



# CCAPPO – MHEC Update

presenter: Janet Garabedian, business development manager – August 19, 2021



## key initiatives

- Research
- Technology
- Upcoming RFP's
- Website
- Marketplace
- SDO suppliers

# MC13-D25

## laboratory & science

*bid response status*

- bids received:
  - Nikon, Finn Scientific (K-12), Sigma, McKesson, VWR/Wards division for K-12:
- did not submit:
  - Medline & Steris will be bidding D32. Heather Ludden has already been speaking with them
- new category offerings:
  - eLearning science lessons for remote learning
  - 360Science- Hybrid learning with remote and hands on
  - Science To Go – Fully Remote
  - Virtual Dissections
  - Used/Refurbished Laboratory Equipment/Certified K-12 Science Equipment & Supplies
  - Veterinary Medical Equipment for Vet Courses Pipette Calibrations

MC13-D25  
laboratory & science  
*SDO suppliers*

- **3 diversity suppliers**
  - Continental Resources
    - women owned
  - Westnet
    - minority business enterprise
    - disadvantaged business enterprise
    - small business
  - Wilkem Scientific
    - minority business enterprise
    - disadvantaged business enterprise
    - small business
- **10 small business suppliers**
  - Alert Scientific
  - Caley & Whitmore
  - Formaspace
  - Krackler Scientific
  - Lab Furniture Installations
  - Longo
  - Micro Video
  - Microptics
  - MicroTech
  - Rene Cote & Sons

# mhec bids in the works!

*F05 technology hardware & accessories*

- new contract goes into effect 10/1/2021
- what's new?
  - accessibility products
  - remote learning packages
  - e-sports
  - robotics

Questions:

Alexander Therkelsen

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mhec bids coming up!  
*contracts going out to bid in  
the Fall*

- B14: athletics
- D32: medical/dental equipment
- F11: promotion and print
- F19: master leasing & financing
- F15: office supplies/promotion
- L01: armored car services

***Supplier recommendations and  
feedback welcome!***

# mhec contract updates!

*F04 software – group pricing efforts*

- KnowBe4: security awareness
- Cygiant: cyber security

***SHI in negotiations to secure pricing for 1 – 3 years***



# Potential new contracts



debt collection



armored car



# improved website user experience

*identified key website  
requirements*

1. simplified navigation
2. centralized info for purchasing decisions

# launching new website soon

- simplified menus
- improved access
- simplified content
- contract & sector landing pages

# contract landing pages



- simplifies through 16 high level product & service categories
- centralizes purchasing-decision information by contract
- lists suppliers and identifies
  - prices lists
  - sell sheets
  - SDO status
  - marketplace status / link
  - brand and product categories
  - contract news
  - supplier promotions/discounts

# SDO

- Looking to add more Supplier Diversity suppliers
- Joining the Greater New England Minority Supplier Development Council

# Marketplace

- Stay tuned for some exciting news!

# July/August saveMORE!

## Savings offered on contracts:

- D32 from Schoolhealth
- E05 from WindowFilmDepot
- G17 from Milhench and Staples
- S04 from Castlebranch

D32 Medical/Dental Supplies and Service

**SCHOOL HEALTH**  
We Supply Your Future™

School Health 866-323-5465

**Exclusive offer for MHEC Members!**

Save \$100!

Purchase a Celios G200 Air Purifier (#1039166) and save \$100.

Use code **1039166PROMO** when ordering. Reference MHEC Contract MC13 D-32.

**SchoolHealth.com**  
Offer expires 5/31/21. Free shipping over \$100. Phone orders only.

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

EdSave discount: MHEC members can save an additional **5% off installation costs of 3M security film** when ordered before June 1, 2021  
MHEC contract reference: MC13-E05

**Window Film Depot**  
America's Installation Pros

[www.windowfilmdepot.com/markets/mhec](http://www.windowfilmdepot.com/markets/mhec) • [info@windowfilmdepot.com](mailto:info@windowfilmdepot.com) • 866.933.3456

G17 Custodial Cleaning Equipment and Supplies

**Milhench**  
SUPPLYING TRUST SINCE 1932

Contract G17: Custodial Cleaning Equipment and Supplies  
Promotional Period: April 1 - June 30 2021  
Promo Code: MILHENCH10

**UPDATE YOUR HAND SOAP AND SANITIZER PROGRAM**

**10% MHEC DISCOUNT**

Update your facilities hand hygiene program with Milhench Supply Company and foamyIQ, the hand care system without the dispenser!

- No more worrying about replacing broken dispensers.
- No more messy dispensers, just a clean fresh refill when you need it!
- Get the alcohol out of the classroom! As the pandemic continues, more and more research is proving the effectiveness of non-alcohol based hand sanitizers.

Attach Deplete Repeat

**Staples 10% Off Discount** Promo Code: PURSS1 Expires 5/31/21

**PURELL** Surface Sanitizer and Disinfectant Battery-Powered Sprayer

Easy to Use • No Harsh Chemicals • Food Contact Safe • KILLS 99% of Bacteria and Viruses

MHEC CONTRACT G17 Contact Alycia.Tarasiak@Staples.com

S01 Human Resource Services: Immunizations & Documentation, etc.

**Real Vaccination ID**

The World's First  
**COVID-19 PASSPORT**  
TO PROTECT YOUR PEOPLE, YOUR DATA, YOUR ORGANIZATION & YOUR FUTURE

**LEARN MORE**

Speak to an expert at [mhec@castlebranch.com](mailto:mhec@castlebranch.com) | 910.679.2800

MHEC Contract #: MC01-S01;  
Human Resource Services: Immunizations & Documentation, Background Checks  
MHEC Member **20% Discount** for Real Vaccination ID | Special Price of \$15.95 through 2021

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Questions?  
Thank you!

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