



simplifying your procurement process

presenters: Rika Monzillo, Sr. Strategic Sourcing Manager, MCPPO

April 12, 2022



simple. savvy. diverse.™

Established in MGL, Chapter 15A: Section
24A. Cooperative Purchasing (1977)

who is the MHEC

- a nonprofit purchasing consortium established in 1977 a direct result of a task force formed by Governor Dukakis

guiding principles

We...

- *live the mission - strive to be the consortium of choice*
- *be customer - focused with our suppliers and members*
- *work as a team internally and with our customers*

our approach

- simple
- savvy
- diverse

simple

- adherence to M.G.L. 30B
 - research; increase competition
 - develop scope /solicitation
 - advertise
 - analyze bids
 - award
 - ongoing management
- easy to use website and purchase process

website homepage



[about i-buy marketplace™](#)

[apply for login](#)

products and services

- contract landing pages
- discounts & promotions
- search tool
- news
- diverse suppliers

member sectors

- cities & towns
- higher education
- k-12
- msba
- libraries

education & events

- member calendar
- member events
- training modules

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save MORE!
member discounts for april

savings over contract pricing!

Consumers Relocation Services:
Book your next move and get a \$25 or \$50 Amazon Gift Card

School Health:
Get a \$500 trade-in rebate with the purchase of a Spot Vision Screener

[learn more!](#)

Visit below and get to know us!

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quick. easy. affordable.

PPE and Remote Learning Resources & Services

Visit below and get to know us!

The G12 Contract and MORE!
G12 Uniforms, Body Apparel, Occupational Apparel and Accessories and Service

Welcome, Zummie Bang! Log Out

MHEC G12 Uniforms Contract Launch for Members
tuesday, feb. 15
2 p.m.

Join Zummie for a **free member webinar** to help you get the most from our contract landing page — a **one-stop shopping hub** where you can easily find what you need to make important purchasing decisions.

[register now](#)

Zummalina Bangs
Strategic Sourcing Mgr,
MCPPPO

Visit below and get to know us!

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Looking to support minority business enterprises?

Our contracts have you covered.

simple. savvy. diverse.

[See diverse suppliers](#)

Visit below and get to know us!

Landing Pages Menu





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member sectors

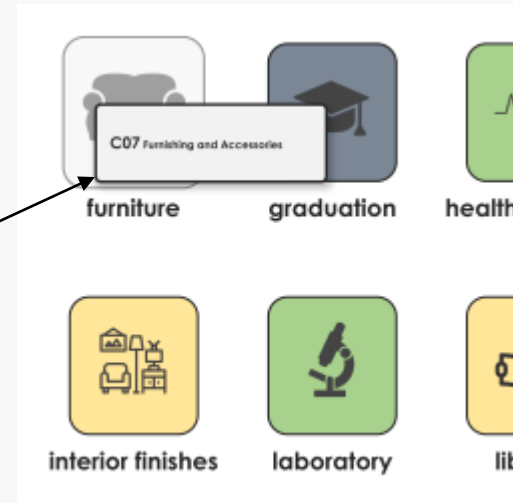
cities & towns
higher education
k-12
msba
libraries

education & events

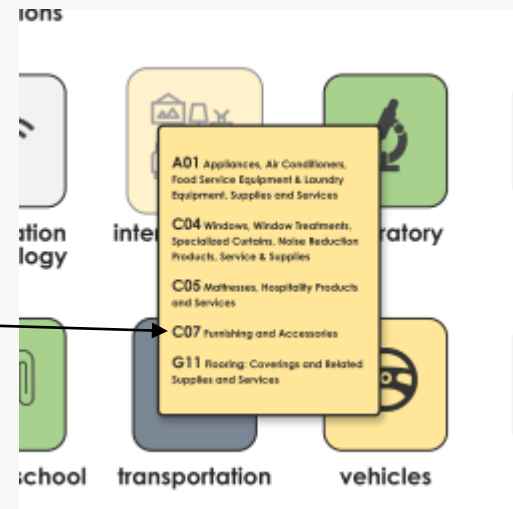
member calendar
member events
training modules

Products and Services On Contract
Log-In to access the values above

| | | | |
|--|---|--|--|
|  athletics & recreation |  communications |  environmental safety |  event management |
|  facilities & operations |  furniture |  graduation |  health & safety |
|  information technology |  interior finishes |  laboratory |  library |
|  office & school |  transportation |  vehicles |  workforce resources |



This view shows a close-up of the 'furniture' and 'graduation' categories. The 'furniture' category is highlighted with a white box containing the text 'C07 Furnishing and Accessories'. Below it, the 'interior finishes' category is visible with its icon.



This view shows a close-up of the 'interior finishes' and 'laboratory' categories. A yellow box highlights a list of codes and descriptions: 'A01 Appliances, Air Conditioners, Food Service Equipment & Laundry Equipment, Supplies and Services', 'C04 Windows, Window Treatments, Specialized Curtains, Noise Reduction Products, Service & Supplies', 'C05 Mattresses, Hospitality Products and Services', 'C07 Furnishing and Accessories', and 'G11 Flooring, Coverings and Related Supplies and Services'. The 'interior finishes' and 'laboratory' category labels are also visible.



C07

Furnishing and Accessories



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Suppliers

Products & Services

- Sell Sheet
- Video
- Diverse Business
- I-buy Marketplace™ Supplier Store

| Supplier | Sell Sheet | Video | Diverse Business | I-buy Marketplace™ Supplier Store |
|--|------------|-------|------------------|-----------------------------------|
| Academia Furniture | ● | | | |
| Agco, Inc. | ● | | ● | ● |
| AIS dba of Affordable Interior Systems | ● | | | ● |
| Allied Plastics Co., Inc. | ● | | | |
| Allseating Corporation | ● | | | |
| Alumni Classroom Furniture, Inc. | ● | | | |
| AmTab Manufacturing Corporation | ● | | ● | |
| Arcadia Chair Company | ● | | | |
| Aurora Storage Products, Inc. | ● | | | |
| Blockhouse, Inc. | ● | | | |
| Borgo Contract Seating | ● | | ● | |
| Broadway Office Interiors | ● | | ● | |
| Claridge Products and Equipment, Inc. | ● | | ● | |
| Collins Mfg Co. | ● | | | |
| Columbia Manufacturing, Inc. | ● | | | |
| Conklin Office Furniture | ● | | | |
| DCI Inc | ● | | ● | |
| Donnean Systems, Inc. | ● | | ● | |

Discounts & Promotions

News & Information

Product & Service Categories

- [May Contract Updates](#)
- [November Contract Updates](#)
- [MHEC MORE video](#)
- [How to Use Online Contracts Search Tool](#)
- [December 2021 MHEC Member Bulletin](#)
- [Supply Chains and Higher Education](#)
- [January 2022 MHEC Member Bulletin](#)
- [How Your Furniture Can Support the Circular Economy](#)

ADD ME / MY COLLEAGUE TO THE C07 NEWS EMAIL LIST

supplier sell sheets
up close and specific



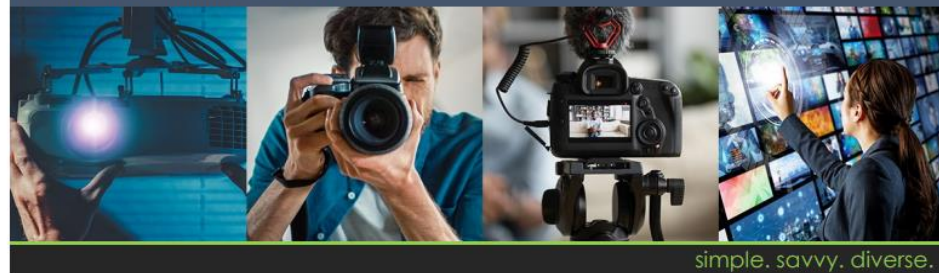
B11

term: 5/1/2020 to: 4/30/2023

mhec contact: Alex Therkelsen

atherkelsen@mhec.net (413)992-2521

Multi-Media Equipment & Services



Supplier name
Supplier website

main contact:

Name
Email
Phone

main company address:

street
City, State Zip

about this supplier's contract

PO terms: Reference MHEC or B11

prompt pay discount: Not Offered

average discount: 10%

delivery: Standard shipping is 3-5 days ARO. built to order machines, vary

FOB: Origin

freight: FOB Origin, Additional Cost

minimum order: No

credit cards: Mastercard, Visa, American Express

return policy:


states business in: CT: yes MA: yes ME: yes NH: yes RI: yes VT: yes

restrictions (R): N/A

business ownership and size categories: Woman

discount extended to: Faculty, Staff, & Students


contracts search tool


Search the MHEC Database Welcome Rika Monzillo
Log Out 


[SEARCH INSTRUCTIONS](#) [VIEW SUSPENDED SUPPLIER LIST](#) [VIEW DEALER LIST](#) [VIEW MERGED CONTRACT LIST](#)


Contract Addenda by Month [VIEW SELECTED FILE](#)



Select from any or all of the drop down lists below to narrow your search. You may also include a keyword in your search criteria.

Select a Contract  clear


Select a Vendor  clear


Select a Brand  clear

Select a Category  clear

 Filter Results 

[SEARCH](#) [NEW SEARCH](#)

 [Printer Friendly Pop-Up](#)



home page view of the marketplace

Ulrike Monzillo | Transferred Carts | Requisitions | Quotes | Support | Admin |

All | Search by keyword or part number

Create | Supplier Stores

Home

Welcome to the i-buy Marketplace!

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Ulrike Monzillo | Transferred Carts | Requisitions | Quotes | Support | Admin |

All | Search by keyword or part number

Create | Supplier Stores

Home

All Suppliers

Athletics & Recreation

Communications

Environmental Safety

Event Planning

Facilities & Operations

Furniture

Graduation

Health & Safety

Information Technology

Interior Finishes

Laboratory

Library

Office & School

Transportation

Vehicles

Workforce Resources

Furniture

Displaying 1 - 20 of 154 results

A-Z | All Classifications | Search contracts | Filter | More | Reset | View:

[9to5 Seating LLC](#)

Massachusetts Higher Education Consortium - Furnishings & Accessories (#MC12-C07)

View Profile

Request Quote

Link to Contract [C07 Contract](#)

Furniture | Interior Finishes

View Profile

Shop Store

Search Catalog

Request Quote

savvy

- sourcing managers
 - MCPPO designated
 - broad industry sector experience
- member board of directors
- participate in member trade events
- support member associations
- over 2000 member entities

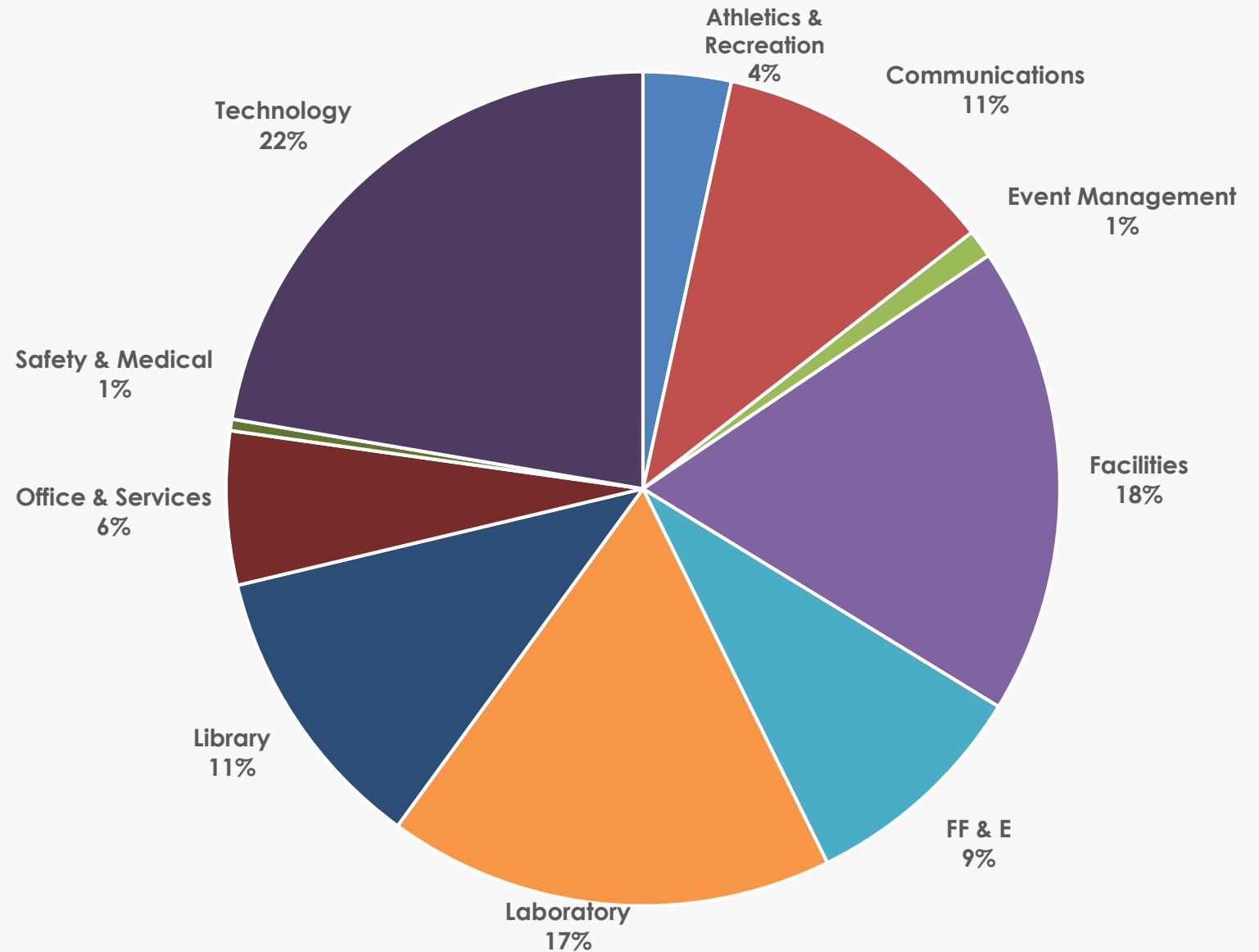
diverse

- diverse membership
- large portfolio of contracts
- significant diversity in our supplier base

membership demographics

- membership: 2100+
- industry sectors 10
 - municipal: school departments (K-12), libraries, cities & towns
 - education: educational non profits, private and public colleges and universities, private secondary schools
 - housing authorities
 - museums & societies
 - healthcare
- territory: New England (6 states)

utilization by category



Diversity Supplier List – C07

| C07: Furnishings & Accessories | | | | | | | | |
|--------------------------------|---|------------|----------------------|--------------|------------|------------|------------------|------------------|
| | Supplier | SDO Certs. | Phone | FAX | Begin | End | Contact Name | Extend Fac/Staff |
| 16 | AmTab Manufacturing Corporation Bensenville, IL 60106 www.amtab.com | M | 630-301-7600 x34 | 630-896-7945 | 08/01/2020 | 07/31/2023 | Martha Davchev | Yes |
| 17 | Claridge Products and Equipment Inc Harrison, AR 72601 www.claridgeproducts.com | W | 814-342-7000 | 870-743-1908 | 08/01/2020 | 07/31/2023 | Cathy M. Thomas | Yes |
| 18 | Dar-Ran Furniture Industries High Point, NC 27763 www.darran.com | W | 336-861-2409 | 336-861-6485 | 08/01/2020 | 07/31/2023 | Candice Williams | |
| 19 | GMI Companies Lebanon, OH 45036 https://ghent.com/contracts | SDV | 513-932-3445 x1059 | 513-932-9252 | 08/01/2020 | 07/31/2023 | Ashley Blevins | Yes |
| 20 | Green Furniture Concept Cambridge, MA 02142 www.greenfc.com | SDV | 877-582-8664 x403 | | 08/01/2020 | 07/31/2023 | Sandra Afeyan | Yes |
| 21 | Integra Inc Walworth, WI 53184 www.integraseating.com/contract/massachusetts-high | W | 262-314-6905 | 262-275-3614 | 08/01/2020 | 07/31/2023 | Tracey Putnam | Yes |
| 22 | Leeder Furniture, LLC Lake Forest, IL 60045 http://www.leederfurniture.com/ | D, W | 847-201-2000 | 847-905-7293 | 08/01/2020 | 07/31/2023 | Lynn Baehr | Yes |
| 23 | Moduform Inc Fitchburg, MA 01420 www.moduform.com | SDV | 978-345-7942 x2140 | 978-345-0188 | 08/01/2020 | 07/31/2023 | Laura Wade | Yes |
| 24 | Neutral Posture www.neutralposture.com | DO, W | 979-778-0502 ext 126 | | 08/01/2020 | 07/31/2023 | Jennifer Gurode | Yes |
| 25 | School Furnishings Hudson, NH 03051 www.schoolfurnishings.com | M, W | 603-882-9418 | 603-882-9439 | 08/01/2020 | 07/31/2023 | Karen Crump | Yes |
| 26 | Transformations Furniture Fort Wayne, IN 46825 www.transformationsfurniture.com | W | 260-267-9578 | 888-513-8965 | 08/01/2020 | 07/31/2023 | Sandi Wolff | Yes |
| 27 | Workplace Resource Worcester, MA 01605 www.wprftd.com | D | 508-770-1900 x23 | 508-770-1905 | 08/01/2020 | 07/31/2023 | Claudia Russo | Yes |

Diversity Classifications

- D – disadvantaged
- DO – disability owned
- M – minority owned
- SDV – service disabled veteran
- V – veteran owned
- W – woman owned

value added

- bidders accept MHEC T's & C's
- prompt payment discounts
- follow industry & economic trends
- member white glove service
 - quote support
 - dedicated member support
 - training
 - events; supplier expo
 - membership at no cost
- collaborations

collaborations

- specific contracts developed in union with members
 - technology; value added resellers
 - gasses
 - office supplies
- MSBA collaborative procurement program (CPP)

2022 Collaborative Procurement Program (CPP)

- partnership MHEC/MSBA
 - utilizing MHEC's previously publicly bid contract for the basis of the program
 - provides supplier oversight
- aggregated volume
 - allows for negotiation of deeper discounts

objective

- **maximize** MSBA's FF & E Contribution
- **lower** school districts' out of pocket expense
- **procure** the best furniture and equipment at the lowest total cost
- **support** during the procurement process; another set of eyes to ensure the district received the agreed upon pricing/discount

who benefits?

- students
- educators
- taxpayers
- parents
- design community

furniture for classrooms, cafeterias and administrative spaces

- MSBA provides MHEC a list of schools with completion dates in 2022
- MHEC utilizes the anticipated enrollment numbers to negotiate deeper discounts with limited set of popular manufacturers
- school districts request quotes and place purchase orders referencing the program to receive additional incentives

it is a simple process!

Step 1

- select the brand/manufacturer

Step 2

- request a quote from a participating supplier/dealer
 - reference C.P.P. Pricing
 - copy MSBA & MHEC

Step 3

- place order
 - copy MSBA & MHEC

CPP Supplier Matrix Example

| MHEC Standard Contract | | | CPP Program | | | | | | | |
|------------------------|--------------------------------|--------------|-------------|------------------|---|--------------|---|-----------|------------|--|
| Brand | Discount | Installation | Discount | Discount Applied | Price List | Installation | Order By | Ship By | Deliver By | Additional Notes |
| Supplier A | MHEC Discount max at 39% \$1M+ | Included | 39% | From \$1 | MHEC Approved Pricing (1/1/22, +3% Logistics Surcharge) | Included | Confirm lead times to ensure ability to ship by end of year | 31-Dec-22 | n/a | Prevailing wages 33% from \$1; Additional discount 1% back to \$1 once \$1M has been met |

Purchase Orders are placed with the selected dealer:

Alumni: Brand available from Insalco, Meteor, Monitor, RedThread, Robert H. Lord, School Furnishing, Worspace Interiors, Office Depot

AmTab: Brand available from Meteor, RedThread, School Furnishings, Staples, Today's Classroom

Artcobell: Brand available from RedThread

KI: Brand available from Creative Office Pavilion, RedThread, Robert H. Lord (these are the only authorized dealers for this program)

Fleetwood: Brand available from RedThread, Robert H. Lord, School Furnishings and School Specialty

Scholarcraft: Brand available from Meteor, WB Mason

Sico: Brand available from Robert H. Lord

Smith System: Brand available from RedThread and Robert H. Lord

VS: Brand available from Creative Office Pavilion, Robert H. Lord and Tucker Library Interiors

Thank You! Questions?

Ulrike Monzillo

senior strategic sourcing manager

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