

mhec 1st monday

monthly member digest

July 2022

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

Contract News & learnMORE™ webinar schedules



D04 for gases



L50 for library supplies



L51 for books & media



Contract changes to note

- **A01:** Appliances • **B14:** Athletics: Gym & Field
- **E05:** Fire/Security/Emergency Communication
- **G11:** Flooring • **G17:** Custodial Cleaning Equipment
- **G28:** Elevator Equipment • **L51:** Library: Books and Media

For a complete list, see page 17

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MHEC Contracts Have You Covered...

...when you need to connect information, people, or technology...

information technology, communications, print, multimedia, signage, delivery services, interpreters & translators

save  **MORE!**

products and services added this month



EPSON®
EXCEED YOUR VISION

see page 15 for more info

simple. savvy. diverse.



Welcome to our premier issue of 1st Monday monthly member digest! In each edition of this new format, you can expect to find quick, easy reads that highlight valuable information on new contract launches, changes to existing contracts, supplier promotions, member stories, short news articles, and information regarding events, webinars, and videos. As we try to reduce email overload, **we are now publishing saveMORE and contract announcements in 1st Monday** instead of

separate emails. As the name suggests, the digest will be published the first Monday of each month, regardless of the date or holiday, at 10:00 am. This standard will enable members to know when and where to find each month's issue. Designed so the content will be useful long after it's published, each issue will serve as a reference throughout the year. If you should delete it from your in-box, you will be able to find each issue located in the NEWS section on our website.

Connecting your world.

Each issue will have a special theme where we will illustrate the many ways our contracts have you covered when faced with solving large real-world problems, needing multiple solutions. This month, we're focused on "Making Connections" and highlighting the many ways you can purchase products and services that you can use to connect your world through ideas, people, or technology. (Next month we'll focus on Disaster Preparedness and Recovery.) Our goal with this publication is to offer an elegant solution to staying current with our quickly moving organization, helping you find more ways to save. If you have suggestions for how 1st Monday might be improved, or content to include, please email me at the address below.

Happy Independence Day,

Teresa Erman
Director of Marketing MHEC
terman@mhec.net

MAKING CONNECTIONS

if you need
to connect...

...ideas, people,
technology
near or far
simply or networked
securely & clearly
one-to-one
or one to many
for social, cultural,
or business
reasons

...our contracts
have you covered

B11: multimedia
F04: software
F05: information technology
F07: print
F11: promotional & print
F12: mobile services & devices
F14: network infrastructure
K02: interpretation & translation
G10: mail & parcel delivery
G24: signage

Check out our list of contracts and suppliers
who can make your connections happen on page 10.



MUNICIPALITIES



HIGHER ED



K-12



LIBRARIES



MUSEUMS



POLICE



FIRE



HOSPITALS

simple. savvy. diverse.



Scott Loomis

Strategic Sourcing Manager, MCPPO
413-992-2511 • sloomis@mhec.net

contract highlights

D04: Gases contract provides a wide portfolio of gases and services to all six New England states. Key features of the contract include:

- Make administration easier with new all-inclusive pricing that consolidates all surcharges, including but not limited to, rental, delivery, hazmat, demurrage, etc.. (Avoids needing to track cylinders and pay demurrage fees.)
- Traditional pricing models continue to be available
- Additional volume discounts may be available with committed usage

learnMORE!™



D04 member onboarding webinar scheduled for Thursday, July 21, 1:00 pm

[Click here to register.](#)

product & services

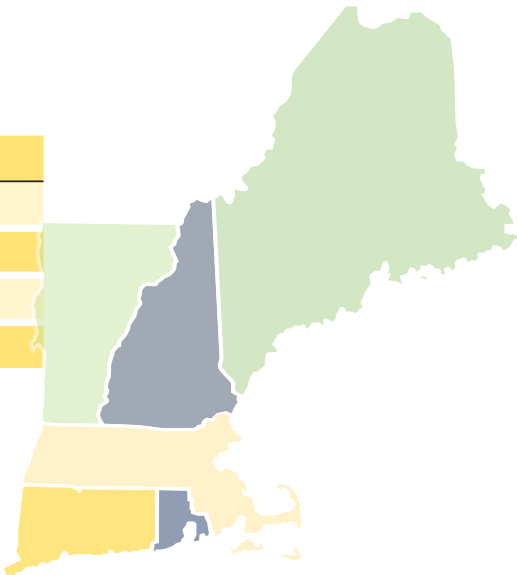
Dry Ice
Gases
Cryogenic Storage & Handling Equipment
Cylinder Lease—annual, purchase, or rental
Delivery Charge
Gas Handling Equipment
Other Generators
Hardware / Welding Supplies
HAZMAT
Liquid
Manifolds
Medical

Miscellaneous Charges
Process Chemicals
Refrigerants - Liquid & Gas
Regulated
Regulators
Flow Measurement & Control
Safety Products
Software
Simulation
Gas Monitoring
Management
Specialty

D04 suppliers serving your state

D04 Suppliers	CT	ME	MA	NH	RI	VT
Airgas USA LLC*			X			
Haun Specialty Gases				X	X	X
Linde PLC	X		X		X	
Middlesex Gases			X		X	

* pending contract signature



Laboratory

More about this contract can be found on the [D04 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.



L50 Libraries

library supplies,
archival products,
& services



Ryan Kidder

Senior Strategic Sourcing Manager, MCPPO, PMP
413.992.2576 • rkidder@mhec.net

contract highlights

The L50: Library supplies contract provides a comprehensive portfolio of products and services to all six New England States.

- Reliance Barcode will be going out of business at the end of July 2022. They have provided libraries with labels for years. As an alternative, we have Bayscan Technologies on the L53 contract. They provide the same types of labels and are certainly a good choice.
- Hollinger Metal Edge is an MHEC exclusive. They are not on any other New England buying consortium contracts.

learnMORE!™



L50 member onboarding webinar video can be [found here](#).
Date posted: 6/29

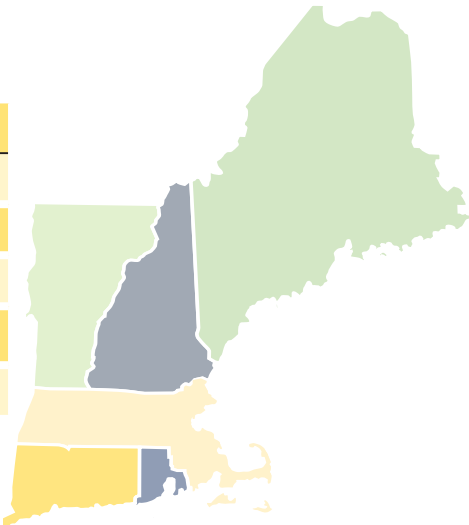
product & services

Archival Products & Supplies
Arts & Crafts
Book/Periodical Care & Protection
Display Products
Educational & Play
Equipment

Furniture
Learning Materials
Library-Archival Products & Supplies
Media Supplies & Accessories
Operations & Circulation Supplies

L50 suppliers serving your state

L50 Suppliers	CT	ME	MA	NH	RI	VT
Bibliotheca	X	X	X	X	X	X
Brodart (new)	X	X	X	X	X	X
Demco	X	X	X	X	X	X
Hollinger Metal Edge (new)	X	X	X	X	X	X
The Library Store	X	X	X	X	X	X



Library

More about this contract can be found on the [L50 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™**, videos, links to the contract, promotions information, and access to a sortable spreadsheet of brands, discounts, and products/services categories.



Ryan Kidder

Senior Strategic Sourcing Manager, MCPPO, PMP
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contract highlights

The L51: Books & Media contract provides a comprehensive portfolio of products and services to all six New England States.

- The contract was recently reopened to include more digital products and services. Those updates and our current suppliers are included in this overview. For more information, please visit the [L51 contract landing page](#).

For questions, please don't hesitate to contact Ryan Kidder directly, rkidder@mhec.net.

NEW product & services

digital content platforms

digital library media:

audiobooks

e-books

electronic media

e-journals

films

tv series

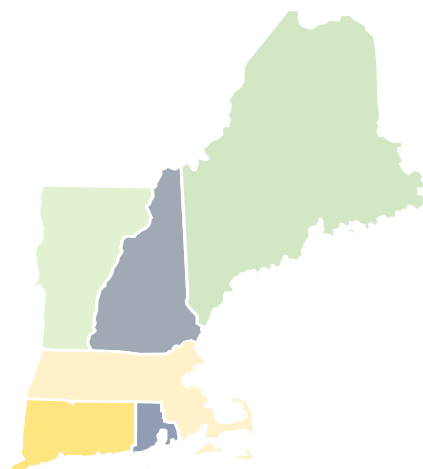
streaming content

popular new brands in this contract

- Overdrive
- Destiny LMS
- Hoopla
- Access 360
- New York Times (via LexisNexis)

new and current L51 suppliers serving your state

L51 Suppliers	CT	ME	MA	NH	RI	VT
Overdrive	X	X	X	X	X	X
Mackin	X	X	X	X	X	X
Follet School Solutions	X	X	X	X	X	X
Follet Content Solutions	X	X	X	X	X	X
Infobase*	X	X	X	X	X	X
LexisNexis*	X	X	X	X	X	X
current suppliers						
Baker & Taylor, LLC-Follett		X	X	X	X	
Bibliotheca ITG, LLC	X	X	X	X	X	X
Blackstone Audio, Inc.	X	X	X	X	X	X
Brodart Co.	X	X	X	X	X	X
Cavendish Square Publishing	X	X	X	X	X	X
Complete Book and Media Supply	X	X	X	X	X	X
DAI LLC	X	X	X	X	X	X
Ingram Library Services, Inc.		X	X	X		X
Midwest Library Service	X	X	X	X	X	X
Midwest Tape, LLC	X	X	X	X	X	X
Perma-Bound Books	X	X	X	X	X	X
ProQuest, LLC			X			
Scholastic Library Publishing, Inc.		X	X	X		X
The Rosen Publishing Group, Inc.	X	X	X	X	X	X



* pending contract signature



Library

More about this contract can be found on the [L51 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™**, videos, links to the contract, promotions information, and access to a sortable spreadsheet of brands, discounts, and products/services categories.

MAKING CONNECTIONS

if you need to buy, our suppliers have you covered...

B11: multimedia

ACT Group
Adtech Systems
ATC Audio
ATR Treehouse
B & H Photo Video
Barbizon Light of New England
CAVT Solutions
CBS Connecticut Business Systems
CCS Presentation Systems
CDW Government
Communique No. 1
DGI Communications
GovConnection
IVCI
NEDI
Norseman Audio-Video Systems
Ockers Company
One Diversified
Port Lighting Systems
Pro AV Systems Inc
Red Thread Spaces dba Red Thread
Theatrix
USI Education & Government Sales
Wassmann Audio Video
Whalley Computer Associates

F04: software

Adorama
Carahsoft Technology
CDW Government
Continental Resources
GovConnection
Next Gen Web Solutions
SHI International
Vidcode
Whalley Computer Associates

F05: information technology

Acada Communications
Adorama
Advanced Systems Integrators
ADVIZEX
AET dba of Advanced Educational Technologies
AKUITY Technologies
Altura Communication Solutions
Atlantic Computing Technology
B & H Photo Video
BCPi
Beacon Telecom
Blue Spruce Technologies
BostonTech Partners
CBTS aka OnX
CDW Government
Continental Resources

Custom Computer Specialists
Dell Marketing
EC America
ePlus Technology
Epson America
Extreme Networks
Future Tech Enterprise
GovConnection
Hewlett Packard Enterprise
HUB Technical Services
Humanscale Corporation
Integration Partners Corp
intlx Solutions
Island Tech Services
Lenovo
Lenovo Global Technology
Microway
New Era Technology NE
NEWCOM Wireless Services
Ockers Company
Office Depot
Presidio Networked Solutions
Sandra Network
SHI International
VoDaVi Technologies
Whalley Computer Associates
Winslow Technology Group
Xerox Corporation
Zensar Technologies



F07: copiers

Canon Solutions America
Datamerj
Epson America
Flo-Tech
Konica Minolta Business Solutions USA
Kyocera Document Solutions of New England
New England Archive dba Eastern Micrographics
New England Copy Specialists
Printer Pro Solutions
ProScan Solutions dba Redishred
Ricoh USA
Riso
Sharp Electronics
SHI International
Toshiba America Business Solutions
Valley Green Shredding
William B. Meyer
Xerox Corporation

F11: promotional & print

Bank Express
Championship Award Guys
Collegiate Promotions
Eagle Trophy
Ellico Promotions
Go Green Solutions
Imprint Express
Lane Printing & Advertising
My Marketing Solutions
Prime Time Plus
Prize Possessions
PromoCentric
Razz m Tazz Promotions
Silver Screen Design

F12: mobile services & devices

Cellco Partnership dba Verizon Wireless
Tech and Main
T-Mobile USA

F14: network infrastructure

Airespring
Apogee
Aspen Technology Group
CBS Connecticut Business Systems
CBTS fka OnX
CenturyLink
CherryRoad Technologies
CloudHesive
Comcast Business
Crocker Communications
Crown Castle Fiber
DGI Communications
ENA
FirstLight Fiber
Granite Telecommunications
Harbor Networks
HUB Technical Services
InfraNet Solutions
intlx Solutions
Ivy.ai
JS Business Solutions
Konica Minolta Business Solutions USA
New Era Technology NE
North Atlantic Networks
PAETEC - Windstream
Presidio Networked Solutions
Sandra Network
SHI International
Smartronix

Verizon Business Network Services
VoDaVi Technologies
Whalley Computer Associates

G10: mail & parcel delivery UPS

G24: signage

Amherst Copy & Valley Signworks
APCO Graphics
CDW Government
DGI Communications
FedEx Office and Print Services
Future Tech Enterprise
Go Graphix
Lane Printing & Advertising
Mass Correctional Industries
Metro Sign and Awning
Scoreboard Enterprises
Sign Design
Spotlight Graphics
Sunshine Sign Company
Takeform Architectural Graphics
WS Sign Design

K02: interpretation & translation

CTS LanguageLink
Interpreters Associates
Keylingo Translations
Language Connections
Languages Translation Services
Lingualinx Language Solutions
Linguistica International
Powerling
Shanahan Sound & Electronics



IN THE NEWS

Annual Golf Event pairs members with suppliers

Making connections on the putting green

Last June 3, on the lush grounds of the Blackstone National Golf Club located in Sutton, MA, we paired MHEC members with suppliers to play the 18-hole course, sharing a golf cart. Despite the early rain, the company and gameplay was excellent, as were the celebrations that followed.



Congratulations to the winning team:

Jason Moore – Enterprise
Donald (DJ) Bowne – Enterprise
Charlie Carkin – Bentley University
Gary Nolan – UMass Lowell

And thanks to everyone who made this an above par event.



Reminder! member webinar for new Office & School Supplies contract

F15: Office and School Supplies, Toner, Water, Lamination
Wednesday, July 6 at 1:00 p.m.

Presenter: Ryan Kidder, Senior Strategic Sourcing Manager

Webinar Agenda:

- Contract Highlights
- Introduction to the F15 Contract Landing Page

[Click here to register](#)



How simple is i-buy?

Find out for yourself in an upcoming webinar!

MHEC's new **i-buy marketplace™** has brought a new level of simplicity to the purchasing process for members. The site, launched in April 2022, is gaining traction as members realize the benefits of using it, not only for purchasing, but also for the features it offers to control organizational spend, while facilitating the approval process with its cart transfer function. To help members understand and use this new platform, we've scheduled a series of webinars.

There are three kinds of presentations available:

- **Intro** - This webinar presents a general overview outlining key features and the value and benefits of using i-buy.
- **Demo** - This webinar is a live walk through of the i-buy marketplace site and demonstrates selected features to a sector or general audience.
- **Training** - Administrative level. Will train on how to set up administrative features like transfer cart. By appointment only. Contact i-buy@mhec.net if interested.

EVENT	AUDIENCE	TYPE	WHERE	WHO	DATE	TIME
MHEC webinar all member invite	Library	Demo	Virtual	CR	Wednesday, July 13, 2022	2:00 p.m.
National Association of Educational Procurement (NAEP)	Higher Ed	Intro	In-person	JG	Wednesday, July 20, 2022	9:00 a.m.
New Hampshire Municipal Association (NHMA)	Cities & Towns	Intro	Virtual	JG	Wednesday, July 27, 2022	Noon
MHEC webinar all member invite	Higher Ed	Demo	Virtual	CR	Wednesday, August 10, 2022	10:00 a.m.
Association of Independent Schools in New England (AISNE)	K-12	Intro	Virtual	JG	Monday, August 15, 2022	TBD
MHEC webinar all member invite	General	Demo	Virtual	CR	Wednesday, Sept. 14, 2022	10:00 a.m.
New England Library Association (NELA) Manchester	Library	Demo	In-person	RK	Monday, Oct. 24, 2022	9:00 a.m.

CR = Chris Raymond JG = Janet Garabedian RK = Ryan Kidder

For more information, or to sign up, please contact:

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

IN THE NEWS

MHEC rebate program offers savings on Home Depot purchases

Members can save on G19 MRO products and services.

***Lower thresholds, better rebates,
online & in-store purchases are available.***

MHEC is offering its members an opportunity to participate in a rebate program with The Home Depot, a supplier on the **MHEC's G19: Maintenance, Repair, and Operations (MRO) contract**. MHEC member purchases made through The Home Depot will earn a 3% rebate once program registration is complete.

"It's important to remember that the G 19 contract represents approximately 40,000 items in any Home Depot Store and about 1.5 million more items at HomeDepot.com"

Michael Campbell,
National Account Manager



You can learn more about how your organization can participate in the Home Depot rebate program by attending one of a series of webinars Michael and MHEC will be holding that describes the program and how to take advantage of its benefits:

July 7, 2022 @ 10:00 a.m. • July 27, 2022 @ 10:00 a.m.

If you are interested in attending, please contact Scott Loomis (sloomis@mhec.net) and feel free to share this information with others in your organization responsible for buying MRO products.

Save Time—Installation is Included!

G03 - Motors, Pumps, Compressors, Controls, and HVAC

G14 - Plumbing and Heating Fixtures

Many of our members are aware that the MHEC has a wide array of Pipes, Valves, Fittings (PVF), belts, controls, motors, and supplies for HVAC, Plumbing, and Heating on our contracts. Recently, though, several members have contacted the MHEC and asked if these contracts include design and installation services. The good news is that the MHEC offers the following installation and design services:

- HVAC: design and build
- plumbing: repair, installation, drive installation and programming
- pumps: design and build
- motors: design and build
- valves: design and build

For these items, no second bidding process is required to put them to use. Please contact Scott Loomis (sloomis@mhec.net) to learn how these contracts can be used for these services.

save  **MORE!**TM

July's featured product!

Epson First Time Buyer Scanner Offer ~ Save up to 50% ~

First time buyers are eligible to request a discount of up to 50% off one qualifying document scanner* designed to enable MHEC members with the opportunity to use an Epson Scanner at a discount prior to a project rollout.



*Restrictions apply. Click banner to download full details.

EPSON[®]
EXCEED YOUR VISION

Reference MHEC Contract #MC13-F05 for a list of Authorized Epson Scanner Dealers

<https://epson.com/MHEC-F05>

IN THE NEWS


Heating & Cooling Contracts offer added savings

Our G03 and G14 contracts can take advantage of federal infrastructure bill

Among the benefits produced by the Bipartisan Infrastructure Deal was the Energy Efficiency & Conservation Block Grant (EECBG) program. This provides funding to reduce fossil fuel emissions, reduce the total energy use of eligible entities, and improve energy efficiency.

MHEC can help members take advantage of this opportunity. Our existing contracts—the G03 contract (Motors, Pumps, Compressors, Controls, HVAC & Services) and G14 contract (Plumbing, Heating, Fixtures & Service)—already offer substantial savings. Combined with funds from the EECBG program, the difference might just make pipe dream projects possible.

Contact Scott Loomis at Sloomis@mhec.net to learn how the EECBG funding and the G03 contract and G14 contract savings can add up to being a game changer for your nonprofit organization!



Greenhouse gases are turning up the heat. Epson has a way to help.


Inkjet printers with Heat-Free Technology can not only cut energy use, they also save on time and can potentially cut costs.

Epson inkjet printers typically have fewer maintenance parts that require replacement vs. laser printers that can help reduce the environmental impact of manufacturing and shipping those consumables. With no need to heat up a fuser, Epson inkjets start printing fast.


Worldwide, Epson is working toward sustainability and helping to mitigate climate change. We've made a global commitment to lighten our impact on the environment, and we want to help our customers do it, too.

Learn more about Epson solutions by visiting: <https://epson.com/heat-free-national-geographic> & <https://epson.com/MHEC-F07>

1. https://www.climatewatchdata.org/ghg-emissionsend_year=2018gases=co2§ors=total+including+lc/fk2Cenergy&start_year=1990 2. <https://www.c2es.org/content/international-emissions/>



EPSON
EXCEED YOUR VISION



Climate change is driven by human-caused greenhouse gas emissions — like CO₂. Globally, the top source of emissions is electricity and heat (31%).²

LESS ENERGY

Switching from laser printers to inkjet printers with energy-efficient, Heat-Free Technology is one way to help promote sustainability.

List of Contract Changes

The following contracts have been updated

A01 - Appliances, Air Conditioners, Food Service Equipment & Laundry Equipment, Supplies and Services

- This contract is renewing for a period of one (1) year to end on June 30, 2023.

B14 - Athletics: Gym & Field - Cardio & Strength, Games, Equipment, Uniforms, Supplies & Service

- Effective July 1, 2022, Life Fitness, LLC has updated its pricing.

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

- CGL Electronic Security Inc and Craftmaster Hardware, LLC are no longer on contract. Craftmaster Hardware, LLC does have their full portfolio offered on contract MC14-G19 Facilities: Maintenance, Repair & Operations (MRO).

G11 - Flooring: Coverings and Related Supplies and Services

- Effective July 1, 2022, J & J Flooring Group has updated their pricing

G17 - Custodial Cleaning Equipment and Supplies

- Milhench Inc. DBA Milhench Supply Co., has updated its pricing effective June 25, 2022.
- Hillyard, Inc., has updated its pricing effective July 1, 2022.

G28 - Elevator Equipment, Maintenance, Repair, Inspection & Testing

- This contract is renewing for a period of two (2) years to end on June 30, 2024.

L51 - Library: Books and Media

- Effective 6/1/2022: the following suppliers have been added to the contract after a bid opening to meet member needs: Overdrive, Mackin, Follett School Solutions, and Follett Content Solutions. Two other suppliers: Infobase and LexisNexis have been awarded but are pending contract signatures. Additionally, the suppliers Baker & Taylor, Findaway World, and Midwest Tape, have been awarded additional products for digital media.

New product additions are in the categories of Digital Content Platforms, Digital Library, and Databases. Contract End Date remains unchanged - 9/30/23



MHEC's Expo 2022

DCU Center in Worcester, MA
Thursday, September 22, 2022

Members who log-on to www.mhec.net and register for Expo 2022 by August 1 will be entered in a drawing to win a trip to New York City during the holiday season! The winner will be announced at Expo. To win, the registrant must attend.

We look forward to seeing you in Worcester!

**Register now for a chance to win
a holiday trip to NYC!**



When disaster strikes

**if you need to see your organization
through to the other side of a
pandemic
cyber attack
hurricane
fire
flooding
or other disasters
whether to plan, prepare, avoid,
survive, or restore your operations...**

**MHEC contracts
have you covered.**

**Learn more from next
month's issue of**

1st Monday

published August 1, 2022