



MHEC-Dell Direct-Purchase Agreement Makes Technology More Accessible for 2,000 Member Schools and Affiliates

- Dell and [Midwestern Higher Education Compact](#) (MHEC) partner to bring technology to schools and help simplify technology purchasing
- Agreement designed to allow administrators to spend less time on procurement processes and more time on improving education
- Students, faculty can also take advantage of agreement

ROUND ROCK, Texas, and MINNEAPOLIS, Sept. 24, 2009 –Nearly 2,000 U.S. colleges and universities now have the opportunity to increase efficiencies and save time by purchasing technology directly from Dell rather than through cumbersome bidding processes.

The new direct-purchase option is the result of an innovative agreement between the Midwestern Higher Education Compact (MHEC) and Dell. MHEC will extend the benefits of the partnership to its sister compact, the [Western Interstate Commission for Higher Education](#) (WICHE) and to institutions, students and faculty in MHEC and WICHE member states.

[Streamlined purchasing and special pricing](#) allow MHEC and WICHE member institutions to maximize their technology budgets and the potential use of any available [American Recovery and Reinvestment Act](#) funding. Many state governments have decreased the amount of money allocated to higher education for the current fiscal year.

MHEC and WICHE-affiliated K-12 schools and districts, city, state and local governments, and education-related not-for-profit organizations also can take advantage of the agreement.

Quotes:

Timothy Smith, IT Director for Arts and Humanities at Ohio State University and member of MHEC's Technologies Committee

"I am pleased to work with Dell to bring their entire catalogue to MHEC members at a great value. They were committed to working with our group to provide technology solutions for the needs of all MHEC's constituents."

Larry Isaak, MHEC President

"Through our partnership with Dell we are able to provide our members with affordable access to technology that will lead to significant improvements in our education system."

John Mullen, VP Dell Education, State and Local Government

"This agreement makes it as easy for schools to purchase our technology as it is to use it. Our goal is to simplify schools' ability to get technology into the hands of students, teachers and administrators to improve learning and drive achievement."

About MHEC

The Midwestern Higher Education Compact (MHEC), founded in 1991, consists of twelve states: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota and Wisconsin. MHEC sponsors a variety of programs to reduce costs, to increase student access and to conduct policy research and analysis. The Compact is statutorily created and governed by a board comprised of five commissioners from each member state. Commissioners include legislators, governors' representatives and higher education leaders.

About Dell

[Dell Inc.](#) (NASDAQ: DELL) listens to customers and delivers innovative technology and services they trust and value.

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