



# MHEC Technologies Committee

## A MIDWESTERN HIGHER EDUCATION COMPACT INITIATIVE

Efforts are guided by your institutional peers, chief information officers, technical experts, and IT procurement professionals who are forward-leaning, strategic thinkers that can run IT well and contribute to broader conversations on the role of technology in higher education. [mhectech.org](http://mhectech.org)

### WHO IS ELIGIBLE?



**HIGHER EDUCATION**  
public & not-for-profit private



**NON-PROFIT  
ORGANIZATIONS**  
education-related only



**K-12 DISTRICTS & SCHOOLS**



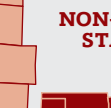
**STATE  
GOVERNMENTS**



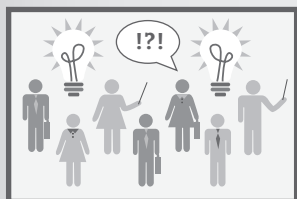
**CITIES,  
COUNTIES  
& LOCAL  
SUBDIVISIONS**



**NON-MHEC  
STATES**

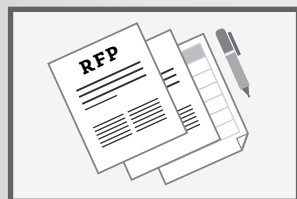


### HOW DOES MHECtech WORK?



#### THOUGHT LEADERSHIP

Our Technologies Committee members are educational technology experts and trusted sources who inspire innovative ideas, work collaboratively to prioritize those ideas, and volunteer their time to turn these ideas into reality.

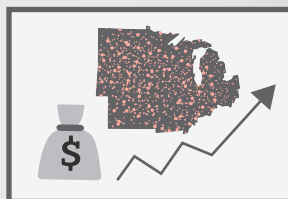


#### PRE-NEGOTIATED CONTRACTS

We've developed a competitive and extensive RFP process designed to save our members time and money while making it easier to purchase technology needs.



#### RECOGNIZED LEADERS for the advancement of educational technology planning



#### PURCHASING POWER

We leverage the combined volume of as many campuses in our member states to reach favorable agreements with technology vendors.



#### STRATEGIC PLANNING

MHECtech continually develops strategic programs that provide easier and quicker access to technology hardware, software, and services.

### TECHNOLOGY CONTRACTS

Visit [mhectech.org/contracts](http://mhectech.org/contracts) to learn about our hardware, software, and service contracts.

Contact Nathan Sorensen at 612-677-2767 or [nathans@mhec.org](mailto:nathans@mhec.org) with questions regarding eligibility, contracting authority, or contract terms.



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youtube.com/user/mhec12

### WHAT'S AVAILABLE?





VIEW CURRENT  
RFPs AT  
MHEC.ORG

## I'M A TECHNOLOGY VENDOR



### WE ARE AN INNOVATIVE TECHNOLOGY SOLUTION PROVIDER

understands MHECtech initiatives and how eligible entities can leverage MHEC contracts



### OUR TECHNOLOGY SOLUTION CAN MEET YOUR NEEDS



higher education  
solution-oriented,  
innovative BIG ideas



flexible options  
to meet business  
requirements



designed to be  
adaptable as the  
technology evolves

### WE ARE CONSIDERED FOR AN AWARD FROM MHEC

responsive  
proposal  
meeting each  
requirement



a go-to market  
strategy with  
executive  
sponsorship



negotiate terms  
and conditions,  
licensing,  
and pricing

### OUR SOLUTION WILL CHANGE AND ADAPT WITH THE MARKETPLACE

generate the best  
quality and  
economic value

transparent  
products, services,  
and guarantees

strong R&D and  
an educated  
salesforce



MHEC is a legislatively established interstate compact with **BROAD CONTRACTING AUTHORITY** serving as a **LEAD PUBLIC AGENCY** on behalf of our **MEMBER STATES** in collaboration with a committee of **SUBJECT-MATTER EXPERTS**.



## MHEC PROCURES INFORMATION TECHNOLOGY



fair and open public  
competitive bidding process



prepared and evaluated by  
subject-matter experts



award based on criteria  
and applicable law

## MHEC ENTERS INTO MASTER AGREEMENTS



## MHEC MANAGES THE CONTRACT



vendor management  
and business reviews



education  
and awareness



contract compliance  
and performance



CHECK YOUR  
ELIGIBILITY AT  
MHECTECH.ORG

## I'M AN ELIGIBLE ENTITY



### I CHECKED MHECTECH.ORG AND MY ENTITY IS ELIGIBLE

work directly  
with vendor



no additional  
membership  
requirements



minimum  
discount pricing

### MY PEERS EVALUATED AND VALIDATED THIS SOLUTION



provides input from beginning to end from higher education CIOs, technical experts, and IT procurement

### A SIMPLIFIED PROCUREMENT PROCESS SAVES TIME & MONEY

access to contracts  
awarded through  
full and open  
competition



expedites  
procurement  
process



minimizes  
burden on  
administrative  
resources

### A TURN-KEY SOLUTION WITH OPTIONS

integrates easily  
with institutions  
procurement  
process



flexible contract for  
amending terms and  
negotiating additional  
discounts



generates the  
best quality and  
economic value  
to fit my needs

VENDOR AND ENTITY ESTABLISH  
DIRECT RELATIONSHIP