mhec

1st monday
monthly member digest
october 2023

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

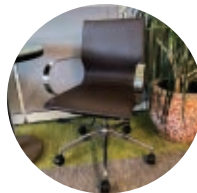# is your data locked down?
for cybersecurity...

...mhec contracts have you covered!

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welcome new members!

Each month, this publication acts as a guide to our members, letting them know about updates and features of our purchasing contract portfolio. With more than 50 contracts designed for municipalities, schools, higher education, libraries, and other educational not-for-profits, there's a wide spectrum of products and services available to our members—immediately and at a discount.

Connecting our members with the best suppliers available on our contracts is key to what MHEC does. And everyone on staff understands the best way to do that is in person. That's where our annual **Expo** comes in.

Each fall, **Expo** offers our members an opportunity to see for themselves what the cutting edge of the industry looks like this year. Whether it's robotics, 3D printing, or high-tech window film, suppliers provide hands-on demonstrations, showing visitors how they can take advantage of these advancements and many others.

This year our theme was **Autumn in New England**, and we were delighted to see more suppliers and members than in recent memory. Everywhere, there were conversations and demonstrations going on, and new connections made. After a bowl of chowder and cup of hot cider, everyone went home energized for the season ahead.

If you weren't able to join us this year, no worries. We just announced **the date for next year's event in Worcester, MA at the DCU: September 19, 2024**.

We will be celebrating a quarter of a century of connecting our members with suppliers across the region. Hope to see you there.

cybersecurity

This October is the 20th anniversary of **Cybersecurity Awareness Month**, a collaboration between the National Cybersecurity Alliance and private business "to raise awareness about cybersecurity and empower everyone to protect their personal data from digital forms of crime."

We've all heard the stories: there's a lot of ways to be tricked on-line. Someone in a rush responds to a questionable email and suddenly computers crash. Surfing the web, a coworker clicks on a link and downloads malware that affects the whole office.

Extricating yourself from the very real trouble so easily caused can be much harder. Data-breeches, corporate espionage, and blackmail, all made easier by the same tools that you, your family, and workplace depend on.

Fortunately, there are steps people and organizations can take to protect themselves against cybercrime. The national website offers a range of advice and reporting for basic steps everyone can take.

These include using strong passwords and a password manager; turning on multifactor authentication when available; recognize and report phishing; and keep your sofware up-to-date (learn more at: staysafeonline.org/programs/cybersecurity-awareness-month/).

Beyond basic digital hygene, MHEC contracts have New England educational organizations and municipalities covered. Our **Network Infrastructure contract (F14)** has a wide selection of suppliers who can help you set up new networks, or improve existing ones. To help you protect your digital investments, our contract for **Insurance (I02)** includes options for cyber insurance. Both contracts are featured at the end of this issue.

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A LOOK BACK AT EXPO 2023!

EXPO is all about connecting our members with the suppliers on our contracts. With experts on hand to answer questions and demonstrate features, it's both an excellent learning experience and a business opportunitiy. Below is a selection of images from this year's event, held September 21, 2023 at the Worcester DCU.

OCTOBER CONTRACT ADDENDUM

B14 Event Equipment Rentals and Services

- This contract will extend for a period of (8) eight months to 4/30/2024.

F14 Network Infrastructure & Management Services

- This contract will extend for a period of (2) two years to 8/31/2025. As of 9/1/23, SHI International Corp., and Verizon Business Network Services are removed pending signed renewals. Konica Minolta Business Solutions, First Light Fiber Inc., Aspen Technology Group Inc., and Airespring Inc. have been removed from contract.

G13 Moving & Storage Supplies and Services

- Effective September 15, 2023, William B Meyer and Liberty Movers have updated their pricelists.

G27 Vehicles: Purchase, Leasing, Equipment, Parts & Accessories

- This contract will extend for a period of (1) one year to 9/30/2024.

EXPO 2023 BEST BOOTH WINNERS

At our annual Expo, MHEC selects three booths that we feel best reflects the event's theme. This year, the theme was "Autumn in New England," and winners of the booths, the exhibitors, and MHEC staff are below.

First place: Red Thread

Second place: ENE Systems

Third place: Robert Half

cybersecurity

With October being the 20th anniversary of Cybersecurity Awareness Month, MHEC wanted to share the resources available through our portfolio of contracts that can help our members keep their networks strong, resilient, and insured against intrusion and data loss.

Every year digital technologies become more powerful, but also systems become more complex. In addition to words and numbers, to support our meetings, our networks now need to deliver multiple, syrnchronized audio and video feeds on demand. To keep pace with the swiftly evolving cutting edge, the suppliers on our contracts offer a wide range of products and services that help make these advances comprehensible and working for your organization—not against it.

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

CYBERSECURITY ASSET MANAGEMENT

What devices connect to your systems? This is an important question in creating a comprehensive cyber security plan. Aramis is a solution offered by **NEWCOM Wireless Services** on our **Technology contract (F05)**.

Aramis is a device security platform, designed to protect organizations from cyber-threats created by the onslaught of unmanaged devices. It's available to our members through **NEWCOM Wireless Services on** our **Technology Contract (F05)**.

Once, it was a lot easier knowing your network and the devices on it were secure. If needed, it was possible to sever all connection with the outside world and keep an ever-vigilant eye on what data came into your system and what left it. Those days are largely behind us now.

Today, as the dependence on cloud-based and cellular solutions increases, it's becoming harder and harder to track all the components that conect to our networks.

Now, instead of just a web of servers, computers, and laptops, we've got microwave ovens, refrigerators, and toys that connect to the internet. The highly technical term for all these web-aware products is the "Internet of Things," or IoT.

Aramis helps organizations identify and track all the different IoT devices that interact with their network. Along with discovering when and where digital assets are being used, Aramis can tell whether they are missing critical security agents or updates, which applications are being using and if there are vulnerabilities.

If a risk is identified, the software will assess the degree of the threat (based on user-defined criteria), and automatically address it, if necessary. This can include preventing the device from connecting, issuing a warning to the user, or kicking off a process to install an upgrade or patch.

CYBERSECURITY SUPPLIER LISTINGS

F04: Software

Adorama
Carahsoft Technology Corporation
CDW Government
Connection Public Sector Solutions
Continental Resources
SHI International
Vidcode
Whalley Computer Associates

F05: Technology

Acada Communications
Adorama
Advanced Systems Integrators
ADVIZEX
AET
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
Connection Public Sector Solutions
Continental Resources
ConvergeOne
Custom Computer Specialists
Dell Marketing
EC America
ePlus Technology
Epson America
Extreme Networks
Future Tech Enterprise
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
VoDaVi Technologies
Whalley Computer Associates
Winslow Technology Group
Xerox Corporation
Zensar Technologies

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CYBERSECURITY SUPPLIER LISTINGS

F14: Network Infrastructure & Management Services

- Apogee
- CBS Connecticut Business Systems
- CBTS fka OnX
- CenturyLink
- CherryRoad Technologies
- CloudHesive
- Comcast Business
- Crocker Communications
- Crown Castle Fiber
- DGI Communications
- D-LAN Fiber Optics
- ENA
- Granite Telecommunications
- Harbor Networks
- HUB Technical Services
- InfraNet Solutions
- intlx Solutions
- Ivy.ai
- JS Business Solutions
- New Era Technology NE
- North Atlantic Networks
- Presidio Networked Solutions
- Sandra Network
- Smartronix
- Verizon Wireless
- VoDaVi Technologies
- Whalley Computer Associates
- Windstream Services

F20: Records and Microfilm/Film Management, Scanning, Storage, Destruction, Shredding, Archiving

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

CYBERSECURITY SUPPLIER LISTINGS

I02: Insurance: Cyber, Independent Risk Management Consulting

Eastern Insurance Group

S03: IT Project Services, Business and Technical Services

Advanced Systems Integrators

CampusWorks

Carahsoft Technology Corporation

CBTS fka OnX

CTS Services

Custom Computer Specialists

ePlus Technology

Harbor Networks

HUB Technical Services

Island Tech Services

JS Business Solutions

K2 Partnering Solutions

North Atlantic Networks

Performance Guidance Group

Perkins School for the Blind

Presidio Networked Solutions

Strata Information Group

Vertical Communications

VoDaVi Technologies

Whalley Computer Associates

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I02: Insurance — Cyber, Independent Risk Management Consulting

Commercial: auto, general liability, package, property. Cyber consulting. Dorm contents overage. Educators legal liability. Employee benefits. Fidelity and crime coverage. Foreign travel. Law enforcement professional liability. Workers compensation and employee liability.

Andrew Ryan
Strategic Sourcing Manager
MCPPO
aryan@mhec.net
413-992-2514

I02 has a supplier serving these states:

CT	ME	MA	NH	RI	VT
√	√	√	√	√	√

When it comes time that you need to talk to an insurance company, working with someone local matters. You want the person on the other end of the line to be someone who understands your business, your region, and your needs.

MHEC's contract for **Insurance: cyber, independent risk management consulting (I02)** has you covered. We work with the **Eastern Insurance Group**. As a wholly owned subsidiary of Eastern Bank, they are one of the largest independent insurance agencies in New England.

Eastern Insurance Group serves all of New England with expertise in not-for-profit organizations, and many other professions. They have a 24/7 claims and customer service center, and more than 400 employees in offices across eastern Massachusetts and Rhode Island.

Working with over 50 different insurance companies, the Eastern Insurance Group can offer competitive packages customized to the needs of their clients, whether they're educators, doctors, scientists, police, or caregivers—to name a few industries they serve.

Along with industry-specific products, they offer a rage of personal, private options, as well as services to assist with employee benefits and compliance. This includes cyber coverage for both businesses and individuals. Types of this kind of coverage include: Cyber-attack, Cyber extortion, Online fraud, Data breach, and Cyberbullying.

More about this contract can be found on the I02 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.

contract serves all sectors

F14: Network Infrastructure

Conferencing, cloud, data backup, managed services, data center services, fiber, firewall, hosting services, network security, VPN, web & video conferencing.

Cathy Brunelle

Strategic Sourcing Manager
MCPPO in process
cbrunelle@mhec.net
413-992-2501

F14 has suppliers serving these states:

CT	ME	MA	NH	RI	VT
√	√	√	√	√	√

One thing is for certain, the more we depend on technology to make our lives easier, the more complex the options become and the greater the challenge is finding the solution that suits your organization best. Glance away for a moment with technology, and everything's different.

MHEC's contract for **Network Infrastructure (F14)** includes more than two dozen suppliers who specialize in a full range of connectivity needs from installing networks, to maintaining them, keeping them secure, and problem solving issues as they arise.

Most suppliers on this contract work with organizations in all New England states, and we have a number who specialize in different not-for-profit industries. **Apogee**, for instance, works exclusively with higher education, helping universities and colleges manage data, assure access to essential tools for staff and faculty, and install and maintain residential networks for students.

Similarly, **CherryRoad Technologies** specializes in working with local and state government agencies to better connect with the citizens they serve. While **SHI** provides software and hardware solutions to all kinds of clients, they also have worked with over 12,000 government and educational organizations to upgrade from legacy systems, optimize licensing, and enhance security, among other services.

Like **SHI**, which is minority and woman owned, the **Sandra Network** is a diverse supplier (disadvantaged/woman-owned) who offers a range of management services—from servers and networks, to websites and email.

diverse contract

Along with the range of smaller, New England-based companies that offer a range of services, like **Whalley Computer Associates**, the contract includes national businesses such as **Comcast** and **Verizon Wireless**.

More about this contract can be found on the F14 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.

contract serves all sectors

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THANK YOU WORCESTER

save the date:
EXPO 2024 AT THE DCU
September 19, 2024

(supplier meeting 9/18/24)

See you next year!