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MSBA Presentation

Eric Weiss - Executive Director MHEC – 8/18/16

Eric Weiss
Executive Director - MHEC

Status of the MHEC

- The MHEC helps you save money and time
- All MHEC contracts are 30B compliant
- MHEC website is easy to use
- $167,000,000 annual spend in FY 2015
- Expecting even greater spend in 2016
- $81,500,000 in annual savings
- MHEC has 700 MHEC members and is growing
- MHEC has over 650 suppliers on contract

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Executive Director - MHEC

Status of the MHEC

- 54 consortium contracts available
- For convenience of members MHEC contracts are multi-vendor contracts
- 59 Regional ,Voc/Tech, K-12 members
- Currently 257 municipal members
- Municipal membership is our highest growth area
- In 2015, 25% of spend on MHEC contracts was outside of higher education

MHEC – Goals

- Maintain our status as the “Premier Purchasing Consortium” in New England
- Improve, change and grow the MHEC
- Be our members first choice when using consortium purchasing contracts (first tool in the tool box)
- Maintain ease of contract use, customer service and savings are the MHEC’s main priorities
- Maintain strong local and regional connections with members and suppliers is the key to our success
- Improve the MHEC’s electronic marketplace presence for future growth and ease of use

MHEC – Member Benefits

- Regional – Not a National Consortium
- History (M.G.L. Ch. 15A, § 24A) & Experience
- Staff Qualifications – MCPPO designation
- Standard Contract Form, T & Cs, W-9 required
- Extensive Contract Portfolio with supplier options
- Contracts that are unique to MHEC (Graduation Caps/Gowns/Rings, Library Supplies/Equip)
- Contract ownership and management
- Customer Service (24-48 hour response)

MHEC – Member Benefits

- Member support services available to help your designated architects, project managers and buyers
- Easy to use Website and Marketplace
- Live and online training sessions
- Ed$AVE provides additional savings
- Annual Member Reports (M/WBE, Small, DBE)
- Annual EXPO for suppliers and members
- Quarterly Member Meetings – Provide professional development and valuable contract information

Current MHEC Bids

Recent MHEC Bids

F04 : Software
B11 : Multimedia
D21 : Electronic Test Equipment
D03 : Safety Products
G25 : Asset Recovery (8/1/16)
L51 : Library Books (7/1/16)
L53 : Library Equipment
F05 : Technology (7/1/6)
F17 : Educational Supplies (7/1/16)
G10 : Domestic and International Delivery (8/1/16)
Fall 2016 : G12 - Uniforms / C05 - Mattresses

MHEC

WHY USE AN MHEC CONTRACT?

We Asked Our Members

- The City of Lynn
- South Hadley Public Library
- Southwick – Tolland – Granville Regional Schools
- AND THIS IS WHAT WE LEARNED……

“YOU CAN’T PUT A DOLLAR FIGURE ON SANITY” Joe Rodio

- Time demands for construction projects are intense and streamlining the purchasing process is critical
- Saved a ton of time & money
- Narrowing pool of vendors to a smaller # helps
- Ease of use (search feature, supplier contacts, responsiveness of MHEC staff)
- Confidence in the bid process (what did a town auditor say?)
- Architects and non-professional purchasers were able to find what they needed without any training

MHEC Contracts – A01 (Appliances)

- $1.3 million in spend (2015)
- 5 Categories covering all types of appliances:

a) Residential
b) Commercial
c) Residential/Commercial
d) Microfridge
e) Food Service Equipment

* Typically one or two suppliers/brand

MHEC Contracts – C07 (Furniture)

- $19 million in spend (2015)
- Large Contract with many brands & suppliers
- Standard and Specialized Categories (classroom, library, pre-school, gym bleachers, lockers, hanging & outdoor furniture)
- Manufacturers and dealers on contract
- Many suppliers offer volume discounts (Stackable Chairs: Dock = 42% off, >%$50,000 = 47%)

MHEC Contracts – L50, 51, 52, 53 (Library)

- $20.8 million in spend (2015)
- Developed in collaboration with the Massachusetts Library System (MLS) by and for librarians

L50 = Library Supplies
L51 = Library Books/Media
L52 = Print Subscription Management
L53 = Library Equipment, Software, Service
C07 = Furniture/Library

MHEC Contracts – Sciences (D05/Life Science Education & D25/Laboratory Equipment/Chemicals)

- $32.2 million in spend (2015)
- D05 offers dissection, specimens, live animals, models, skeletons, small animal supplies
- D25 offers everything you will need to purchase equipment for your school science lab and the supplies needed to teach

MHEC Contracts – G19 (Facilities Maintenance, Repair & Operations)

- $4 million in spend (2015)
- Offers tools, cabinets, lumber, generators, pretty much anything needed for construction projects
- 16 suppliers, both specialized (Sherwin Williams Paints) and general (HD Supplies, MSC Industrial)
- Price lists are available for many suppliers
- Volume discounts offered

Additional MHEC Contracts

Other MHEC contracts that may be of interest:

B11 – Multi-media equipment

B14 – Athletic, Field & Gym Equipment/Uniforms & Supplies

C04 – Window Treatments/Wall Coverings/Stage Curtains, Acoustical Panels

E05 – Fire/Safety/Security Equipment

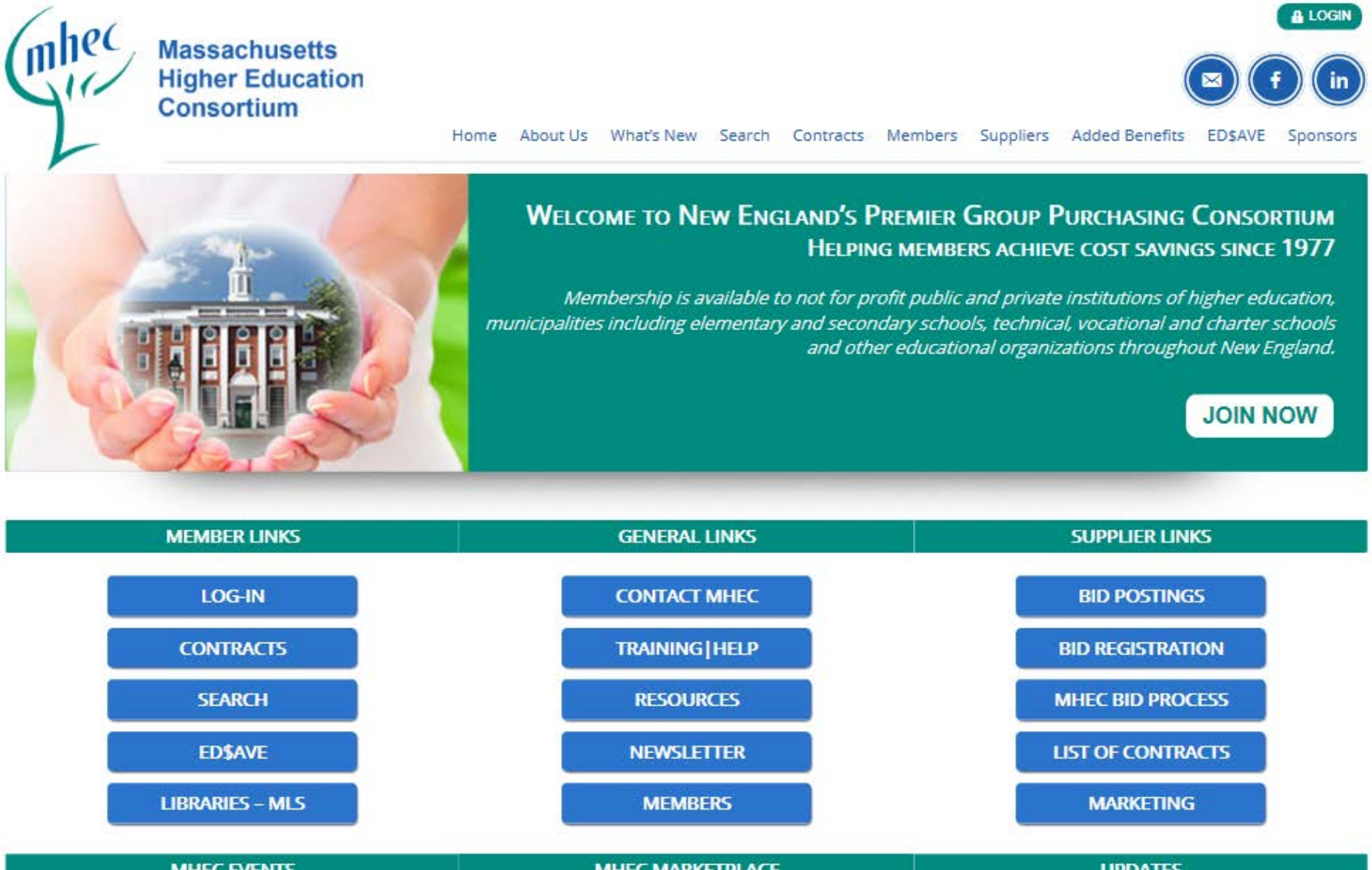
G11 – Flooring

G14 – Plumbing & Heating Equipment

G17 – Custodial Cleaning Equipment/Supplies

G24 – Signage

New MHEC Website



New MHEC Marketplace

ATTENTION – Members with their own E-Procurement Systems:

To view a list of our suppliers with E-Procurement Capabilities – click here

Are you a contracted and subscribed supply partner interested in featuring your logo with a direct link to your microsite for MHEC members to easily access on our Market Place?

Learn how and what is required

Questions?
How To Search - Live Demo

New England's Premier Purchasing Consortium

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