC contract for **Graduation Regalia, Judicial Robes, Class Rings and Other Related Products (B01)** includes five suppliers who can provide everything needed to honor the success of your graduating classes, whatever the degree.



Prior to walking the aisle, **Jostens** and **University Cap & Gown—Balfour** offer a wide range of products to help students anticipate the big day. Yearbooks, class portraits, letter jackets and other school apparel are available and can be customized to match your school and students.

While these suppliers can also provide caps and gowns, **Oak Hall** specializes in regalia for graduations, judicial needs, and religious services. They even have a line of caps and gowns designed for children graduating from kindergarten.

To make graduation even more memorable, the **House of Stole** offers customized stoles handwoven in Ghana, West Africa on kente looms. Via their website, graduates can design their own stole with the colors of their school, mottoes, and icons that

represent their accomplishments. (Learn more about House of Stole in our Solutions Spotlight for “The Main Event” later in this publication.)



Finally, no graduation is complete without a diploma, and MHEC contracts have you covered there, too. **Paradigm** works with nearly 1,000 institutions across America to provide their graduates with diplomas of exceptional quality delivered in customized covers. Along with a physical document, the supplier now offers CeDiplomas and CeCertificates so graduates can share their accomplishments digitally with potential employers.



regalia, robes, and rings product & services

Certified Electronic Credentials
Certified Electronic Diploma
Chorale/Ceremonial/Career
 Robes & Accessories
Diploma Accessories
Direct Mail
Entire Catalog
Graduation Printing
 & Specialized Accessories
Graduation Regalia
 & Regalia Accessories

Licensing Fee
Official Patches
Official Seals
Rate Sheet
Rental
Rental Regalia
Rings and Jewelry
White Glove: Diploma Accessories

B01 suppliers serving your state

B01 Suppliers	CT	ME	MA	NH	RI	VT
House of Stole	√	√	√	√	√	√
Jostens Inc	√	√	√	√	√	√
Oak Hall Industries L P	√	√	√	√	√	√
Paradigm, Inc	√	√	√	√	√	√
University Cap and Gown-Balfour	√	√	√	√	√	√



graduation

More about this contract can be found on the [B01 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.



Luke Hoefler

Strategic Sourcing Manager

lhoefler@mhec.net • 413-992-2575

Whether you're helping visitors locate your town or campus, a building on it, a room in that building, or a feature of that room, you'll be needing some kind of signage. From nameplates on a door to letters taller than a human



on top of your building, glowing for all to see, the suppliers on the **G24 contract** can design, construct, and install just about whatever signage you can imagine.

Above all, these suppliers offer options. Indoors, or outdoors. Transparent, or opaque. Mounted firmly on the ground, or a flag fluttering in the wind. An awning in neon over the main entrance. Whatever the challenge, these suppliers will help you implement your ideas, or work with you to discover possibilities you maybe hadn't thought of yet.

Companies such as **Go Graphix**, **Spotlight Graphics**, and **Lane Printing & Advertising** specialize in large-form printing, trade show displays, and vehicle lettering and wraps. Other companies, such as **DGI**, **Appenx**, **APCO Signs**, and **MetroSign** work closely with architects to

create 3-dimensional signage. These may include a wayfinding system, giant-logos affixed to facades, or ticker tape marquees. Most of these suppliers offer a wide-variety of options.

A few have specialties that stand out. **Take-form's** wall graphics and acoustic products help transform office environments. **DGI** specializes in creating "zoom rooms"—spaces especially designed to enhance remote meetings and webinars. **Honorcraft's** specialty is recognition. Along with a full line of awards, they also help institutions design and build donor walls, plaques, and medallions that celebrate the accomplishments of previous members. **Scoreboard Enterprises, Inc.**, designs and installs scoreboards.

More than simply directing someone, successful signage can help people make important decisions and help them feel as if they've arrived. Last September, the contract for Signage—Design, Fabrication, Install, Repair & Maintenance (G24) was extended by two years to end on July 31, 2025. All other pricing and terms remain firm for the 17 suppliers on this contract.

product & services

ADA Compliant	Glass	Signage Services
A-Frames	Guidons	Crane Service
Architectural Lettering	Illumination	Design, Build, Installation
Awnings	Lighting	Digital Cutting
Banners	Magnetic	Digital Printing
Billboards	Message Centers	Environmental Disposal
Branding	Monument	Fabric Printing
Burgees	Murals	Large Format
Canvas Prints	Nameplates	Photo Typing
Channel Letters	Neon	Quarterly Sign Inspection
CNC Auto Carved	Pennants	Removal
Concept Drawing Design	Permit Acquisition & Fees	Rentals
Coroplast	Personal Protection Partitions	Repair
Crosswalks Warning Lights	Plaques	Semi-Annual Sign Inspection
Digital Displays	Plastics	Site Surveys
Dimensional	Point of Purchase	Storage
Directional	Post & Panel	Stay Healthy Graphics
Directories, Interactive	Posters	Stencil Making Devices
Dry Erase Lamination	Programmable	Table Throws
Electronic LED Reader Boards	Pylons	Tents
Emergency Alert Monitors	Queuing Systems	Traffic Control
Event, Trade Show Display	Recycled	Travel
Flags & Flagpoles	Road	Vehicle Wraps & Graphics
Floor Graphics, Court	Scoreboards	Wall Graphics
Graphics, Zamboni		Wayfinding
		Window Lettering

G24 suppliers serving your state

G24 Suppliers	CT	ME	MA	NH	RI	VT
Amherst Copy & Valley Signworks	√		√			
APCO Graphics, Inc.	√	√	√	√	√	√
Appenx, Inc.	√	√	√	√		√
DGI Communications LLC	√	√	√	√	√	√

continues next page...

G24 Suppliers	CT	ME	MA	NH	RI	VT
FedEx Office and Print Services, Inc.	√	√	√	√	√	√
Future Tech Enterprise Inc	√	√	√	√	√	√
Go Graphix	√	√	√	√	√	√
Honorcraft	√	√	√	√	√	√
Lane Printing & Advertising	√	√	√	√	√	√
Mass Correctional Industries			√			
Metro Sign and Awning	√	√	√	√		√
Scoreboard Enterprises	√	√	√	√	√	√
Sign Design Inc	√	√	√	√	√	√
Spotlight Graphics, Inc.	√	√	√	√	√	√
Sunshine Sign Company Inc	√	√	√	√	√	√
Takeform Architectural Graphics, Inc.	√	√	√	√	√	√
WS Sign Design Corp	√	√	√	√	√	√



event management

More about this contract can be found on the [G24 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.

Featured Contracts in February: Creating Workspace

Master Leasing & Financing (F19)

Learn about leasing on electronics equipment through Hewlett-Packard Financial Services on brands such as:

Acer, Apple, Canon, Dell, Fujitsu, Hewlett-Packard, IBM, Kodak, Lenovo, Lexmark, Minolta, Panasonic, Ricoh, Samsung, Sharp, Sony, Toshiba, and Xerox

Library Equipment (L53)

Learn about the wide selection of library equipment we have available on contract from suppliers such as:

BayScan Technologies, Bibliotheca, Donnegan Systems, Lyngsoe Systems, Tech Logic, and Whalley Computer Associates

More Contract News

Time Again to start thinking about Cyber Liability

While we all hope the new year will be easier on us than the past few, it's unlikely cyber-crime will diminish anytime soon.

Michelle Lord of the **Eastern Insurance Group** spoke to MHEC recently and confirmed they have been very busy helping organization to apply for cyber coverage. One of the largest independent insurance companies in New England, Eastern's services are available to MHEC's members via the Insurance: **Cyber, Independent Risk Management Consulting contract (I02)**.

"Now is the time to buy digital insurance," she explained. The process can take some time. Especially for nonprofits who budget by the fiscal year, "We get a lot of businesses signing up between January and February."

Last year MHEC published a story Lord wrote that suggested in light of the pandemic, and so much work being done remotely, data and network systems had become the new 'brick and mortar.'

"A solid Cyber Liability and data breach insurance program should provide support for the identification, analysis, control, and financing of risk," she wrote. "Partnering with an insurance carrier that provides support in the identification and analysis of risk so that it can be measured based on institution size and benchmark loss data is critical. Understanding how much insurance coverage is needed and why, is central to a purchasing decision."

Today, she confirmed, the same remains true, and doing this "deeper dive" can take time, as both customer and insurer understand the scope of what's involved.

Additionally, the Eastern Insurance Group provides cyber insurance for individuals and families. To learn more, contact Michelle Lord directly at:

mlord@easterninsurance.com

Register Now for Staples Savings!

The entire Staples catalog is available to MHEC's members at a discount through our **Office and School Supply contract (F15)**.

There are a number of ways members can access these savings—through MHEC's i-buy marketplace™, via the Staples.com website, or in person, directly through any one of their stores.

First, though, individual members need to register through the Staples Advantage website: **www.staplesadvantage.com**.

For any MHEC member questions, please contact Antonio Farinha IV at:

antonio.farinha@staples.com

or call:
860-634-4962





The Main Event

Whether it's a graduation, or a celebration honoring a beloved community member, our events pull us out of our "safety zones." Providing an opportunity to demonstrate our finest qualities to those we serve, these times demand something more from us.

MHEC contracts offer a host of suppliers who can help you and your organization shine brightly when it's time to open your doors and celebrate your accomplishments.

For those of us who hold springtime events, everyone knows that now—when the snow first starts falling—is the time to start preparing. To help get the word out, we have a robust catalog of **Print & Promotional suppliers** on the **F11 contract** who can help design and print everything from invitations to programs. The suppliers on our **Signage Contract (G24)** can both help guide guests to your event, but also help transform a venue into something remarkable with banners, flags, and window decals.

Similarly, we have the lights, audio, photography, and videography covered in our **Multimedia Equipment & Services contract (B11)**.

Suppliers on this contract can electrify any gathering, making certain everything not only goes to plan, but that it's spectacular.

The **Event Equipment Rentals contract (B15)** can help you make sure everyone's seated and there are sufficient tables, and depending on whom your hosting, we can even offer valet parking service on contract. If heavy lifting is required, the suppliers on the **Moving & Storage contract (G13)** are there to help.

Finally, for the big day, we have the **graduation regalia, class rings, yearbooks, and diplomas** all available through our **B01 contract**. If some of your guests are coming from abroad, we can help make sure they understand the proceedings with the suppliers on our **K02 Interpretation and Translation contract**.

Whatever it is, we've got you covered. At MHEC, we understand that no matter how many events you've held, until the upcoming one is over, all of them are the Main Event.

B01 Graduation Regalia, Judicial Robes, Class Rings and Related Products

House of Stole
Jostens
Oak Hall Industries
Paradigm
University Cap and Gown-Balfour

B11 Multimedia Equipment & Services

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

B15 Event Equipment Rentals and Services

ATC Audio
Capital Convention Contractors
Christian Party Rental
Down Right Productions
Immedia

The Event
Theatrix
United Site Services Northeast
Valet Park of America
Zmetra Clear Span Structures

F11 Print & Promotional

4imprint
Blink Marketing
Collegiate Promotions
Crafty Queer Studio
Crestline Specialties
Eagle Trophy
Go Green Solutions
Imprint Express
Lane Printing & Advertising
Leone Marketing Solutions
Marcus Printing
My Marketing Solutions
New England Promotional Marketing
Northeast Promotion & Apparel
Rau Graphics
Razz m Tazz Promotions
RR Donnelley
Silver Screen Design
Soundscape Merchandise
Staples Business Advantage
Staples Promotional Products
Stay Visible
SupplyLogic
Tiger Press
Wing Press

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

G10 Domestic and International Mail & Parcel Delivery Services

UPS United Parcel Service

G13 Moving & Storage Supplies and Services

ABC Moving and Storage
Atlas Van Lines
Boomerang Moving & Storage
Collins Brothers Moving Corporation
Conlon Moving Systems
Consumers Relocation Services
Five College Movers
Liberty Movers
National Library Relocations
Personal Movers
Rentacrate Enterprises
Roger Sitterly and Son
William B. Meyer

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 Corp

The Main Event *continued...*



K02 Interpretation and Translation, Equipment, Supplies & Services

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

S04 Staffing & Executive Search Services

EDA Staffing
Express Services
Kforce
Marathon Staffing Services

Populus Group
Robert Half International
The Resource Connection
The Spelman & Johnson Group
Whalley Computer Associates



“THE MAIN EVENT” SOLUTIONS

In our contract portfolio, MHEC offers a wide range of options for making the important events you plan and hold memorable in all the right ways.

Planning, promotion, support staff, lighting, multimedia, chairs, tables, transportation, caps, gowns, and diplomas—everything your organization might need to celebrate your accomplishments, all in one place. Should you not find 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.)

GREEN CLASS RINGS



Established more than a century ago, **Balfour** is “recognized as one of the oldest and largest distributors of commemorative jewelry and recognition products.”

As an industry leader, the company is committed to the environment. They were the first class ring manufacturer to endorse **No Dirty Gold's Golden Rules** calling on the mining industry to

meet higher social, human rights, and environmental standards. They've also adopted the United Nation's certification process to ensure the diamonds they use were mined humanely. Further, the stainless steel used in some jewelry is made with Celestrum™, a 95% recycled material.



CUSTOM GRADUATION STOLES

Kente cloth is the traditional textile of Ghana. Folklore says that the style was invented by weavers in an attempt to replicate the patterns of Anansi, the trickster spider god. Vibrant in color and steeped with symbolism, the handwoven fabrics have been around for over a thousand years and once were worn by royalty. Today, the fabrics are still worn in Ghana, but academic stoles made from this process have been gaining popularity globally in graduation ceremonies.

The **House of Stole** is based in Tema, Ghana, West Africa, but also has an office in Chicago, IL. They are represented on the MHEC contract for **Graduation Regalia, Judicial Robes, Class Rings and Other Related Product (B01)** and are eager to serve our members' graduation needs.

Individual custom stoles, or bulk purchases, can be ordered through their website. Though the weaving technique is ancient, the House of Stole website offers a free, online tool to help students

and faculty customize their stoles. With a few mouse clicks, it's easy to add your own school colors, mottoes or slogans, and a whole selection of symbols and icons. If you have a graphic not on their list you'd like to include, it's possible to submit the design for consideration.

Kente stoles enhance graduations with a splash of color and a deep sense of ceremony. They allow graduates and their families to celebrate in a way that is truly unique, but also grounded in over a thousand years of tradition.



PORTA POTTIES & MORE

United Site Services, based out of Foxborough, MA is on MHEC contract for Event Equipment Rentals & Service (B15). They are ready to help meet your needs for portable plumbing, whatever the event. They offer several varieties of portable toilets, including ADA Compliant and handicap restrooms. Also available

are Executive and Deluxe Restrooms that can be brought in on trailers.

Other mobile plumbing needs, such as portable sinks and sanitizing stations, are also available. As are temporary shower trailers, which come in virtually any size and configuration to suit your specific needs.

United Site Services can support all member locations with the exception of Maine and Vermont.



DIRECTIONAL PARKING

If you're planning a bigger event than you have parking for, consider directional parking services.

Available on our contract for Event Equipment Rentals (B15) from **Valet Park of America** to members in all of our six New England states, the service uses a system of signage, uniformed attendants, and shuttle buses to maximize the amount of available parking at any location.

Your guests are directed to where to park their vehicles and then transported by bus to the venue. Valet Park of America can also provide security, giving members piece of mind during the event.

No one wants their guests' first impression to be a snarl of traffic with no clear parking space available. Directional Parking offers traffic flow management and pedestrian assistance to make sure everyone arrives and leaves safely, putting the emphasis on your celebration, not on parking logistics.





Drinkware



School supplies



Bags & backpacks



Apparel



So much more!



Put your logo on just about any product imaginable!

New customers receive a free logo setup on their first order **(\$100 value)**



LEONE

Marketing Solutions

#MC12F11 - Leone Marketing is a women owned business! leonemarketing.com/mhec/



**SPECIAL DISCOUNT CODE FOR:
MASS. HIGHER ED. CONSORTIUM**

Econo-Fold



Just-A-Fold III



Fold-On



40% OFF BOOK JACKET COVERS
Save an additional 10% off of contract price
Promotion Valid January 1 - February 2, 2023

Email Orders/Quotes/Questions to:
supplies.quotes@brodart.com

To Receive Your Discount
Use Discount Code
SVMORE
when you check out at
www.shopbrodart.com



**Free Shipping on
Orders over \$50**

Contract #L50 Library: Supplies, Archival Products & Service

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")



A New 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: January 2023

Wednesday, January 4
1:00 pm

Wednesday, January 11
1:00 pm

Wednesday, January 18
1:00 pm

Wednesday, January 25
1:00 pm

Wednesday, February 1
1:00 pm

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:

January 19-21
Massachusetts Municipal
Association
Hynes Convention Center
Boston, MA

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

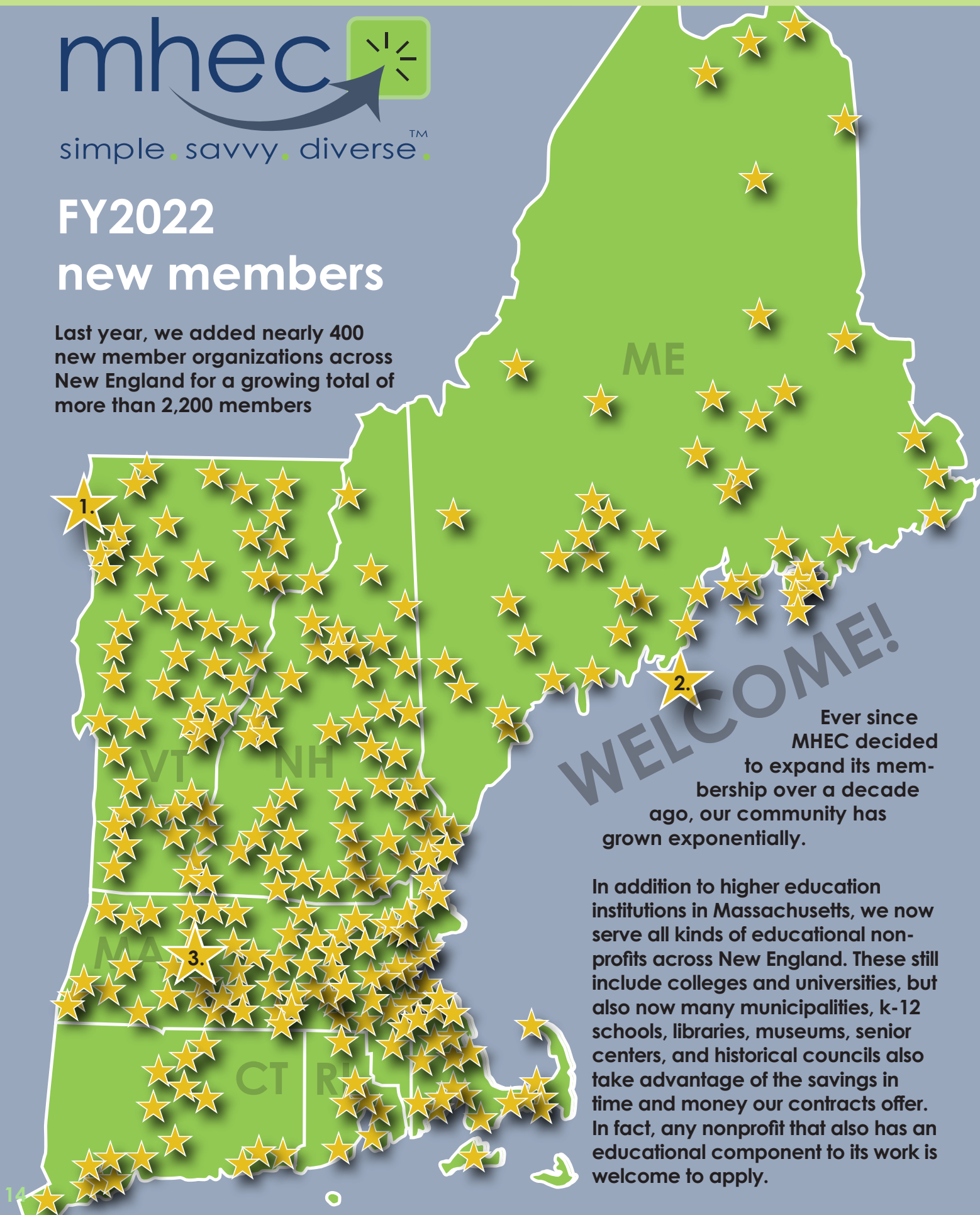
April 27
CASBO
Plantville, CT



simple. savvy. diverse.

FY2022 new members

Last year, we added nearly 400 new member organizations across New England for a growing total of more than 2,200 members



Ever since MHEC decided to expand its membership over a decade ago, our community has grown exponentially.

In addition to higher education institutions in Massachusetts, we now serve all kinds of educational nonprofits across New England. These still include colleges and universities, but also now many municipalities, k-12 schools, libraries, museums, senior centers, and historical councils also take advantage of the savings in time and money our contracts offer. In fact, any nonprofit that also has an educational component to its work is welcome to apply.



= new FY 2022 member



2022 New Members:

1. View west across Lake Champlain from Grand Isle, VT, whose library joined last year.

2. Public library on the island of Monhegan in Maine.

3. The Holyoke Mountain Range, part of the region the Kestrel Land Trust works to protect.



Part of MHEC's commitment to diversity is celebrating the wide variety of regions and institutions we serve. In the coming year, we want to learn more about all our members—what they do, and whom they serve—and share what we find with you all in these pages.

Eager to connect with us? Please free to contact **1st Monday** directly:

mroessler@mhec.net

Where in the World is Janet Garabedian?



MHEC's Janet Garabedian, Manager of MHEC Business Development is with Gary Duggan, Director of Procurement and Administrative Services, Westfield State University and Reynaldo Ramos, Senior Director for Purchasing and Vendor Management, Salem State University. They were meeting at their quarterly Massachusetts State Procurement Directors meeting at the campus of University of Massachusetts, Unified Procurement Services Team offices in Shrewsbury, Massachusetts to discuss state procurement issues, ideas, and collaboration.

Janet Garabedian has worked with regional universities since the 1990s and has more than two decades experience with New England nonprofits. Most recently, she has been helping libraries and municipalities to learn about how the products and services on MHEC contracts can meet their needs. Whether your organization is in Maine or Rhode Island (or somewhere in between), Janet is happy to pay you a visit, too. Maybe she can add you to our constellation of new members next year.

To schedule your own in-person or virtual meeting with Janet, email her:

jgarabedian@mhec.net

coming in February: **creating workspace**



Well lit. Shelf space. Hard or soft surfaces? Desks and tables?

How ever your team gets things done...

...MHEC contracts have you covered!

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