

mhec 1st monday

monthly member digest

april 2023

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



C05: Mattresses and Hospitality Products



G10: Mail & Parcel Delivery Service



On the Move!

spring has sprung

New Englanders come out of their hibernation and the great migration begins

birds flock north

students go anywhere else

wherever you're heading...

MHEC contracts have you covered!

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save MORE!

products and services this month



Allsteel®



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



see page 16 for details

simple. savvy. diverse.



C05 Mattresses, Hospitality Products and Services



Andrew Ryan

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

The contract for **Mattresses, Hospitality Products and Service (C05)** was updated last April to include **six new suppliers** offering a range of mattresses, bed and bath linens, towels, shower curtains, and accessories. These products are designed to work well in school dorms, campus medical facilities, and any-



where your organization might host overnight guests. **A majority of the suppliers are small businesses, and three of them are diverse.**

As the products on this contract will serve many different visitors with a wide range of needs, safety and durability are key considerations for the suppliers. **Bourdons** is a small company that has been operating out of Claremont, New Hampshire for the past 94 years; for dorms, they offers the **Life-Safety** line flame-resistant mattresses. The design of these durable mattresses also helps prevent bed bugs. Alternately, **DiaMedical USA** offers a wide array of products and services to

the medical industry, and it's no surprise their mattress offerings are diverse. Among many other kinds, they offer alternating pressure mattresses, labor & delivery pads, mattresses to address incontinence & bedwetting, and behavioral health mattresses.

Suppliers, like **Ecologic Furniture**, are keenly aware of the environmental impact their products will have. Not only do they build beds, desks, and other furniture with eco-friendly materials, but their design team "is constantly thinking about student's needs and the residence hall of the future." Their bed platforms come with storage and charging options for phones, tablets, and laptops. **Consolidated Hospitality Supplies** offers the **EnviroSpring** mattress from **Lippert**, which is made from **100% recyclable materials and is the only landfill-friendly product of its kind on the market.**



product & services

Bath Linens & Towels
Bed Accessories
Bed Bug Products
Bed Linens
Dorm Room Kits
Hospitality Products

Installation
Mattress Foundations
Mattress Removal-New purchase only
Mattresses
Shower Curtains & Accessories

C05 suppliers serving your state

C05 Suppliers	CT	ME	MA	NH	RI	VT
August Mattress	√	√	√	√	√	√
Bourdons Institutional Sales	√	√	√	√	√	√
Consolidated Hospitality Supplies	√	√	√	√	√	√
DiaMedical USA Equipment	√	√	√	√	√	√
Dorm Company Corporation	√	√	√	√	√	√
Ecologic Furniture	√	√	√	√	√	√
Mass Correctional Industries			√			
University Sleep Products	√	√	√	√	√	√
US Eco Products	√	√	√	√	√	√



interior finishes

More about this contract can be found on the [C05 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.



G10: Domestic/ International Mail & Parcel Delivery Service



Andrew Ryan

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The contract for **Domestic/International Mail & Parcel Delivery Service (G10)** provides MHEC members discounted service from global shipping logistics leader, UPS.

United Parcel Service, Inc. (UPS) was founded in 1907 in Seattle, Washington. Initially, two enterprising teens, started the business with a \$100 loan and intended it to be a private messenger and delivery service. It was named the American Messenger Company. Twelve years later, they expanded to Oakland, California, changed their name and began painting the company delivery fleet brown.

Today, of course, UPS is the world's largest package delivery company, and their fleet includes airplanes and advanced digital tracking systems, making them a global leader in logistics. They create value for their customers and our members through solutions that lower costs, improve service and provide highly customizable supply chain control and visibility.

The UPS College and University Program offers a number of ways education providers can work more efficiently. Customized Express Envelopes are reusable and allow schools to promote their brand while saving paper. Global tracking

continues...



transportation

More about this contract can be found on the [G10 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.

software helps all members ship with greater efficiency and less environmental impact. Their Hazardous Materials Shipping services is ideal for labs and medical centers, ensuring compliance with applicable regulations.

In addition to other discounts, UPS offers MHEC members a special rate on shipping insurance. Standard coverage for loss or damage on shipments with no declared value is up to \$100. For

MHEC members, UPS offers additional declared value insurance at a rate \$.91 per \$100 (which is a savings of 41¢ per \$100 of value).

UPS is also committed to **diversity, equity, and inclusion**. Through their UPS Ignite program, they hope to elevate underrepresented business leaders with funding, training and coaching. In 2020, Carol Tomé became the company's first woman CEO.

product & services

Domestic Mail

Domestic Parcel

2nd Business Day

3rd Business Day

Ground

LTL

Next Business Day

International Mail

Export Document

Export Letter

Export Package

Export Pak

Import Document

Import Letter

Import Package

G10 suppliers serving your state

G10 Suppliers	CT	ME	MA	NH	RI	VT
United Parcel Service UPS	✓	✓	✓	✓	✓	✓



Contract News

Business Travel: Rentals vs Personal Vehicles

For years now, video conferencing, telephone calls, email, and endless text threads have replaced face-to-face meetings. Though we make do, something is always missing. It's hard to gauge someone's reaction if you can only see their face, or have to interpret their auto-corrected response.

Sometimes, nothing beats showing up.

As travel restrictions are lifted and face masks fall, MHEC members will finally be hitting the road to reconnect with remote partners and those they serve. As exciting as it might be to return to favorite places again, or discover new ones, managers are also faced with the perennial question:

Is it cheaper for an organization to rent a car for a staff member's trip, or pay their travel reimbursement when they drive their own car?

Enterprise Rent-A-Car has anticipated this return to the roads and has some convincing data that for longer trips, rentals are the way to go. As of January 1, 2023, travel reimbursement is set at \$.635 per mile. A 440 mile round trip journey would cost \$275 reimbursement. Serving MHEC members through our **Vehicle Rentals contract (L02)**, Enterprise offers substantial savings, and they've got an online tool to prove it. You can try it yourself at:

www.enterprise.com/tripoptimizer

MHEC members receive even greater savings if they book their travel through MHEC's online purchasing tool, **i-buy marketplace™**. By visiting the Enterprise store on our marketplace portal, you can select the option for "MHEC compact class". When we did this and added Massachusetts taxes, we found the same trip would cost \$146.51 (providing a savings of \$128.49).

For large organizations, Enterprise also offers **CarShare**. This program offers the flexibility and freedom of having a fleet without the costs and hassle of actual ownership. Managed with an app and a personalized membership card, authorized staff can sign out and use a car whenever needed.

Organizations with existing fleets that turn to CarShare have generally been able to reduce the number of vehicle by a rate of 3.6 cars to one. Combined with the savings discussed earlier, Enterprise reports an overall cost savings as high as 34%. As the pandemic made us all reconsider both how we travel and how often, CarShare can potentially be an alternative to ownership for employees who commute with public transportation and only occasionally need a vehicle.

Whether or not the organization you work for joins CarShare, the faculty, staff, and students for institutions and organizations who are MHEC members can all partake in our savings with Enterprise.



Although the above story refers to compact cars, Enterprise also offers a full line of trucks and utility vehicles.

New Environmentally-friendly Flooring Option

Purline is a new, unique flooring product from Matter Surfaces. An organic alternative to vinyl, laminate or linoleum that doesn't off-gas, Purline is highly durable, requires minimal maintenance, offers non-slip properties and contributes to LEED certification in buildings.

This organic flooring product is now available to MHEC members via our **Flooring: Coverings and Related Supplies and Services contract (G11)**.



Comprised of three organic ingredients, Purline is based on eucuran, a high-performance composite material that is made mostly from vegetable oils such as rapeseed or castor oil, and naturally occurring mineral components such as chalk.

The product is odorless and free from harmful emissions, and with over 150 designs, it fits in a multitude of settings. Available in plank and tile format, Purline is easy to install, stain-resistant, and easy to clean.

Purline is not a Luxury Vinyl Tile (LVT). It's been tested to be five times more durable than LVT options, and it is designed to be a safe option for medical facilities and preschools.

Based in Stoughton, MA, Matter Surfaces has been the exclusive partner for Purline Brands, and they have installed over 8 million square feet of these flooring products. They're eager to do more with MHEC members.



MHEC Contracts Go Out to Bid, So You Don't Have To

There's a reason not every grassroots upstart is instantly a not-for-profit.

It's a lot of work operating in a fair, open, and competitive manner that's consistent with state and federal laws.

Spending the public's money requires we all follow rigorous procedures and document everything in detail. Doesn't matter who you are; sometimes it can all seem too much. Just refilling a stapler can seem like an insurmountable hurdle to a fledgling public organization—and a constant irritation to even the most hardened survivor of years of slashed budgets.

Most of our members understand that MHEC offers steep discounts for products and services on our contracts. And it's true: we work closely with our suppliers to offer the best cost savings.

Sometimes, though, people forget the deeper savings MHEC offers in terms of time, energy, and frustration. When we were established by Massachusetts State Law in 1977, the power of aggregation was meant to help lower prices for members, but also create efficiencies for those who used our services. The products and services on our contract are available for our members to use immediately; MHEC follows the rigorous procedures and documentation requirements consistent with Massachusetts General Law Chapter 30B requirements—so you don't have to.

For a supplier to be included on MHEC contracts, they must respond to a publicly announced bidding process. To stay on our contracts, the suppliers must work consistently in an ethical and transparent way.

To verify that they do, our staff of MHEC Strategic Sourcing Managers works with both our suppliers and members all year to review supplier performance. All MHEC contract managers must complete training and maintain their designation as a Massachusetts Certified Public Purchasing Official (MCPPO), and they are versed in the requirements of the other New England states.

Our contracts and procurement practices have been reviewed and been found to comply with the regulations set forth in the U.S. Department of Education's General Administrative Regulations (EDGAR), too.



We still encourage our members to research their purchasing decisions themselves; MHEC.net provides several online tools to learn more about all the suppliers available to work with. As long as you select a supplier on MHEC contract—and your district does not have any of its own requirements—no further bidding process should be necessary.

MHEC is not the only purchasing consortium serving the north east, but we are based in New England and devoted to serving the needs of educators and municipalities in these six states. **We write and manage our own contracts, responding to member needs.**

Of course, we hope the cost savings our contracts provide help our members extend their budgets further, but **if we can also save you weeks of email exchanges, fretting about deadlines, or any uncertainty about your next step—even better.**

time to **TEE UP!**

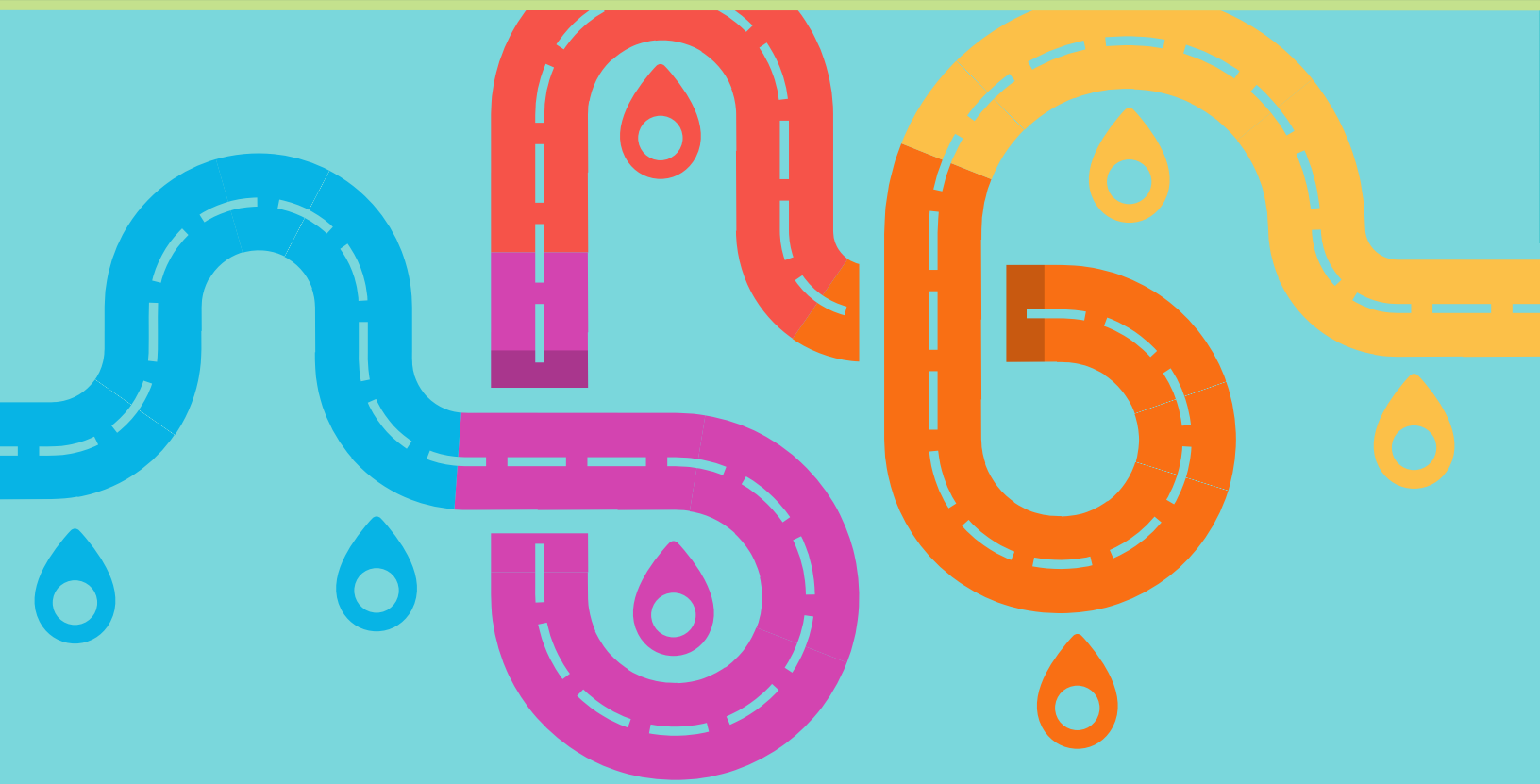
MHEC's annual
Golf Tournament
Friday, June 2

**FREE TO
MEMBERS!**



MHEC's annual Golf Tournament is scheduled for Friday, June 2. Played on the lush grounds of the Blackstone National Golf Club in Sutton, MA, this is a great opportunity for members and suppliers to network. Each team is a pairing of two suppliers and two MHEC members; they play the 18-hole course together in a friendly competition with other teams. Positions are filling up; register soon!

[Click HERE to register.](#)



on the MOVE!

In New England, it happens before the first birds return, or even the maple sap begins to run. The itch. The urge to be somewhere else. Anywhere else.

Maybe it's the greyness of the snow from the last Nor'easter, or maybe it's a New Year's resolution that's grown cold, but not-for-profits across our region begin making their spring and summer plans early. Schools begin hosting graduations and directing proud parents across their campuses, just as they're welcoming a new batch of freshmen to their residence halls and admissions offices. Libraries start lining up their beach-reading book lists. And after a long winter of sitting tight, everyone's eager to hit the road, renew connections, and make new beginnings.

MHEC contracts are designed to make this transition simple.

If you need wheels to get you or your team somewhere, our **Vehicle Rentals contract (L02)** offers discounts with Enterprise. Need to pack up the office and relocate? Our **Moving & Storage Supplies and Services contract (G13)** has a wide

variety of suppliers, ready to handle any need—whether you're moving across town or across the country. Just need to send a letter overnight, or a package anywhere in the world? UPS offers special rates to our members on our **Domestic and International Mail & Parcel Delivery Services contract (G10)**.

For those municipalities and organizations anticipating guests and visitors from afar, MHEC has a wide portfolio of suppliers to help out-of-towners find their way and feel welcome when they arrive.

Our contract for **Mattresses, Hospitality Products and Services (C05)** offers a number of suppliers who can help outfit your dormitories and residence halls with ecologically friendly hospitality supplies. For wayfinding services (kiosks, signage, maps, and venue decorations) our **Signage & Related Services (G24)** contract can help visitors feel safe and at ease.

So, whether you're seeking out new horizons, or welcoming travelers to share yours, MHEC is to help improve both your journey and destination.

on the MOVE! *continued...*

C05 Mattresses, Hospitality Products and Services

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

G10 Domestic and International Mail & Parcel Delivery Services

UPS United Parcel Service

G13 Moving & Storage Supplies and Services

ABC Moving and Storage
Atlas Van Lines
Boomerang Moving & Storage
Collins Brothers Moving Corporation

Conlon Moving Systems
Consumers Relocation Services
Five College Movers
Liberty Movers
National Library Relocations
Rentacrate Enterprises
Roger Sitterly and Son
William B. Meyer

G24 Signage & Related Services

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 Corp

G27 Vehicles: Purchase/Leasing, Equipment, Parts & Accessories

MHQ

L02 Vehicle Rentals

Enterprise Holdings



“ON THE MOVE” SOLUTIONS

In our contract portfolio, MHEC offers a wide range of options for helping your organization and its staff both travel themselves and welcome travelers.

Whether you're taking an overnight business trip, outfitting a residence hall, or moving your family to a new home, 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.)

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**.

Lippert Mattresses are:

- eco-friendly
- landfill friendly
- comfortable
- guaranteed—every mattress comes with a 5-year guarantee





RELOCATION MADE SIMPLER

Serving educational not-for-profits across New England, MHEC knows that along with college students hauling their belongings to and from school in milk crates, professors and other professionals are uprooting their entire estates to find opportunities far, far away.

Sometimes, stuffing the family station wagon, or renting a big van, isn't going to cut it. Sometimes, moving requires professional help. That's what our contract for **Moving & Storage Supplies and Services (G13)** is for.

There are a spectrum of moving services represented on the contract.

Based in Evansville, Indiana, **Atlas Van Lines** is a national service that offers a range of services—from residential to long distance and international. With over 70 years of service and high satisfaction ratings, the reach of their network can be a real asset, especially for government moves.

For a local alternative, we have several options, including **Sitterly Movers** in Western Massachusetts. Offering household and commercial moves throughout the Pioneer Valley along the Connecticut River, they have been in business since 1930. With a permanent staff of trained movers and commitment to the community they serve, they have regularly helped MHEC members (including faculty, staff, and students) relocate from southern Vermont and New Hampshire down to northern Connecticut. As their slogan says, "We like moving furniture, but we love moving lives."

Most of us don't make a habit of moving too often. Upending everything and waking up one

morning somewhere else is a big deal, and trusting a company with your life can be a stressful decision. **Consumers Relocation Services (CRS)**, also on the G13 contract, helps make this process simpler. Not a moving company themselves, they partner with an array of agencies, each with different specialties.

"We've been in business since the early '90s," Amy Olsen, CRS vice president, said in a recent interview with **1st Monday**. "We've had experience with every moving company we work with. We know their strengths and weaknesses, and we've weeded out" the ones that don't meet their high standards.

CRS offers each customer a moving consultant who performs a need analysis. They send their findings to 2 or 3 of their partner agencies for price quotes, which the consultant analyzes.

"Sometimes one mover quotes an 18,000 lbs cargo, and another quotes it at 22,000 lbs," Olsen said. "We look into the discrepancy and make sure everyone's understanding the project in the same way."

Based in central Vermont, the small business serves clients nationally, and they have worked with universities across New England to help move teachers and staff. Along with households, they also specialize in moving vehicles.

"It's all about providing members options," Olsen concluded, which seems like an excellent way to end this review of MHEC's **Moving & Storage Supplies and Services contract (G13)**.



Multiple Ways for Members to shop!

With **i-buy marketplace™**, MHEC members have an online tool that can serve as a “one stop” shopping experience.

- search, point, click, fill your cart, and pay
- buy from multiple contracts, using the same shopping cart
- use credit card, P-card, or purchase order (PO)
- request multiple quotes
- simple, savvy, and diverse options

Webinar Training Schedule: Spring 2023

Each webinar is **free** and open to all members. The presenter will walk through how the software works, highlighting its different features. Afterwards, there is a Q&A discussion about how i-buy can be of value to our different members—K-12 Schools, Municipalities, Higher Education, and Libraries.

Wednesday,
April 5, 1:00 pm

Wednesday,
April 19, 1:00 pm

Wednesday,
May 3, 1:00 pm

Wednesday,
May 17, 1:00 pm

Wednesday,
May 31, 1:00 pm

Keep an eye out
for emails for
registration in-
structions.

**I-BUY WEBINARS
ARE OPEN TO
ALL MEMBERS!**



4 ways to connect to i-buy marketplace™

i-buy marketplace™ is ideal for smaller organizations that might not have a dedicated enterprise resource planning (ERP) system already. For those that do, we have other options to connect to our portfolio of contracts:

1. **directly through MHEC**

use the powerful features of **i-buy marketplace™** via a link on our website

2. **managed team experience**

utilizing the built-in admin features of **i-buy marketplace™**, organizations can assign roles to users and work collaboratively

3. **standard ERP**

i-buy marketplace™ can be easily connected to many popular systems use for procurement including: Tyler Munis, Tyler iVisions, Frontline Teams, Workday Skyward, and others.

4. **add stores directly to your ERP**

place any of the i-buy stores directly on your ERP - use MHEC contracts in an interface you're already familiar with - option works best with systems such as: Coupa, ESM, Jaggaer, UniMarket, and Oracle.



coming in May:

shaping the **outside** world

the earth thaws. leaves
bud. birds sing. it's time to
break ground.

need to lease a backhoe?

parts for your excavator?

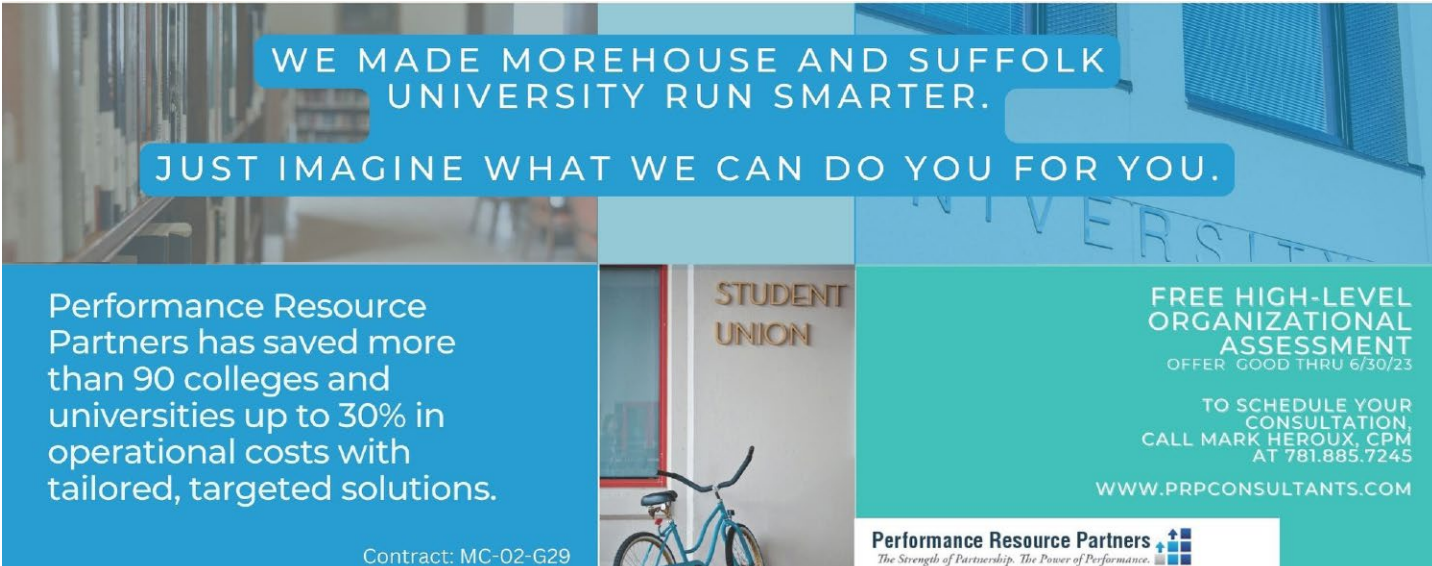
maybe the truck fleet could
use a tuneup?

whatever your project...

...MHEC
contracts
have you
covered!

in the next issue of
1st Monday! ¹⁵

simple. savvy. diverse.



WE MADE MOREHOUSE AND SUFFOLK UNIVERSITY RUN SMARTER.

JUST IMAGINE WHAT WE CAN DO YOU FOR YOU.

Performance Resource Partners has saved more than 90 colleges and universities up to 30% in operational costs with tailored, targeted solutions.


Contract: MC-02-G29

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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")

save  **MORE!**
TM

april's featured products!

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RECEIVE A
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WITH ANY
PURCHASE OF
\$75 OR MORE*



WBENC

*Limit one per customer.
Expires June 15, 2023.





Browse our 2023 catalogs online!
When placing your order, reference MHEC contracts B14 or D32.

SchoolHealth.com/Virtual-catalogs



MHEC Contract C07 Promotion includes Altitude®, Mural™, Radii™, Align™, Structure™, Social Collaborative, Evo™, O6™, Pli™, Gunlocke® Silea™ and Liv.

Purchase top-selling
Allsteel products with
an additional
discount of 1% to 14%
off for a limited time.

Click here, or visit the C07
landing page to learn more!



Allsteel®



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Where in the World is Janet Garabedian?



Janet Garabedian has worked with regional universities since the 1990s and has more than two decades experience with New England nonprofits. Most recently, she has been helping libraries and municipalities to learn about how the products and services on MHEC contracts can meet their needs. Whether your organization is in Maine or Rhode Island (or somewhere in between), Janet is happy to pay you a visit, too. Maybe she can add you to our constellation of new members next year.

To schedule your own in-person or virtual meeting with Janet, email her:

jgarabedian@mhec.net



Megan O'Brien from M.E. O'Brien and Sons, Inc. and Janet Garabedian meeting at the Rhode Island League of Cities and Towns last month.

Meet MHEC In Person!

Come visit us at these upcoming events:

April 23

Rhode Island League
of Cities and Towns
Warwick, RI

May 8

Massachusetts Library
Association (MLA)

April 27

Connecticut Association of
School Business Officials
(CASBO)
Plantsville, CT

May 22

Maine Library Association
(MLA)

APRIL CONTRACT ADDENDUMS

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

To fulfill existing and future member need, current suppliers were offered a competitive opportunity to add additional products and brands. The following suppliers have added these categories or brands:

Fitness Ventures DBA Aktiv Solutions – Entire Catalog

Gronk Fitness – Dynamic, Spirit, TKO, Force USA, Echelon, True, Octane, Prism, Troy Barbell, Athletic Turf

M E O'Brien – Accessible & Inclusive Play, Free-notes Harmony Park, Entire Catalog for install and incidentals, Accessible Drinking Fountains, Accessible Bleachers, and Accessible Site Amenities

Precor – Peloton, PowerLift, Escape Fitness, TAG

Premier Park & Play – Entire Catalog to include install and incidentals

School Health – Accessible & Inclusive Gym

In addition, M E O'Brien has updated their pricelists, effective April 6th 2023.

F11 – Print and Promotional Products

- SupplyLogic has recently merged with WebbMason and is now conducting themselves as SLWM. Please note the new contact info and web addresses for SLWM throughout the F11 contract and MHEC website. All other terms and conditions remain firm for the performance of the contract.

G11 – Flooring: Coverings and Related Supplies and Services

- Matter Surfaces has added two authorized dealers to their contract. Contract Installations and Curran Flooring are both now authorized to provide product and installation under this MHEC G11 contract.

G11- Flooring: Coverings and Related Supplies and Services

- Mannington Commercial has added one authorized dealer to their contract. Contract Installations is now authorized to provide product and installation under this MHEC G11 contract.

G11- Flooring: Coverings and Related Supplies and Services

- Mannington Commercial has added one authorized dealer to their contract. Atkinson Carpet is now authorized to provide product and installation under this MHEC G11 contract.

G32 - Emergency Response and Disaster Restoration Services

- This contract has been renewed for a period of two (2) years and will end on February 28, 2025. Favreau Forestry, DAI LLC, and American Technologies Inc, are no longer on contract effective March 1, 2023. Belfor USA Group and ServiceMaster Residential Commercial have updated their pricing. All terms and conditions shall remain firm.

S03 - IT Project Services, Business and Technical Services

This contract has been renewed for two (2) years to end on February 28th, 2025. Effective March 1, 2023, the following suppliers are no longer on contract:

1. Enquizit Inc
2. JANUS Associates, Inc.
3. Northeast IT Systems, Inc.
4. Securance LLC
5. AccessIT Group
6. BerryDunn
7. Cambay Consulting LLC
8. Connvertex Technologies Inc.
9. HK Consulting, Inc.
10. Jantcu
11. K2 Partnering Solutions
12. Networked Educational Technologies, LTD.
13. Soltrix Technology Solutions Inc
14. WSP USA Inc.
15. Creative Enterprise Solutions, LLC

Effective March 1, 2023, with this extension, the Campusworks, and Strata have modified pricing to accommodate changing market conditions. All other contract terms remain firm.

EXPO 2023!

Mark your calendars:

Thursday, September 21

DCU Center
Worcester, MA

MHEC Expo 2023

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 list to the right of which suppliers and their contracts are already planning to be there.**

Member registration for this event will be announced later in the spring with a drawing for early bird registrants.

But remember: the 21st of September!

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