

mhec 1st monday

monthly member digest

November 2022

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



L02: Vehicle Rentals

Healthy World

For products
and services
that sustain
our world...

...MHEC
contracts
have
you
covered!

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save  **MORE!**

products and services this month

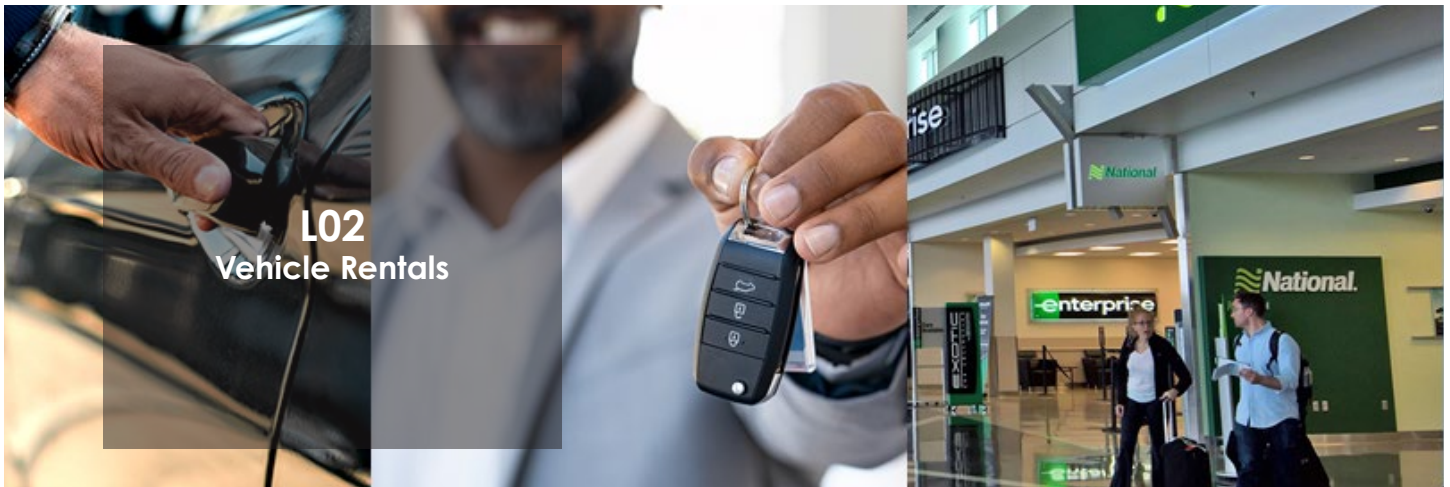
LOFTWALL

LEONE
Marketing Solutions

CONKLIN™
OFFICE FURNITURE

see page 14 for details

simple. savvy. diverse.



Andrew Ryan

Strategic Sourcing Manager, MCPPO
aryan@mhec.net • 413-992-2514

Our contract for **L02 Vehicle Rentals** with EAN (dba Enterprise Holdings, Inc.) has been extended for the following brands: Enterprise Rent-A-Car and National Car Rental. The contract has been extended for **another three years**; it's new end date is **September 30, 2025**.

The updated contract now includes access to **the complete portfolio of Enterprise truck rentals** at even better rates and mileage calculation. Details can be found on our [L02 contract landing page](#).

This popular contract makes Enterprise and National auto rental brands available to MHEC members for local, regional and national travel, and the benefits of this contract extend to the faculty, staff, and students of our member organizations. With over 4,000 locations in more than 2,000 US cities, that's a lot of options. Please see the facing page for other enhancements to this contract.

The best way to take advantage of this contract is to contact our representative, Lily Hammer, who will create an account identifying you as an MHEC member. Her contact information is below:

Lily Hammer
Lily.A.Hammer@EHI.com
971-352-2871
(Please note Lily is on Pacific time.)



product & services

Truck Rental: Insurance Excluded
Truck Rental: Insurance Included

Vehicle Rental: Insurance Excluded
Vehicle Rental: Insurance Included

reduce your carbon footprint

Enterprise Rent-A-Car and National Car Rental are committed to the environment and offering services to offset or lessen your carbon footprint. These include:

Carbon Offset Program: Working with Terrapass, Enterprise and National now provide a way for their customers to offset their carbon footprint and fulfil their sustainability objectives. Terrapass helps drivers calculate the CO2 they emit on a daily basis. Carbon credits purchased from Terrapass to match these emissions translate directly into projects that cut greenhouse gases. These include reforestation efforts, alternate energy initiatives, and clean up projects spanning three different continents.

Commute with Enterprise: The vanpool initiative allows commuters to pool resources to rent a single vehicle for their combined travel to work. Enterprise estimates this program takes 40,000 cars off the roads daily, which eliminates 900 million miles travelled. Overall, this equates to a savings of 695 million pounds of carbon emissions every year, which is the equivalent of protecting 411,000 acres of forest a year.

L02 suppliers serving your state

L02 Suppliers	CT	ME	MA	NH	RI	VT
Enterprise/National	√	√	√	√	√	√



vehicles

More about this contract can be found on the [L02 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.

More Contract News

Two EV Charger Suppliers are on contract with MHEC

Two new suppliers on MHEC contract now offer full solutions for installing electrical vehicle (EV) charging station in the parking lot outside your building.

This fall, **Hampden Zimmerman** of Springfield, MA was added to the **MHEC G19 Contract (Facilities: Maintenance, Repair & Operations)** for the **Juicebar EV Chargers**, and **Frank P. McCartin** of Lowell, MA is on the same contract to install **Espen Technologies EV Charging Stations** for our members across New England.



Juicebar EV Chargers offers their own Level 1 & 2 chargers, and supplies Level 3 DV chargers through partnerships, like the one above

libraries, and medical facilities to provide this service in their own parking lots.

Espen representative John Bouchard explained the basics in a recent interview with MHEC. Unsurprisingly, he does a lot of driving for work in an electric car.

“‘DV’ are the letters I’m looking for when I need to recharge,” he said. “There are basically three categories: level one, two, and three. DV is level three technology, the fastest recharging. Hooked up to a DV, EV charging station, my

car will be done in about 30-35 minutes. Perfect time to have a quick meeting, lunch, or run an errand.”

As ballpark estimates, he said level two rechargers could take a few hours, and level one EV recharging stations could take all day or night.

Both suppliers welcome direct member inquiries about their different technologies, **JuiceBar** and **Espen**. Each brand comes with different styles and configurations to match the goals of the business or institution looking to install an EV charging station.

Protecting the environment and contributing to the convenience of your staff, visitors, or customers are important goals, but there are financial benefits to be had, as well. Just like at the gas station, members who install EV charging stations can require payment for the energy they provide. Digital commerce options are provided (credit card, etc.), and members are able to decide how much they charge. To date, many choose to set prices so that they recoup the cost of installation in about two years.

The software and systems that run these stations are designed to work independently and do not need to be directly integrated into other networks.

Contact information for these suppliers can be found on the [G19 Facilities Contract Landing Page](#) on our website.



Espen Technologies has a wide range of EV Charging Stations, along with this DV model

Webinars: Behind the Scenes at MHEC

As our member webinars increase in popularity—a few weeks ago, we had over 60 registrants for one such presentation—so has the celebrity of our engaging presenters.

We have been holding weekly introductions to our new online, collaborative shopping tool, **i-buy marketplace™** which has turned our already popular director of contracts and operation, Christopher Raymond, into a veritable MHEC superstar.

Whenever our catalog of suppliers and services on contract is updated or renewed, we also hold webinars to explain changes and new

benefits to members. These presentations feature our team of strategic sourcing managers, each hungrier than the next for a slice of the limelight on the Zoom stage.

We hope the below photo lifts the veil on what must seem from the outside a truly glamorous undertaking. For this presentation, Scott Loomis, sourcing manager, offered a detail-rich overview of our contract for Exterior Maintenance Equipment, G02, and Senior Marketing Coordinator, Christina Betances-Orrell, produced the informative program.

Here, we see Scott (left) and Christina (right) as they respond to member questions.





MHEC offices, October 2022, Amherst, MA

HAND-CRAFTED CONTRACTS

Located in the Pioneer Valley of Western Massachusetts, the MHEC offices are able to enjoy the scenic Connecticut River and all it offers. Everywhere we look, there are people building lasting products by hand. Painters, bakers, musicians, brewers, and furniture builders abound.

Our craftspeople may not may not work in a sawdust filled woodshop, but we are proud that what we produce is made by hand, custom-built for our members. We see our small size as an asset, and our hands-on attitude sets us apart.

As a Group Purchasing Organization (GPO), we make our suppliers' services available to our members already vetted, ready to be hired today, purchased at a discount. We organize these suppliers by contracts. While each supplier will negotiate their own discount terms, all the suppliers under a given contract agree to an overarching commitment and set of MHEC standards.

Often, the discount is helpful, but the time and cost savings of ready-vetted suppliers is the greatest advantage we offer our members. Because they won our bid process, our members don't need to hold their own.

Shaped by the needs and preferences of those who use them, what's different about MHEC's contracts is that the strategic sourcing managers who service them are also part of the team that writes the contracts. They take into account stringent state laws pertaining to procurement for nonprofits so that all states across New England can use MHEC contracts with confidence.

This ability to customize a contract as circumstances dictate makes our work more resilient and powerful... even if they're not flavored with pumpkin spice.

Get eligible devices at no cost for MHEC members.



Verizon and Massachusetts Higher Education Purchasing Consortium (MHEC) are offering free eligible devices with new or upgraded monthly service plans.

For a limited time, get free eligible devices with a minimum of 250 new or upgraded lines for eligible government subscribers on plans with a monthly access fee of at least \$34.99.

Eligible devices

The following devices are available in any color, while supplies last – at no cost when activated between now and November 21, 2022:

- Samsung Galaxy S20 FE 5G UW 128GB
- Apple iPhone 11 64GB
- Apple iPhone 11 128GB
- Apple iPhone SE 5G (3rd Generation) 64GB
- Apple iPhone 12 Mini 64GB
- Apple iPhone 12 64GB

Limit one eligible device per eligible government subscriber line.

Sign me up.

For more information on this offer or other Verizon solutions, please contact your Verizon Government Account Manager or email: mhec.pmo@verizon.com.



Eligible devices and plans are offered are for government-liable subscribers only

This offer must be accepted by October 21, 2022 or it will expire (Acceptance Period). If accepted, the promotional period will begin up to ten days after the acceptance date and end on November 21, 2022 (promo period).

Purchase requirements: Offer is contingent on customer activating or upgrading at the time of eligibility, a minimum of 250 Eligible Government Subscriber lines on an eligible device listed above, while supplies last, on a plan with a monthly access fee of \$34.99 or higher, within the promo period.

All eligible devices purchased under this offer must be activated during the promo period of this agreement to receive pricing outlined in this offer. Any equipment purchased under this offer before or after the promo period will not count toward customer's offer requirements and will be ineligible for this pricing. No exceptions.

This offer is subject to availability and is not subject to any substitutions. This offer can be combined with any other generally available equipment or accessory offers, credits, discount programs or promotions.

This offer is not available for entities eligible for E-Rate funding that purchase under the Massachusetts Higher Education Consortium (MHEC) account. Deployment, equipment and/or accessory incentives are extended for net new business from Massachusetts Higher Education Consortium (MHEC) and expressly exclude business from E-Rate eligible customers. This offer is subject to the terms and conditions of the Massachusetts Higher Education Consortium (MHEC) contract.

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healthy world

An ounce of prevention is worth a pound of cure," Benjamin Franklin famously told Philladelphians in 1736. He was concerned about the vulnerability of the new city to fire, but these days, with a pandemic, environmental threats, and an ever-demanding digital world, MHEC knows this adage is even more true now.

In addition to providing a wide selection of products and services to help our members work more efficiently and effectively,

our contracts include many suppliers who offer green solutions that can help an organization meet their sustainability and carbon footprint goals. We have suppliers who design ergonomic furniture, and others who fabricate biodegradable mattresses.

And yes, Ben Franklin would be relieved to know that we have an extensive collection of Fire, Security, and Emergency Communication services and suppliers on contract, too.

B14 Athletics: Gym & Field— Cardio & Strength, Games, Equipment, Uniforms

Aktiv Solutions
BSN Sports and US Games
Grogan Marciano Sporting Goods
Gronk Fitness
Gym Source USA
Kompan Playgrounds
Life Fitness
M E O'Brien and Sons
Medco Supply
New England Recreation Group
Peloton Interactive
Premier Park & Play
School Furnishings
School Health Corporation
Scoreboard Enterprises
Stadium System
Sunbelt Rentals

C05 Mattresses, Hospitality Products and Services

August Mattress
Bourdons Institutional Sales
Consolidated Hospitality Supplies
DiaMedical USA Equipment
Dorm Company
Ecologic Furniture
Mass Correctional Industries
University Sleep Products
US Eco Products

C07 Furnishings & Accessories

Note: A number of the suppliers listed below offer sustainable, ergonomic, and options suitable for healthcare environments that qualifies them to be part of this month's feature—but not all of them. Please check the contract or with the strategic sourcing manager to confirm.

9to5 Seating
A2S
Academia Furniture
Agati
AIS
Allied Plastics
Allseating Corporation
Allsteel
Alumni Classroom Furniture
AmTab Manufacturing Corporation
Arnold Contract
Aurora Storage Products
Bay View Industries
BioFit Engineered Products
Blockhouse
Borgo Contract Seating
Brodart
Claridge Products and Equipment
Clear Design
COE Distributing
Colecraft Commercial Furnishings
Collins Mfg

Columbia Manufacturing
 Commercial Furniture Group
 Conklin Office Furniture
 Custom Educational Furnishings
 Dar-Ran Furniture Industries
 Datum Filing Systems
 Dauphin North America
 DCI
 Donnegan Systems
 Earth Safe
 Ecologic Furniture
 Egan Visual
 Elkay Interior Systems
 Emeco
 Energy Products Distribution
 ERG International
 ESI Ergonomic Solutions
 Exemplis
 Fleetwood Group
 Foliot Furniture
 Fomcore
 Formaspace
 Forms and Surfaces
 Furniture Lab
 Global Industries
 GMi Companies
 Gordon International
 Grand Rapids Chair Company
 Great Openings
 Green Furniture Concept
 Gressco
 Hale Manufacturing Company
 Haskell Office
 Haworth
 Herman Miller
 Hi5 Furniture
 Hightower
 HLF Furniture
 Humanscale Corporation
 Inville Office Furniture
 Indiana Furniture Industries
 Integra
 Interior Design Solutions
 Jasper Group
 John Savoy and Son
 Jonti-Craft
 Keilhauer
 KFI Studios
 Kimball Office
 Krueger International
 Krug
 Lakeshore Learning Materials
 Leeder Furniture
 Leland International
 Lexington Group
 LIAT
 LOFTwall
 Longo Associates

Mamava
 Mediatechnologies
 Metal Arc
 Milder Furniture
 Mitchell Furniture Systems
 MityLite Tables
 Moduform
 Monitor Equipment
 Moore
 The Prophet Corporation
 National Office Furniture
 National Public Seating
 Neudorfer
 Neutral Posture
 B Nevins
 New England Woodcraft
 Nightingale
 Nook
 NorvaNivel USA
 Nova Solutions
 Office Resources
 OFGO
 OFS Brands
 Palmer Hamilton
 Palmieri Furniture
 Platinum Visual Systems
 ProQuip
 PSI New England
 PS Furniture
 R T London
 Red Thread
 Right Height Manufacturing
 Robert H Lord
 Sauder Manufacturing
 Scholar Craft Products
 School Furnishings
 School Outfitters
 Segis USA
 Shiffler Equipment Sales
 ShuttleSystem
 Sitmatic
 Smith System MFG
 Source International
 Spec Furniture
 Staples Business Advantage
 Steelcase
 STYLEX
 Supple
 Swiftspace
 Tayco Panelink
 Teknion
 Tenjam
 The HON Company
 This End Up Furniture
 TMC Furniture
 Transformations Furniture
 Trendway Corp
 Trinity Furniture

Tucker Library Interiors
 Union Office Interiors
 Versteel
 VIA
 Virco Mfg
 VS America
 W B Mason
 WB Manufacturing
 Wenger Corporation
 Wieland Designs
 Workplace Resource
 WorkRite Ergonomics

D32 Medical and Dental Equipment

Aramsco
 Collins Sports Medicine
 DiaMedical USA Equipment
 Environmental Disinfection Solutions
 Industrial Protection Products
 Laerdal Medical Corporation
 Likarr Maintenance Systems
 School Health Corporation
 The Durkin Company

E05 Fire/Security/Emergency Communication: Equipment, Service & Supplies

ATI Systems
 Advance Security Integration
 American Service Company
 Anixter (Clark)
 Anonymous Alerts
 Ayacht Technology Solutions
 BCM Controls Corporation
 Custom Alarm Service
 ECI Systems
 Encore Fire Protection
 ENE Systems
 Fire Equipment
 Galaxy Integrated Technologies
 Integrated Security
 Island Tech Services
 Johnson Controls
 Johnson Controls Fire Protection
 Massachusetts Fire Technologies
 Mercier Electric & Communications
 Minuteman Security Technologies
 New England School Services
 New Era Technology
 Norel Service
 Oak Security Group
 Ockers Company
 Pasek Corporation a division of DH
 Pace Company
 Siemens Industry
 Signet Electronic Systems

HEALTHY WORLD, *continued*

Sonitrol New England
Stone and Berg Company
Vulcan Security Technologies
Window Film Depot

G17 Custodial Cleaning Equipment and Supplies

Allston Supply
AramSCO
Banner Systems
Bay State Janitorial
Bare Ground Systems
C & C Janitorial Supplies
Clean Cut Solutions
Clean Green Solutions
Coast Maintenance Supply
Custom Chemical
Emerald Green Building Services
Filter Sales & Service
HD Supply Facilities Maintenance
Hillyard

Imperial Dade
Kellco Products
Likarr Maintenance Systems
Mass Correctional Industries
Milhench Supply Company
New England Maintenance Depot
Next-Gen Supply Group
Noble Supply & Logistics
One Call Facility Services
Richco Products
Simplex Janitorial Supplies
Staples Business Advantage
State Industrial Products
The Durkin Company
Top Notch Supply
Unipak Corp

G31 Water, Filtration, and Treatment Chemicals

Barclay Water Management

G32 Emergency Response and Disaster Restoration

American Technologies
Belfor USA Group
Bestech of Connecticut
DAI
Favreau Forestry
NEL Corporation
ServiceMaster Residential Commercial
Sunbelt Rentals
Water Fire Mold Restoration Services
Zmetra Clear Span Structures

S01 Human Resource Services: Immunizations & Documentation, Background Checks, etc.

CastleBranch

HEALTHY WORLD, supplier spotlights

As you can see from the above collection of Healthy World contracts and suppliers, MHEC offers a very wide range of options for making the lives of those you work with and serve healthier and more resilient. We know the selection can be a bit overwhelming, which is why we have a team of strategic sourcing managers ready to help.

Additionally, working with the **1st Monday** team, MHEC sourcing managers have selected certain products and companies they think might be of interest to our members that fit within the Healthy World theme. They are listed here.

(These spotlights do not constitute endorsements. As always, we encourage our readers to do their own research and ask questions of our suppliers.)

LIPPERT MATTRESSES

Starting November 1, 2022, Massachusetts no longer allows mattresses to be disposed of in the trash. The state generates approximately 600,000 unwanted mattresses per year. About 200,000 of them come from residents; the rest from businesses and institutions. Recycling is the only option, and for traditional mattresses, it's expensive.

The **EnviroSpring** mattress from **Lippert** is made from 100% recyclable materials. It is the only landfill-friendly dorm mattress on the market

with 40% biodegradation in 120 days. It has a dual density construction with a firm or soft side to accommodate preferences.

Lippert Mattresses are available on MHEC contract through Consolidated Hospitality Supplies.



NEW TECHNOLOGY CLEANS AIR

As we learn to live with the effects of COVID, it's no wonder that health and safety concerns are top of mind for anyone working with the public and inviting people into their work spaces. As 'flu season approaches too, cleaning products, masks, and other air filtering supplies are in high demand. But new, more effective solutions are also coming to the marketplace that complement and enhance. **MHEC now includes CASPR Technologies on contract.**

Whether you're in a university health center, a high school nurse's office, or library's storytelling nook—if you're surrounded by sniffing noses, a face mask is just one of several precautions you hope are being taken. HVAC systems filtering the air need to be maintained, and surfaces need to be cleaned regularly. But how about one product that assists with cleaning both air and surfaces?

Employing the patented NCC Technology, the CASPR line of products simultaneously clean the air and the surfaces of the spaces where they're installed. Without filters to change, or chemicals to replenish, these purifiers generate natural oxidants that capture bacteria, fungi, viruses, and other life-threatening organisms. Sounds like science fiction? It's no coincidence: the technology was initially developed for NASA.

"NCC stands for Natural Catalytic Converter," Ken McCarthy said in a recent interview with MHEC. He's the president of Environmental Disinfectant Solutions, the company that is the master distributor for CASPR. "The technology uses a UV lamp and a hydrophilic coat-

ed metal grid to transform ambient humidity (H₂O) into hydrogen peroxide (H₂O₂) and other active molecules. Circulating through the target area and landing on all surfaces, these molecules provide continuous and cumulative protection. **Tests have shown our products to provide 99.96% protection against, molds, bacteria."**

Currently, the company offers five options, all that work in concert with existing solutions. Two options are meant for installation directly

into an HVAC system and have been popular in universities and hospitals. The CASPR Blu Tile fits snugly as a ceiling tile in any office space.

This past summer, the CASPR Transit units were installed in PVTa buses that run throughout Pioneer Valley in Western Massachusetts and serve UMass in Amherst. Similarly, their portable model was used in 1,100 MinuteClinic® locations offered by CVS Health where COVID shots are delivered. These portable CASPR devices are plug-and-play, about the size of an audio speaker, and don't

require any installation for the same strong protection. CASPR technologies have also been making a difference in restaurants and senior centers, too

In addition to disease, CASPR products offer strong protection against many other air-borne molds, allergens, and irritants, including those that contribute to "Sick Building Syndrome." Bad indoor air quality can lead to chronic diseases and has increasingly been identified as a cause for absenteeism and poor work performance.

Anywhere people gather, CASPR can help you and them breathe more easily.



NOOK: MOBILE SANCTUARY

Sometimes, the simplest solutions offer the biggest impact. In this digital age, where everyone's attention is a sought-after commodity, there are occasions when what's needed is a return to basics. Rather than a new app or high-tech device, we crave peace, quiet, and the ability to focus.

Nookpodusa.com understands this, and they like to say their structures provide "an empowering sanctuary for everyone."

Each of their four models—Solo, Air, Huddle, and Shelter—offers an oasis from the hubbub of a busy office or public space. The Solo model has a door, but the others are open, allowing occupants to be separate without being wholly isolated.

During MHEC's EXPO 2022, Nook's booth was a popular destination. Even on the busy convention showroom floor, members were surprised at how these easily-positioned booths offered a real sense of tranquility.



Nook is on contract with MHEC, allowing our members to provide those they work with a little slice of calm in these eco-friendly spaces.

MAMAVA: LACTATION PRIVACY & SUPPORT

"We'd pumped breast milk in closets, bathrooms, and cars. We'd had enough."

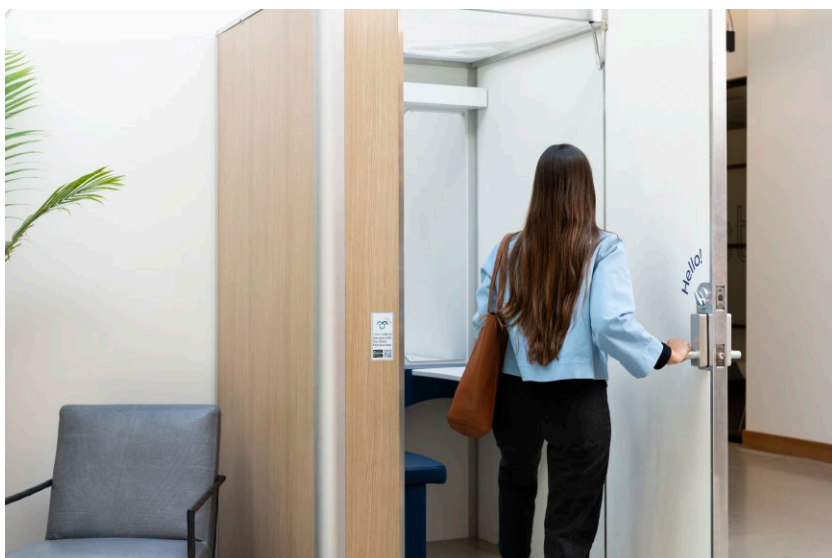
That's how the co-founders of **Mamava.com** explain the origins of their lactation pods. Sascha Mayer and Christine Dodson combined their decades of design strategy to solve a problem that

only half the population was intimately aware of: the lack of lactation spaces in workplaces and public spaces.

Mamava and their innovative lactation space solutions are on contract for MHEC members.

Mamava models come in three sizes—Solo, Original, and XL. Each pod offers a clean, comfortable, well-lit space where parents can pump or breastfeed in privacy. The largest model is designed for wheelchair accessibility. Mamava pods assemble quickly and can be easily relocated as needs change. No special wiring is required and they are compliant with building codes.

Whether your New England non-profit is a school, library, or municipal office, a Mamava pod offers breastfeeding parents a clean, private space to focus on what's most important.





SITTERLY

Est. MOVERS *1930*

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Local Moves ●

Long-Distance & International ●

Office Moves ●

Professional Packing ●

Long-Term & Self-Storage ●

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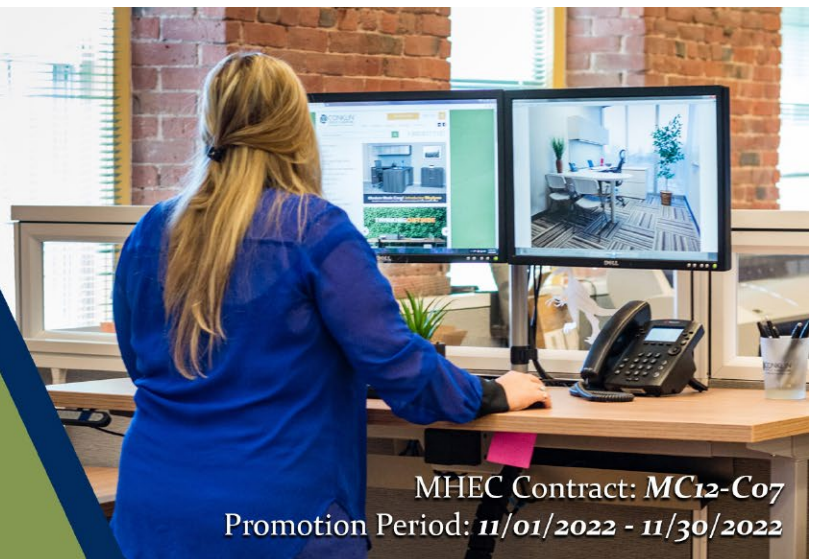
Contract Number: MC12-C07 - Furnishing Accessories Offer expires 12/31/22. Shipping costs are additional.

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MHEC Contract: MC12-C07
Promotion Period: 11/01/2022 - 11/30/2022



Drinkware



School supplies



Bags & backpacks



Apparel



So much more!

Put your logo on just about any product imaginable!

New customers receive a free logo setup on their first order (**\$100 value**)

 **LEONE**
Marketing Solutions

#MC12F11 - Leone Marketing is a women owned business!

leonemarketing.com/mhec/

WE'RE SOCIAL



Follow MHEC on Facebook and LinkedIn for the latest news, videos and updates!

(On LinkedIn, you'll find us under our full name: "Massachusetts Higher Education Consortium")

coming in december: hospitality matters

Online is fine,
but often,
meeting
together
is better.
As we move
indoors...



Lodging



Events



Food Service

...MHEC
contracts
have
you
covered!

simple. savvy. diverse.



A New Way for Members to shop!

In April of 2022, MHEC launched a new e-commerce site, **i-buy marketplace™**. This new free feature simplifies purchasing for MHEC members, regardless of contract, supplier, or product/service they desire. Like other online shopping sites, **i-buy** members can compare products and pricing, brands, and suppliers. A key benefit of **i-buy**, is it enables members to buy across multiple contracts during the same shopping session—all from reliable, vetted suppliers. Even better, teams can now collaborate on purchasing, suggesting items to the procurement officer for evaluation and discussion. Now, with **i-buy marketplace™**, MHEC members have a tool that can serve as a “one stop” shopping experience.



Two ways to train your staff on i-buy marketplace™

i-buy marketplace™ is a tremendously useful tool for individual users, but its real power is unlocked when used by a team. Our online training tools are ever-growing, but we know nothing beats learning from an expert.

As detailed in the following pages, we have two main options. Weekly, Christopher Raymond, our director of contracts and operations, hosts online webinars. But we also encourage member organizations to schedule in-person training sessions tailored to their specific needs.

simple.

- search, point, click, fill your cart, and pay
- buy from multiple contracts, using the same shopping cart
- use credit card, P-card, receive a purchase order, or get a quote – your order, your way
- have big plans for a custom project? request multiple quotes here!

savvy.

- rely on suppliers vetted by MHEC's experienced strategic sourcing managers
- conduct product comparisons
- make informed purchasing decisions

diverse.

- use any of our 50+ contracts
- choose from 700+ vetted suppliers
- search 25,000+ products/services
- find disadvantaged businesses with i-buy's classification filter

WEDNESDAYS @ 1

Training Webinar Calendar

In September, we started holding weekly training webinars for new users who want to try our powerful new purchasing tool, **i-buy marketplace™**. They've been steadily growing in popularity ever since. Each Wednesday at 1pm, Christopher Raymond, our director of contracts and operations, walks members through the different features of this dynamic web purchasing tool.

Each webinar is delivered for general audiences and is open to all members. At the end, the presenter is happy to answer questions about how i-buy can be of particular value to our different members—K-12 Schools, Municipalities, Higher Education, and Libraries. Feel free to return for refreshers as you get more experience.

November 2022

November 9

November 16

November 23

No webinar.

Thanksgiving Eve.

November 30

December 2022

December 7

**ALL WEBINARS
OPEN TO ALL
MEMBERS**

Recent questions from MHEC's i-buy marketplace™ webinars

Q: If someone transfers an i-buy shopping cart to you, can you transfer it to someone else in your organization?

A: Yes, the administration controls can be configured to allow sharing between your team members. (We'd be happy to show you how to do this.)

Q: There are many great products for libraries, but can librarians buy from other contracts?

A: Yes! All MHEC contracts are available to all our members. Multiple MHEC contracts can be used for the same project. We encourage members to mix and match, so they can take full advantage of the values offered.



For more information, please contact:

Janet Garabedian (jgarabedian@mhec.net) or Ryan Kidder (rkidder@mhec.net)

WHERE IN THE WORLD IS JANET?

Yes, we make “house” calls!

If your organization could use some personalized attention getting the most from MHEC, all you have to do is ask...



At this year's EXPO in Worcester, our **i-buy marketplace™** theater presented to packed audiences throughout the day. Clearly, both members and suppliers were eager to learn more about our powerful new web tool. At the end of the day, 25 member organizations had scheduled follow-up trainings with MHEC Business Development Manager, Janet Garabedian, pictured below in the groovy dandelion crown.

Since the 1990s, Janet has worked with universities and has more than two decades experience with New England nonprofits. Most recently, she has been helping libraries and municipalities to connect with the products and services they need to excel.

Future presentations include the following events:

November 15 – MASBO/MFAA conference and exhibits at the DCU in Worcester

November 16 – New Hampshire Municipal Association Annual Conference, Manchester, NH

January 20/21 – Massachusetts Municipal Association, Boston, MA

March 23 – Rhode Island League of Cities and Towns, Warwick, RI

March 27 – AISNE Business Officers Retreat, Babson College

Whether your organization is in Maine or Rhode Island (or somewhere in between), she is happy to pay you a visit, too. Many of you know Janet already, and if you don't, she's eager to meet you! (But she might leave the crown at home.)

To schedule a meeting with Janet yourself, email her:

jgarabedian@mhec.net

List of Contract Changes, November 2022

The following contracts have been updated:

B11 - Multimedia Equipment & Services

- Effective October 11, 2022, ACT Group has changed their company name to Adia, Inc. All terms and conditions remain firm.

D32 - Health and Safety Equipment Supplies and Services

- School Health has increased pricing on Spot Vision products effective October 19, 2022.

E05 - Fire/Security/Emergency Communication: Equipment, Service & Supplies

- This contract has been renewed for a period of two years to end on August 31, 2024.

G17 - Custodial Cleaning Equipment and Supplies

- The contract has been renewed for a period of two (2) years to end on August 31, 2024. Next Gen Web Solutions is no longer on contract due to lack of utilization. All other pricing and terms remain firm.

G31 - Water, Filtration, Treatment Chemicals and Services

- Effective 10/4/2022, Barclay Water Management has removed the following product from their contract offering: Propylene Glycol INH 55-Gallon. All other terms and conditions remain the same.

L02 - Vehicle Rental & Sharing

- MHEC and Enterprise have agreed to extend the MC13-L02 contract for an additional three (3) years. The new contract end date is September 30, 2025. Along with an extension of the current contract, MHEC members now have access to the complete portfolio of Enterprise truck rentals at even better rates and mileage calculation. For more on this contract, [please see page 2](#).



MHEC Contract L02 - Vehicle Rental & Sharing has been extended. See [page 2 for details](#).

MHEC'S 2022

CUSTOMER SERVICE AWARD

Who? Who among MHEC's many, diverse suppliers provides service that is worthy of recognition above all others?

Who goes the extra mile and takes the time to understand your business and anticipate your needs? Who responds to your questions immediately and routinely exceeds your expectations? Who not only gets the job done, but is actually a joy to work with?

MHEC's annual search is under way for the suppliers that provide the greatest customer service to our members.

We need your help now: Who would you choose?

Please take a moment to recognize the supplier that has provided your organization with impeccable customer service by clicking on the below link.

MHEC 2022
[Customer Service Award](#)
[Survey](#)