

April 26, 2022

**Technology Solicitations:** The Midwestern Higher Education Compact (MHEC) is committed to providing notice regarding upcoming technology solicitation opportunities. The schedule below includes anticipated upcoming solicitations. MHEC encourages institutions and providers to use it in conjunction with other resources on MHEC's website (<http://www.mhec.org>). While MHEC is not required to do so, we hope that by giving the community a preview of upcoming contract opportunities, it will:

- Improve understanding of MHEC's requirements;
- Enable vendors and institutions to offer feedback on the specifications;
- Enhance public access; and
- Encourage full and open competition.

Project Title	Anticipated Solicitation	Notes
End User Computing	Calendar Year 2021	<a href="#">Link to RFP</a>
Data Analytics	Calendar Year 2022	<a href="#">Survey for Institutions</a>

**Disclaimer:** All planned sourcing activities are subject to revision or cancellation. This is not an exhaustive list of MHEC initiatives. The information provided is for planning purposes only, and it does not present a solicitation or constitute a request for proposal, nor is it a commitment by MHEC to make an award for the described products or services. There is no obligation to respond to or return any solicited or unsolicited proposals received.

**Public Notice:** Solicitation announcements are formally published in the [Illinois Procurement Bulletin for Public Institutions of Higher Education](#), the [Minnesota State Register](#) and MHEC's website at <http://www.mhec.org/news>.

**More Information:**

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**Disclaimer:** The following statement is a draft scope of services for a future solicitation and is subject to change without notice. This is not an advertisement.

**Public Notice:** [End User Computing and Peripherals, Device Lifecycle Management Solutions, and Associated Services MHEC-RFP-10282021](#)

**Timeline:** October – February 2022

**Incumbent:** [Dell Technologies](#), [HP Inc.](#), and [Lenovo \(United States\)](#)

**Purpose of Solicitation:** The Midwestern Higher Education Compact (MHEC) is exploring cost-effective end user computing hardware and peripherals, device lifecycle management solutions, and innovative associated services that allow access to networks, data, and systems. In the spring of 2014, MHEC conducted a solicitation for [Computing Hardware and Related Services](#). Contracts were awarded to Dell, HP Inc., Lenovo, and Oracle. These contracts for Computing Hardware and Related Services are set to expire beginning in June 2022. MHEC is preparing to re-bid for end user computing and peripherals, device lifecycle management solutions, and associated services in an open market competitive solicitation. Each contract award fulfills the public sector acquisition requirements of a competitive sourcing event following the model procurement code for state and local governments. Eligible organizations across the MHEC, NEBHE, SREB, and WICHE compact regions have benefited from the cooperative contracts' consistent pricing and terms, purchasing over \$3 billion dollars of products and services. Eligible organizations utilize the contracts to leverage discounts for hardware, software, support, and maintenance, IT as a Service, professional services, financing, and other related services. Order fulfillment is widely available, including local suppliers, through the channel by authorized resellers or direct from the manufacturer.

**Business Drivers:** Higher education institutions are continuing to develop digital infrastructures we never imagined before the pandemic to support the changing landscape of delivering digital experiences through a variety of end user computing devices and peripherals. The hybrid and hyflex online learning and remote work experience have changed the digital first expectations for students, faculty, and staff. Technology in its many different forms, and its connection to student access and learning, have become increasingly important. However, many institutions considering these implementations have limited budgets and staffing to properly source these enterprise level solutions. Throughout the Midwest region, institutions are seeking to enhance their digital services through device lifecycle management and digital transformation efforts to drive future learning models, improved student outcomes, greater affordability, and accessibility to a diverse population in various geographical locations. This may require associated services, regardless of device, that can handle

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security, bandwidth of all users, self-service tools, and technologies. Additionally, these solutions may need to be centrally managed and supported, with the goal of reducing the time and effort to manage these devices and systems through flexible options to purchase, finance, outsource, or pay-as-you-go.

**Proposed Solution:** MHEC is seeking to solicit one or more technology providers to propose a full line of end user computing and peripherals, device lifecycle management solutions, and associated services in an upcoming request for proposals. In addition to the applicable products, hardware, software, IT as a Service (ITaaS), managed services, service solutions, financing, or other associated services; any proposed solution needs to have as options: implementation costs, consulting fees, maintenance, technical support, security, and training to the extent necessary to fully utilize the solution. The intent of the solicitation will be to enter into a master agreement with a framework to allow providers to write orders and institutions to acquire products and services through a defined fulfillment channel and a starting point for price. This framework facilitates a direct relationship between the technology provider and institutions with discounted pricing as well as terms and conditions that are better than most institutions can negotiate individually. This process is designed to minimize the burden on administrative resources for institutions in the region, saving both time and money. Additionally, it allows both the institution and the provider to focus most of its energy on finding the technology solution that best fits the institutions needs and negotiating the providers order, instead of creating the contract itself.

**Term of Contract:** The initial term of three (3) years, plus four (4) year option to renew.

**Method of Award:** Best Value

**Competitive Process:** All solicitations undertaken are open, fair, and follow a competitive bid process. MHEC adheres to the model procurement code for state and local government for conducting open and competitive solicitations in accordance with applicable rules and regulations of MHEC's member states.

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**Title:** Data Analytics for Student Success, Institutional Efficiencies, and Integration

**Timeline:** May – September 2022

**Incumbent:** [SAS Institute](#)

**Purpose of Solicitation:** The Midwestern Higher Education Compact (MHEC) is exploring innovative solutions to advance the use of data analytics for student success, institutional efficiencies, and integration to assist colleges and universities, university systems, and states interpret and share the vast amounts of data being produced every day in our hyperconnected world. In January 2014, MHEC awarded SAS Institute a contract [SAS MHEC-011014](#) for administrative, teaching, and research licenses for SAS Institute full line of on-premise and cloud bundled business intelligence, data analytics, predictive analytics, and visual analytics solutions. The tiered licensing options offers K-12, and higher education institutions bundled software packages with ceiling pricing for the first year and renewal fee; plus 60% off SAS academic training. The award fulfills the public sector acquisition requirements of a competitive sourcing event following the model procurement code for state and local governments. As part of the contract lifecycle ending November 2022, MHEC will re-bid for data analytics for student success, institutional efficiencies, and integration solutions in an open market competitive solicitation.

**Business Drivers:** Today's higher education institutions are increasingly leveraging the benefits of data analytics in analyzing their student, alumni, operations, and personnel data. Integrating with other systems and services within private and public cloud networks creating reliable data streams from student information systems (SIS), learning management systems (LMS), other enterprise resource planning (ERP) systems, and from the ecosystem of partners to capture, maintain, and make accessible through easier data exploration. Institutions are seeing the benefits from the information, reports, and resources that measure student success and achievement. These insights provide the best opportunities for the use of data, statistical algorithms, and machine learning techniques to identify the likelihood of future outcomes based on historical data. Institutional efficiencies benefit as well using dynamic visualization reporting solutions with dashboard tools available across all departments and locations, to improve the performance of various business operations such as administration, human resources, facilities, and finance. Integration allows the institutions to deliver relevant self-service information using the user's platform of choice to create stronger connections. Students want to discover new insights that they can implement to improve their learning strategies. Going beyond knowing what has happened to providing information necessary for faculty and staff to make data-driven decisions on the best policies and practices that affect students. Besides easier data

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exploration, students, faculty, and staff have a better comprehension of data analysis through these tools. With the support of data analytics institutions can make informed decisions to navigate today's challenges (e.g., declining state funding, enrollment concerns, questions about the value of a degree, workforce, and job trends) and prepare for the future.

**Proposed Solution:** MHEC is seeking to solicit one or more providers to propose data analytic solutions for student success, institutional efficiencies, and integration in an upcoming request for proposal. With examples of higher education use of advanced business intelligence, data analytics, predictive analytics, visual analytics, artificial intelligence, or other associated product capabilities. And how integration and deployment has evolved to address the most pressing challenges across the institution. The proposed solution must include software licensing models, flexible pricing models, adaptive pricing, private cloud and public cloud options, separate pricing for storage and compute, IT process automation, and the option for maintenance and support from third parties. In addition to the applicable products and services, any proposed solution needs to have as options implementation costs, consulting fees, maintenance, technical support, security, and training to the extent necessary to fully utilize the solution. The intent of the solicitation will be to enter into a master agreement with a framework to allow providers to write orders which allows institutions to acquire products and services through a defined fulfillment channel, a negotiated enterprise license agreement, and a starting point for price. This framework facilitates a direct relationship between the provider and institution with discounted pricing, as well as terms and conditions that are better than most institutions can negotiate individually. This process is designed to minimize the burden on administrative resources for institutions in the region, saving both time and money. Additionally, it allows both the institution and the provider to focus most of its energy on finding the technology solution that best fits the institutions needs and negotiating the provider's order, instead of creating the contract itself.

**Term of Contract:** The initial term of this contract is three (3) years. In addition, this contract has an option to renew for up to one (1) additional four-year (4) term.

**Method of Award:** Best Value

**Competitive Process:** All solicitations undertaken are open, fair and follow a competitive bid process. MHEC adheres to the Model Procurement Code for State and Local Government for conducting open and competitive solicitations in accordance to applicable rules and regulations of MHEC's member states.

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