Cooperative Education Contract Briefing

Presented By: Martin Gavin, *Senior Program Manager*, Carahsoft

carahsoft

Cooperative Education Contract Briefing

March 15, 2022
11am – 12pm ET; 8am – 9am PT

Agenda

- Cooperative contract overviews
- Benefits to our Vendors and Partners
- The Carahsoft value proposition
- How to enroll and submit vendors' interest

About E&I Cooperative Services

E&I Cooperative Services (E&I) is the largest and most experienced member-owned, non-profit purchasing cooperative serving the needs of education.

E&I assists their members in creating supply-chain efficiencies, lowering costs and reducing risks by collaborating with our members, suppliers and strategic partners. E&I delivers exceptional value to higher education, K-12, and related communities by making it easy for them to access high-quality contracts, strategic sourcing expertise, insights, and unrivaled customer service.

The competitively solicited E&I Carahsoft contract provides E&I members with a direct distribution partner for cloud and managed service solutions, and related IT products and services.

Website: carah.io/EandI

carahsoft.

Benefits and Best Practices

E&I Cloud Solutions & Services Distribution Contract

- Publicly Sourced – Pre-Competed Contract Vehicle

- Complies with National Institute of Government Purchasing

- Full catalogue of hardware, software, and cloud technologies

- Managed Services are also available

- All Partners Are Welcome

- Lead Generation

- Low – .50% Contract Administration Fee (CAF)

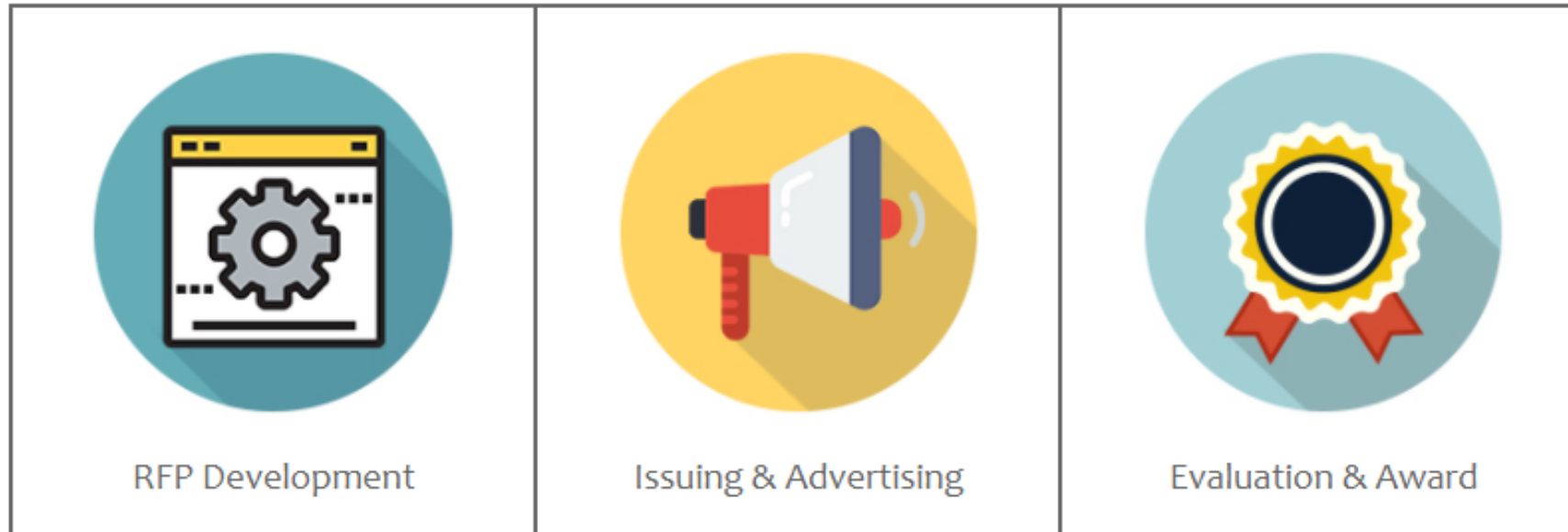- CAF Adjustment Requests Accepted For Opportunities of Scale

carahsoft.

Eligible Institutions for Membership

E&I Cooperative Services
Sourcing. Strategy. Savings.®

- Higher Education

- K-12 Public School Districts, Private, or Charter Schools

- Academic Medical Institutions

- Technical Schools

- Museums

- Libraries

- Research Institutes/Laboratories

E&I's process has been validated by the National Institute of Government Procurement (NIGP) as being in compliance with generally accepted procurement standards and meets most public and private institution diversity and compliance requirements.

RFP Development	Issuing & Advertising	Evaluation & Award

This process allows most all public institutions to use our RFP and award, alleviating the need for a procurement RFP process and award.

carahsoft.

Letters of Participation

E&I Member Services Organization

Member Services Representatives (MRE's & MDE's)

- Higher Ed Focus Team
- Specialized K-12 Team

- Named Regional Account Strategy Based on Institutional Operating Budget (OPEX)

- Strong Relationships with Procurement and Other Campus Professionals

- Highly Experienced with Educational Procurement Standards and Practices

Inside Member Representatives (IMR's)

- Teleservices Team based in Dayton, OH

- Work Primarily with Smaller Member Institutions

- Similar Function to Field Team, With Outreach and Engagement by Telephone and E-Mail

- Growing Relationship Base with Key Institutional Departments

carahsoft.

- **E&I Contract #:** EI00063

- **Contract Status:** Active

- **Contract Type:** Competitively Bid

- **Eligible Members:** Higher Education, Healthcare, K12, Museums, Libraries, Research Institutions

- **Contract Term:** 2021-04-01 to 2026-03-30

- **Remaining Renewal Years:** 1-5 Year Renewal

- **Visit: https://www.carahsoft.com/buy/education-contracts/ei-cloud-and-managed-solutions**

carahsoft.

E&I Call to Action

- Reach out to Martin Gavin, E&I Program Manager to review letters of participation
  - Martin.Gavin@Carahsoft.com
  - Engage your Dedicated Carahsoft Representative
- Locate your E&I member engagement representative and introduce yourself
- Pull a list of resellers that are selling to E&I members
- Ask your Carahsoft Representative To Identify E&I members who have submitted LoP's
- Contact your Vendor & Partner Account Executive and let them know that E&I members are seeking to use the contract

carahsoft.

About

- 501(c)(3) **non-profit membership organization** founded in 1996 by the higher education community

- **480+ members**, including:
  - 300+ higher education members
  - 60+ industry members
  - 60 government agencies
  - 43 regional network partners
- **1,000+** InCommon Participants
- **100,000+** Community Anchor Institutions

Infrastructure and Services

- Internet2 Network
  - 15,700 miles of dark fiber
  - 17.3 TB of capacity & 100G+ layer 2/ layer 3 speeds
- 20+ community-facilitated cloud services
- 4 components of the InCommon Trusted Access Platform

Website: carah.io/Internet2

carahsoft

Key Elements of a NET+ Cloud Service

Developed through a community led Service Evaluation Process
Reviewing services to ensure they meet higher education standards in areas such as functional, technical, security and compliance, business and legal, and other areas of importance.

Backed by a group negotiated Agreement
Ensuring standard and differentiated higher education contract terms and conditions, and discounting for qualified institutions.

Supported and maintained by a Service Advisory Board and Program Manager
Convening the community in meaningful ways around cloud services while supporting ongoing management of the service offering.

carahsoft.

Adding a Service to the NET+ Portfolio

Key Questions:

- Is there an unmet need in the market today for a specific technology?
- Is there a challenge with existing supplier (contract, business model, relationship) where R&E community can work together?
- Are there at least five Internet2 member institutions willing to work on the effort together?

Key Characteristics:

- Scale at least nationally
- Delivered over global R&E networks
- Meet unique R&E needs today and into the future
- Adopt R&E federated identity standards
- Commit to community's Security, Privacy, Compliance, and Accessibility needs
- Commit to sales practices and a business model that aligns with community expectations
- Support a common, community contracting terms and conditions (negotiate once, use many times)

carahsoft.

ENGAGE US:

You have a service provider that is interested?

- Reach out to Tim to help qualify
  - Tim.Boltz@Carahsoft.com
  - Carahsoft EDU Consultant: Kahlil Yazdi

- Carahsoft and NET+ review opportunities weekly

- NET+ Introductory call with Service Provider

- Service Provider identifies campus sponsor and completes Service Intake Form
  - Questions: netplus@internet2.edu

carahsoft.

About New Jersey School Boards Association (NJSBA)

New Jersey School Boards Association has partnered with Carahsoft Technology Corp. and its reseller ecosystem to help school districts and member charter schools throughout the U.S. manage and reduce cybersecurity risk. The new partnership will provide access to a broad range of cybersecurity-related software, hardware, implementation services and training at discounted pricing. Through the contract's cooperative purchasing clauses, these solutions are also available to K-12 academic institutions and School Board Associations nationwide.

Website: carah.io/NJSBA

carahsoft.

Benefits and Best Practices

NJSBA TEC Cooperative Pricing System

- Publicly Sourced – Pre-Competed Contract Vehicle

- Complies with Cooperative Purchasing Guidelines established by the State of New Jersey
    - **All 600 School Districts In New Jersey Are Mandated By State Law To Be Part of The NJSBA**

- Full catalogue of hardware, software, and cloud technologies

- Managed Services are also available

- Monthly Marketing Events and Trade Shows

- All Partners Are Welcome

- Discounts are guaranteed

- Discounts are the minimum an NJSBA Member should expect off of the list price

- Low – 1%- CAF

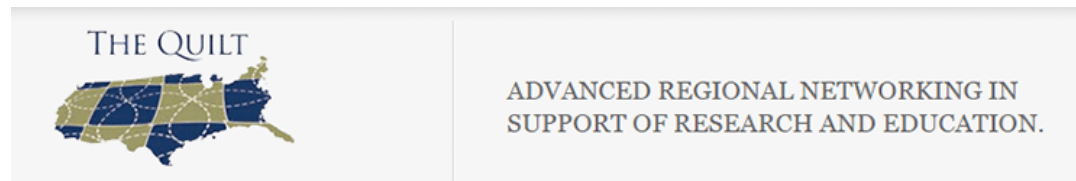- CAF Adjustment Requests Accepted For Opportunities of Scale

carahsoft.

NJSBA Call to Action

- Request a Meeting with Martin Gavin, NJSBA Program Manager (PM)
  - Martin.Gavin@Carahsoft.com
- Contact your New Jersey Vendor and Partner Sales Teams
- Recruit Partners to Contract
  - Start with those already on contract and inform them that they can sell your Vendor's solutions
  - Submit a Corporate Reseller Agreement – Add Resellers to Contract
  - Submit a Reseller Partner Logo and Single Point of Contact to the NJSBA PM
  - Set a Meeting with NJSBA PM and Your Partner to Discuss Marketing and Positioning Strategies

carahsoft.

About The Quilt

The Quilt is the non-profit national coalition of 40 of our country's most advanced regional research and education. Participants in The Quilt provide advanced network services and applications to over 900 universities and thousands of other educational institutions, state and local government agencies, healthcare, non-profits, and libraries.

Based on The Quilt participants' combined experiences in operations and development of leading-edge technologies, The Quilt aims to influence the national agenda on information technology infrastructure, with particular emphasis on networking for research and education. Through this coalition, The Quilt promotes delivery of networking services at lower cost, higher performance and greater reliability and security.

Website: carah.io/TheQuilt

THE QUILT

ADVANCED REGIONAL NETWORKING IN SUPPORT OF RESEARCH AND EDUCATION.

carahsoft.

Benefits and Best Practices

The Quilt National Cooperative Contract

- Publicly Sourced – Pre-Competed Contract Vehicle

- 98,000 Eligible Buying Institutions

- Assistance in Marketing – Webcasts, Member Events, Campus Space

- Full catalogue of hardware, software, and cloud technologies

- Managed Services are also available

- All Partners Are Welcome

- Net New Sku's Added Immediately

- Low – 1.25% Contract Administration Fee (CAF)

Regional Education Networks Leading the Charge

- **Historic and valued relationships**

- **Provide technical assistance and advice to C level executives**

- **Assistance with development, marketing, relationship brokering**

- **Aggregate Purchasing Capability- OARnet | NJEDGE**
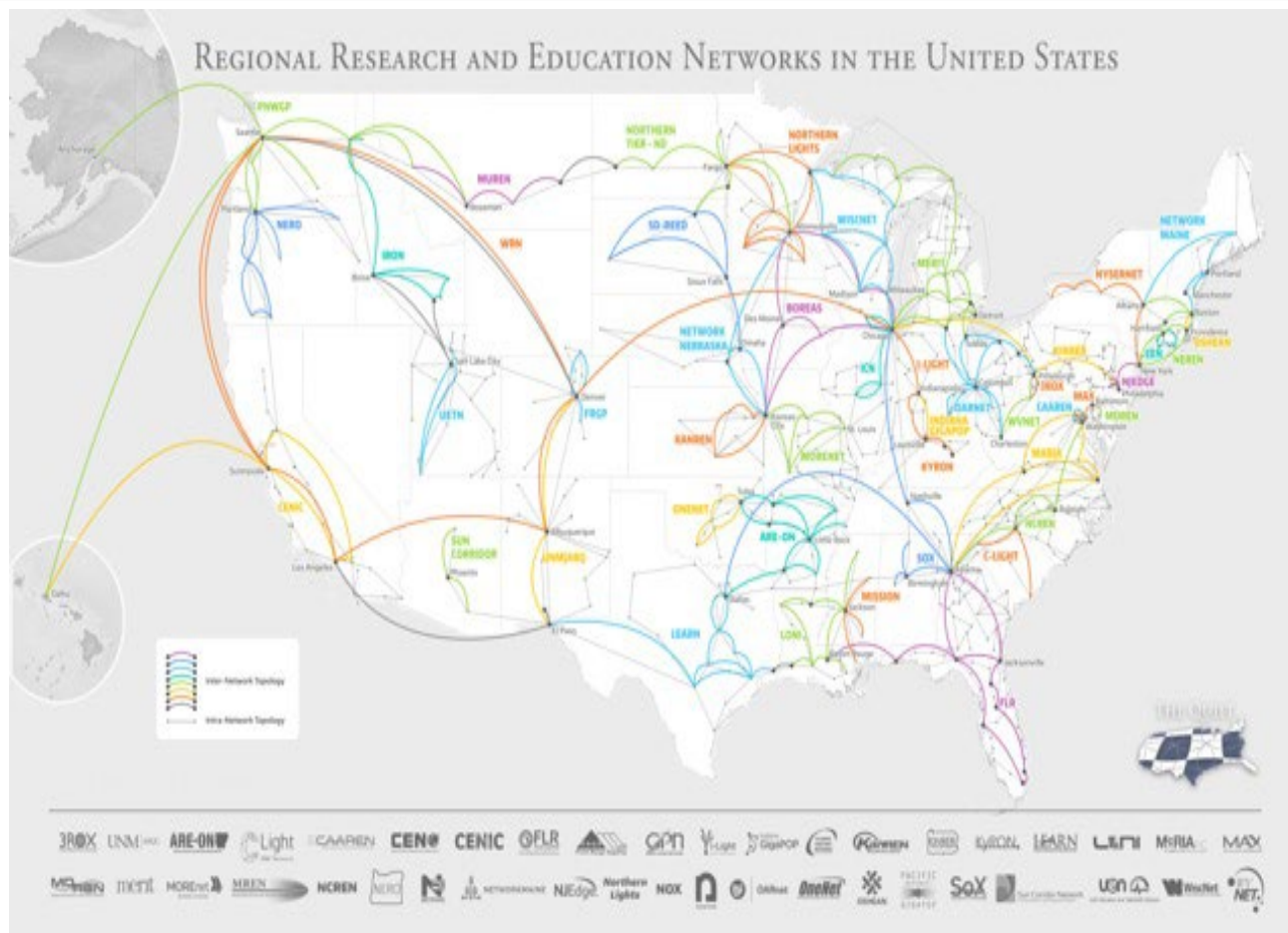
THE QUILT CONTRACT :

- Contract Number:MSA-05012019F
- ***Competitively sourced, no need for RFP***
- Net new Sku's are added as soon as Carahsoft receives them from the vendor
- Managed and Professional Services are added upon request
- Open to all Value Added Resellers

For more info see :
  - Carahsoft Quilt Contract Microsite: http://www.carahsoft.com/buy/education-contracts/thequilt
  - Carahsoft Quilt Email Alias: Quilt@Carahsoft.com

carahsoft.

Call to Action

- Reach out to Martin Gavin, Program Manager to review Martin.Gavin@Carahsoft.com
  - Engage your Carahsoft Representative
  - Get your Products on Contract
  - Schedule a training for your Vendor or Reseller Partners
- Schedule a Marketing Meeting – there are 40 Regional Optical and Education Networks
  - Engage Your Carahsoft Marketing Team
    - Niche Community Events
    - Webcasts/ Digital Round tables
    - SME/ CIO Breakfasts – Free Event Space at REN Locations
- Request to Engage at an In Person – Member Driven Event

carahsoft.

Q&A

Thank you!

Thank you for attending Carahsoft's Cooperative Education Contract Briefing! To learn how to take the next step toward engaging with E&I, Internet 2, New Jersey School Boards Association (NJSBA) and The Quilt, please check out the following resources and information:

For additional resources:

carah.io/EandIContract

carah.io/NET+Service

carah.io/NJSBAcontract

carah.io/TheQuilt

For additional Education solutions:

carah.io/education

To learn more contact:

Martin Gavin:

Martin.Gavin@Carahsoft.com or (703) 673-3518

Tim Boltz:

Tim.Boltz@Carahsoft.com or (703) 230-7402

carahsoft.