

mhec 1st monday

monthly member digest

june 2023

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

working it out

Whether to fill in temporary gaps in your workforce

meet a seasonal need

or support a surge in workload...

...MHEC contracts have you covered!

featured contracts

S03: IT Project Services, Business & Technical Services

S04: Staffing & Executive Search Services

save MORE!

bonus member discounts in june!



Performance Resource Partners
The Strength of Partnership. The Power of Performance.

Swish WHITE RIVER LTD.
An Envoy Solutions Company



see page 10 for details

simple. savvy. diverse.

welcome new members!

Since 1977, MHEC has been making purchasing simple for New England educational not-for-profits and municipalities. We do this in two ways; both involve our contracts.

Each contract is designed to serve a need organizations face—flooring or windows, for example. The contract includes a selection of vetted suppliers that can meet those needs at a dis-

counted price to our members. We have over 50 contracts.

MHEC purchasing contracts help our members save money on products and services which enables their budgets to go further to better serve their communities.

But our contracts also save our members time and frustration.

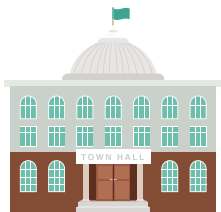
To be included on an MHEC contract, suppliers must go through a public, open, fair, and competitive bidding process. This saves our members from needing

to make the same effort. That's right: any business on an MHEC contract is ready to work with immediately. No additional bidding process is necessary.

With so many contracts and suppliers available to our members (and additions being made regularly), MHEC publishes this member newsletter, **1st Monday**, every month to help everyone keep track of what's available.

We invite you to look inside, review back issues, and learn more about what MHEC has to offer you and your organization.

MHEC serves New England:



cities & towns

MHEC serves cities, towns, and villages across New England with an array of contracts that are of use to everyone (office supplies, records management, etc.), and others targeted for specialized professions, such as police and fire departments. Not finding what you're looking for? Let us know!



universities & higher learning

We started by supporting Massachusetts' university system, and many of our oldest contracts are built around meeting those needs. We now serve all kinds of colleges of all sizes across New England. This has allowed us to strengthen and diversify our offerings for all education levels.



k-12 schools

Our mission is to serve and support not-for-profit organizations with an educational component. No matter how our students develop, we know it all begins with grade school. Whether you need teaching aids, safety solutions, or basic supplies, we have a portfolio of teacher-friendly contracts.



libraries

Our selection of library contracts is so robust that sometimes librarians aren't aware of our many other offerings. To help identify contracts of interests to librarians 1st Monday now includes a feature on the backpage of every issue devoted to them, called, "Check it Out." We hope you will do so!

other features:



diverse contract



enviro-friendly product/service

The above icons identify whenever a contract, news item, or product spotlight in **1st Monday** is offered by a diverse supplier, or is environmentally friendly.



working it out

With this issue, **1st Monday** has been publishing for a full year. Earlier this spring, we asked readers to respond to a short survey about the effectiveness of this publication. Thankfully, the response was strong and positive, but there were suggestions for improvement.

As you'll see, we listened.

Whether you work for a school, city, fire department, or library, we hope you'll find **our completely new design makes finding news and information pertinent to your interests easier**. Of course, we kept features that worked, like every issue having a theme.

For June, **our theme is staffing solutions**, an issue businesses and organizations across the country have been struggling with since the pandemic (see page 7).

Our contract for **Staffing & Executive Search (S04)** is a great place for members to start. We have a range of suppliers who can help you find everyone from the right executive search firm (**Robert Half**, or **The Spelman & Johnson Group**, for instance) to lead your

organization to the right IT specialist to manage your networks. (For an overview of the staffing contract, please see page 14.)

While the staffing contract is ideal for finding professionals to join your team, many organizations have ongoing support needs outside of the office.

For custodial support, look no further than our contract for **Custodial Cleaning Equipment and Supplies (G17)**. Organizations looking for ongoing help with record management or shredding can find several partners available on the contract for **Records and Microfilm/Film Management, Scanning, Storage, Destruction, Shredding, Archiving (F20)**.

Finally, we have an array of technology-related contracts to help you address any gaps in expertise. For videographers, or help photographing your next event, consider our **Multimedia Equipment contract (B11)**. Specialized networking help can be found on our contract for **Network Infrastructure and Management (F14)**.

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September 21, 2023 • DCU Center • Worcester, MA • Free to Members! • Click [HERE](#) to Register

REGISTER TODAY AND QUALIFY FOR THE EARLY REGISTRANT RAFFLE

MHEC's annual Expo offers our members a front row seat to demonstrations, exhibitions, and opportunities to talk directly to our contracted suppliers and other members. Last year was a tremendous success and already supplier registrations are strong. **See the below list of suppliers and their contracts already planning to be there.**

Member registration for this event is **now open**, and soon we will be announcing a drawing for early bird registrants. It will be related to this year's theme, celebrating **Autumn in New England!**

4imprint	F11	Great Openings	C07	Oak Security Group	E05	Taplin Yard, Pump & Power Equipment	G02
ALS	C07	Hampden/Zimmerman Electric	G19	OFGO STUDIO	C07	Tech Logic Corporation	L53
Anixter	E05	Henry Schein	D32	Patcraft	G11	Technology Ed. Concepts	L54
B2Q Associates	G29	Hertz Furniture	C07	Philadelphia Comm. Flooring	G11	The Durkin Company	G17
BCM Controls Corporation	E05	Imprint Express	F11	Port Lighting Systems	B11, C04	The End Up Furniture	C07
BELFOR Property Restoration	G32	Infrastructure	G19	Premier Park & Play	B14	The HON Company	C07
Betts Plumbing & Heating Supply	G14	Ingram	L51	Printer Pro Solutions Inc.	F07	The Ockers Company	B11
Bourdon's Institutional Sales	C05	Insight Financial Services	F19	Pro AV Systems	B11	Toshiba Business Solutions	F07
CAVT Solutions	B11	Integrated Security Incorporated	E05	PSI-NE Storage Products	G19	Tremco Roof & Build Maintenance	G29
CBTS	F05	J & J Flooring	G11	PS Furniture	C07	Tucker Library Interiors	C07
CCS Presentation Systems	B11	KI	C07	Red Thread	C07	VoDaVi Technologies	F05
Conklin Office Furniture	C07	Lakeshore Learning Materials	F15	Robert H. Lord Company	C07	VS America	C07
Connection Public Sector Solutions	F22	Lexington Group	C07	Robert Half	S04	WB Mtg.	C07
Custom Chemical	G17	M.E. O'BRIEN AND SONS	B14	RT London	C07	Whalley Computer Associates	F22
Demco	L05	Mannington Commercial	G11	Savoy Contract Furniture	C07	Wilkem Scientific	D25
Dugmore & Duncan	G19	Matter Surfaces	G11	School Health Corporation	D32	Window Film Depot	C04
ENE Systems, Inc.	E05	mediatechnologies	C07	ServiceMaster Restore	G32	Winslow Technology Group	F05
Enterprise Holdings	L02	Mitinet Library Services	L53	Shaw Contract	G11	Workrite Ergonomics	C07
Epson America	F05, F07	Newcom Wireless Services	F05	Stay Visible	F11		
Filter Sales & Service, Inc.	G17, G19	Nook Pod	C07	STEELCASE	C07		
F.W. Webb Company	G19	Norel Service Company	E05	Sunshine Sign Company	G24		

JUNE CONTRACT ADDENDUM

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

- This contract is being extended for a period of eight (8) months from June 30, 2023, to expire February 29, 2024.

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

- Effective April 25, 2023, Scoreboard Enterprises has provided an updated Daktronics pricelist.

F07 - Copiers, Records Management and Software Solutions

- Effective April 14, 2023, Konica Minolta has updated their pricing.

F11 - Print and Promotional Products

- Effective September 26, 2022, RR Donnelley signed their contract award and is now on contract.

G11 - Flooring: Coverings and Related Supplies and Services

- As of May 15 2023, Man-nington Commercial added Merrimac Tile & Flooring and Allegheny Contract as authorized dealers to provide product and installation on MHEC G11.

G19 - Facilities: Maintenance, Repair & Operation

- Effective July 1, 2023, Filter Sales and Service has updated their pricing.

G24 - Signage & Related Services

- Effective April 25, 2023, Scoreboard Enterprises has provided an updated Daktronics pricelist. Effective May 12, 2023, Sign Design, Inc. has updated their pricelist. Effective May 12, 2023, Amherst Copy has updated their pricelist.

S04 - Staffing and Executive Search

- Effective July 1, 2023, Robert Half has updated their pricing.
- Effective July 1, 2023, Resource Connection has updated their pricing. All other terms and conditions remain the same.

JUNE NEWS

MENTAL HEALTH CONTRACT ANNOUNCED

Responding to member requests and newspaper headlines, MHEC announces a new contract, **Managed Solutions—Student/Staff Mental Health contract (S05)**.

This contract goes into effect starting on June 1. It is intended primarily for schools and universities, but is available to all members.



universities & higher learning



K-12 schools

The inaugural supplier on this contract is **Protocall Services**. Thirty years ago, they formed to meet the growing need to supply mental health services efficiently, without compromising compassion or clinical rigor.

Understanding that no one solution fits all and health care issues are multidimensional, Protocall developed the **Welltrack Ecosystem of Behavioral Health Solutions**. With four parts, that can be purchased individually or as a set, Welltrack puts your Counseling Center at the heart of a coordinated constellation of behavioral health services.

More suppliers will be added soon. Look for a full story on this important new contract and how it will strengthen your supports for students and staff.

NEW PRODUCT: HALO SMART SENSOR

For MHEC members looking for a multipurpose emergency detection unit that protects peoples' health along with their privacy rights, the **Halo Smart Sensor** might be the product you're looking for.



Available in all member states from **Newcom**, a supplier on our **Technology Contract (F05)**, the wall or ceiling mounted sensor is an all-in-one health, emergency, and vape detector. Multiple sensors can be networked


and connected via Halo Cloud, which can be accessed by a mobile app. This allows users to monitor remotely the air quality and health index of any room with such a sensor, and to respond immediately to any emergency.

Because the Halo Smart Sensor does not include cameras, microphones, or any method to capture or track personal information, it makes the device ideal for areas where privacy is essential, like bathrooms and other public spaces.




Along with scanning for a wide range of factors that can affect a space's safety (see below), the Halo Smart Sensor also provides tools to help in case an emergency occurs. This includes colored lighting that can be projected on the wall to direct people to safety, or the configuration of a panic button or spoken keyword.


HEALTH




Health Index




Air Quality Index




Carbon Monoxide




Carbon Dioxide




Nitrogen Dioxide




Relative Humidity




Temperature



TVOC




Particulates




Chemicals


SAFETY




Help
(Spoken Keyword)




Panic Button




Aggression




Gunshot




Motion



Occupancy
(People Counter)




Emergency Escape
& Alert Lighting




Tamper


VAPE



THC



Vape



Vape Masking

Halo Smart Sensor features

Halo Smart Sensor features

working it out



In our contract portfolio, MHEC offers a wide range of options for finding the staffing support you need, inside and outside the office.

Whether you're ramping up for a new, short-term project, need reliable tech help on an as-needed basis, or want to find a new CEO to lead your organization, MHEC has a contract covering that need. Not finding what you're looking for? Our team of strategic sourcing managers stands by, ready to help.

Listed in this Solutions section are a number of products and suppliers that **1st Monday** editors thought deserved your attention.

(These spotlights do not constitute endorsements. As always, we encourage our readers to do their own research and ask questions of our suppliers. Visit the full contract landing pages online for full details on products and services offered by suppliers on contract.)

POPULUS GROUP

Like all the suppliers on our **Staffing & Executive Search (S04) contract** (see the featured overview on page 13), the **Populus Group** can help you find the right new hire. They also have a range of services for managing other employment challenges that affect all growing MHEC member organizations.

Working with outside contractors can be an excellent way to increase your talent pool on an as-needed basis. The paperwork and staying vigilant tracking their hours can be daunting, though. Even worse, misclassification of an Independent Contractor (IC) can result in hefty fines.

The Populus Group offers an **IC compliance service** that provides auditing to uncover issues, systems to resolve them, and technology to manage ICs into the future. Such an audit in a large mid-western company in 2015 vetted 2,500 contractors and found 300 not in compliance.

"We then transitioned each worker to W2

status and managed their payroll through the life of their contract," their website explains (www.populusgroup.com).

ICs that work with the Populus Group have access to personalized online accounts where they can keep track of their time, pay, and benefits.

For organizations such as universities and hospitals seeking to hire international talent, the Populus Group also offers **Immigration Employment Solutions**. Their team of experts has helped hundreds of people remove barriers to employment.

This is just a brief overview of their offerings. The Populus Group is **a minority and veteran owned business**, and they take their commitment to diversity seriously. Their robust blog includes a wide variety of stories and profiles about people from all backgrounds and abilities overcoming obstacles to achieve meaningful employment.



“WORKING IT OUT” SOLUTIONS

CUSTODIAL

Our contract for **Custodial Cleaning Equipment and Supplies (G17)** includes many options for purchasing supplies, but there are also several who provide custodial services for your building or campus. Among a few are **Clean Green Solutions LLC**, **Emerald Green Building Services**, and **One Call Facility Services**.

Filter Sales & Service, Inc. can help organizations keep their ventilation systems working and up-to date. If you need help training or management for an existing team, you can turn to **New England Maintenance Depot** for systems that fit any size organization.



featured contracts & suppliers

B11 Multimedia Equipment

Adia
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
One Diversified
Port Lighting Systems
Pro AV Systems
Red Thread
Theatrix
USI Education & Government Sales
Wassmann Audio Video
Whalley Computer Associates

F14 Network Infrastructure & Management

Airespring
Apogee
Aspen Technology Group
CBS Connecticut Business Systems
CBTS
CenturyLink
CherryRoad Technologies
CloudHesive
Comcast Business
Crocker Communications
Crown Castle Fiber

featured contracts & suppliers, *continued*

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
New Era Technology
North Atlantic Networks
Presidio Networked Solutions
Sandra Network
SHI International
Smartronix
Verizon Business Network Services
VoDaVi Technologies
Whalley Computer Associates
Windream Services

F20 Records and Microfilm/Film Management, Scanning, Storage, Destruction, Shredding, Archiving

Datamerj
Donnegan Systems
Eastern Micrographics
Hewlett Packard Financial Services
Inception Technologies
Kyocera Document Solutions of NE
Magnetic Products and Services
Redishred of New England
Shred-it USA
The Maverick Group
Valley Green Shredding
William B. Meyer

G02 Exterior Maintenance, Equipment, and Repair

Bare Ground Systems
Cain's Mechanical
Casey EMI
Edgewood Golf Carts
NITCO
Southworth - Milton
Taplin Yard Pump & Power Equipment
The Durkin Company
United Construction & Forestry

G17 Custodial Cleaning Equipment and Supplies

Allston Supply
Aramco dba Casey EMI
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
Next-Gen Supply Group
Noble Supply & Logistics
One Call Facility Services
Richco Products
Simplex Janitorial Supplies
Staples Business Advantage
State Industrial Products
Swish White River
The Durkin Company
Top Notch Supply
Unipak Corp

G29 Facility Maintenance and Energy: Assessment and Software

B2Q Associates
Energy Source
Fitzmeyer & Tocci Associates
Guardian Energy Management Solutions
Integrated Security
MetaBIM
Performance Resource Partners
SourceOne
Weatherproofing Technologies

G32 Emergency Response and Disaster Restoration

Belfor USA Group
Bestech
NEL
ServiceMaster Residential Commercial
Sunbelt Rentals
Water Fire Mold Restoration Services
Zmetra Clear Span Structures

S03 IT Project Services, Business and Technical

Advanced Systems Integrators
CampusWorks
Carahsoft Technology Corporation
CBTS fka OnX
CTS Services
Custom Computer Specialists
ePlus Technology
Harbor Networks
HUB Technical Services
Island Tech Services
JS Business Solutions
North Atlantic Networks
Performance Guidance Group
Perkins School for the Blind
Presidio Networked Solutions
Strata Information Group
Vertical Communications
VoDaVi Technologies
Whalley Computer Associates

S04 Staffing & Executive Search

BANKW Staffing
EDA Staffing
Kforce
Marathon Staffing Services
Populus Group
Robert Half International
The Spelman & Johnson Group
Whalley Computer Associates

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MHEC Contract G13

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MHEC Contract: MC12-Co7
Promotion Period: 5/1/2023 - 7/31/2023

SAVEMORE! i-mop XL Plus Walk-Behind Floor Scrubber

The maneuverability of a mop with the cleaning performance of a
walk-behind floor scrubber. The i-mop XL Plus makes it possible to clean
any surface with freedom of movement and great ease of use. No borders
or boundaries. This machine isn't just designed for cleaning, it is designed
for the cleaner.

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- ★ Minimize Environmental Impact
- ★ Easy Operation & Maintenance



- ★ SAFE
- ★ CLEAN
- ★ SUSTAINABLE



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Account Manager
for a demo and
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Contract #G17

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mhec 

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universities up to 30% in
operational costs with
tailored, targeted solutions.

Contract: MC-02-G29



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S03 key product & services

Business Continuity Planning	Infrastructure Design
Business Process Management	Mobile Applications
Cloud Systems Integration	Remote Database Admin.
Digital Accessibility Consulting	Remote Mgt and Monitoring
Disaster Recovery	SLA-Service Level Agreement
e-Content/ Document Mgt	Software Development
Enterprise Resource Planning (ERP) Systems	Systems Integration
Geo. Info. Systems (GIS)	Systems Planning
Independent Verification & Validation	Technology Courseware Development
Information Security & DATA Loss Prevention	Telecommunications Services



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S03 has suppliers serving these states:

CT	ME	MA	NH	RI	VT
✓	✓	✓	✓	✓	✓

The MHEC contract for **IT Project Services, Business & Technical Services (S03)** includes nearly 20 different suppliers with a wide spectrum of capabilities to serve our members' needs connecting team members via technology. As with all our contracts, MHEC seeks to provide as many options as possible. Even if our contracts often preclude the necessity to go out to bid, with complicated projects, it can be essential to have input and estimates from multiple suppliers.

The contract includes several suppliers that have been in business for decades, such as **Advanced Systems Integrators** and **Whalley Computer Associates**. They have experience serving a range of business sizes in a variety of settings across New England.

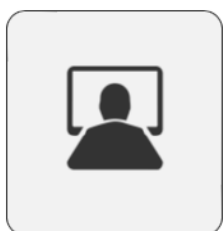
Increasingly, organizations are looking to migrate their IT services to the cloud, and many suppliers on this contract can provide that service. A few specialize in such migrations, such as **Presidio**, and **CBTS**, which also offers custom cloud application development services.

Suppliers such as **CampusWorks** and **Strata Information Group** partner primarily with schools and universities to build technology solutions that work best for everyone—students, professors and staff. **Carahsoft Technology Corporation** works with federal, state, and local government agencies.

Island Tech Services provides solutions for first responders. Their specialty is making certain the critical data emergency workers depend on connects seamlessly between mobile options, vehicle consoles, and office desktops.

Perkins School for the Blind offers **Perkins Access**, an accessibility consulting division that can help organizations review and assess their own digital systems for issues that may prevent obstacles for those with disabilities. They also offer suggestions and solutions for improvements.

Finally, all the suppliers on the S03 contract take security seriously, and a number can offer comprehensive protection and backup systems.



More about this contract can be found on the [S03 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.



contract serves all sectors



S04 key product & services

Staffing Services



Heather Luddin

Marketplace, Strategic
Sourcing Manager, MCPPO
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413-992-2502

Staffing & Executive Search Services (S04) is an MHEC contract that includes an array of suppliers that can help you find and hire professional staff that will lead, build, and support your workforce.

Suppliers such as **Robert Half International** and **Kforce** offer a range of solutions to meet various needs. Individual contract talent is available for short-term projects, or they can help fill fulltime positions. Each supplier also offers temporary team solutions where a variety of talents can be assembled to take on larger initiatives.

Each supplier has their own industries they specialize in working with. **BankW Staffing** is made up of five component companies, all with their own professional field, including financial, technology, and human resources. **EDA Staffing's** specialties include defense, bio-sciences, and manufacturing, among others. **Whalley Computer Associates** can help with immediate technology needs and help with full-time placement. They specialize in working with schools and municipalities.

S04 has suppliers serving these states:

CT	ME	MA	NH	RI	VT
✓	✓	✓	✓	✓	✓

The S04 contract also includes other suppliers who have a strong track record working with not-for-profit, government, and other public agencies. **Marathon Staffing Services** specializes in serving locally-based organizations and boasts 1,970 job placements last year. They have a proprietary staffing program that allows them to tailor reporting to different government specifications.

The **Spelman & Johnson Group** identifies and recruits "outstanding leaders in education, advocacy associations, and social impact organizations." Since 1991, they have been committed to issues of equity, diversity and inclusion in the executive search process.

From help managing immigrant employment challenges, to taking care of independent contractor compliance, the **Populus Group** offers a different approach to staffing needs. They are also a minority and veteran owned business. *Learn more about them on page 7.*



workforce resources

More about this contract can be found on the [S04 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.



contract serves all sectors

13

CHECK IT OUT!

MHEC for New England Libraries

a portfolio of robust
library contracts...

MHEC has five contracts developed especially for libraries:

L50

**Library: Supplies, Archival
Products & Service**

L51

Library: Books and Media

L52

Subscription Management Service

L53

Library Equipment, Software & Service

L54

Library Digital Technologies

As their names imply, our contracts offer everything from books and media to check out and tracking technologies.

...is only the beginning!

Libraries also have bathrooms that need supplies, windows requiring curtains, and comfy chairs that need replacing. All of MHECs more than fifty contracts are available to all libraries, making thousands of products and services. Consider shopping from these other contracts:

Furniture, Facilities, and Technology

In addition to our contracts written and maintained for libraries, MHEC offers an expansive catalog of options that help all member organization save time and money on their purchasing decisions. Below is a selection of contracts that we think will be of interest to Maine libraries.

Furniture:

C07 Furnishings & Accessories

The following is a selection of product categories covered by this, our most extensive catalog:

ADA Compliant, Administrative, Auditorium/Theater, Benching, Carts, Circulation Desk, Conference Room, Early Childhood, Hand-Washing Stations, Lecterns, Library, Lounge, Makerspace, Modular Space, Portable Stages, Privacy Pods, Reception Desk, Storage/Lockers, Visual Communication Displays, White Boards (non-electronic), Wood Refinishing Services (includes restoration)

Facilities:

C04 Windows, Window Treatments, Specialized Curtains, Noise Reduction Products

G11 Flooring

G02 Exterior Maintenance, Equipment, Repair

G03 Motors, Pumps, Compressors, Controls, HVAC & Services

Technology:

B11 Multimedia Equipment & Services

F07 Copiers, Record Management and Software

F14 Network Infrastructure & Management

F19 MHEC Master Leasing & Financing