February 21, 2023

The Midwestern Higher Education Compact (MHEC) is an interstate compact that act as a lead public agency on behalf of its member states. The MHEC's cooperative contract process is designed to provide education and government entities with cost-efficient solutions through master agreements. MHEC's contract process is based on fair and open competitive solicitation and is designed to minimize the burden on limited administrative resources, saving both time and money. The compact's goal is to establish public-private relationships that allow more flexibility while still maintaining compliance with applicable procurement laws and best practices.

Technology Solicitations: MHEC is committed to providing easier and quicker access to IT hardware, software, and service solutions for higher education institutions in its member states. To continually improve these IT solutions, MHEC engages in an open competitive public solicitation process. The schedule below includes anticipated upcoming solicitations. MHEC invites interested parties to learn about its current technology contract offerings, participating institutions, and cost-savings impact by visiting its website ([http://www.mhec.org](http://www.mhec.org)). The upcoming solicitations will undergo thorough research to define the solution objective and identify potential providers, taking into account the requirements of the higher education community. 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.

<table>
<thead>
<tr>
<th>Project Title</th>
<th>Anticipated Solicitation</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Data Analytics</td>
<td>Calendar Year 2022</td>
<td><a href="http://www.mhec.org">Link to Public Notice</a></td>
</tr>
<tr>
<td>Next-Generation Higher Education ERP</td>
<td>Calendar Year 2023</td>
<td></td>
</tr>
<tr>
<td>Managed Document Services (MDS) and Enterprise Document Management Solutions (EDMS)</td>
<td>Calendar Year 2024</td>
<td></td>
</tr>
</tbody>
</table>

Disclaimer: All planned sourcing activities are subject to revision or cancellation. There is no obligation to respond to or return any solicited or unsolicited proposals received.

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

Timeline: May – November 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 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 with applicable rules and regulations of MHEC’s member states.
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.

Title: Next-Generation Higher Education ERP

Timeline: September 2023 – August 2024

Incumbent: Oracle

Purpose of Solicitation: The Midwestern Higher Education Compact (MHEC) is working to bring innovative solutions to colleges and universities in the form of next-generation enterprise resource planning (ERP) systems. These systems aim to manage various aspects of institutions, including student and faculty records, financial resources, and administrative processes, with a focus on delivering a personalized and efficient experience. In January 2017, MHEC awarded a contract to Oracle (MHEC-US-OMA-1164550) to offer pricing and discounts for various products and services, including software and hardware support, training, consulting, and cloud services. The contract will come to an end in February 2025. In the fall of 2023, MHEC will begin to prepare to re-bid for a Next-Generation ERP system with a focus on cloud-based delivery, advanced analytics, customization and modularity, and integration with other systems. The goal of this initiative is to provide a streamlined and efficient experience for students, faculty, and staff, and to help institutions make data-driven decisions and improve their operations.

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.

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.

Title: Managed Document Services (MDS) and Enterprise Document Management Solutions (EDMS)

Timeline: April 2024 – January 2025

Incumbent: Xerox

Purpose of Solicitation: The Midwestern Higher Education Compact (MHEC) is exploring innovative solutions to improve the use of managed document services (MDS) and enterprise document management solutions (EDMS) for higher education institutions. In November 2016, MHEC awarded Xerox as its approved vendor and entered into an agreement to offer colleges, universities, and state and local governments a significant discount on Xerox's products and services in the areas of printing, managed services, and workflow automation. The agreement was made following a competitive sourcing event that followed the model procurement code for state and local governments. The current contract with Xerox (MHEC-05012018) will end in June 2025. Beginning in 2024 MHEC will begin to conduct a new competitive solicitation for MDS and EDMS solutions. The goal of MDS and EDMS in higher education is to streamline document-related tasks and make them more efficient and cost-effective. As technology continues to advance, it is likely that these solutions will become increasingly integrated with other systems and processes in higher education.

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 with applicable rules and regulations of MHEC's member states.