

CONSORTIUM NEWS

APRIL/MAY ISSUE 2005

MICROSOFT SEEKS CONSORTIUM DEAL

Microsoft's School Agreement is an annual subscription licensing program for K-12 schools and will allow the member schools to "pool" the total number of computers in order to meet the requirements of the Microsoft School Agreement. The Consortium agreement with Microsoft will offer selections from the Desktop Bundle, Office Professional, Encarte, Windows Professional, or Core Cals. A minimum of 2,500 computers must be met in each category to qualify for "B" level price, a price that most schools would never be able to obtain on their own. This agreement will allow Work at Home rights, all upgrades and will allow you to keep your technology up-to-speed on a limited budget.

The second option for the Consortium schools will be the Academic Select Agreement. It is a perpetual license purchased for only the computers where the



software will be installed. You will not be eligible for any upgrades or Work at Home program. But it is a volume-based program designed to help reduce the cost of software ownership for those schools that do not upgrade often. Schools that have a heavy focus on Mac's or would like to install only Microsoft programs in a smaller setting will benefit most from this program.

MICROSOFT licenses by states through resellers. At

this time, this pricing can only be offered in the state of Georgia. A contract can be negotiated for states with Consortium schools that meet the minimum requirement of 2,500 computers.

The Consortium has selected Technology Resource Center (TRC) to be their designated Large Account Reseller (LAR). They came highly recommended by Microsoft and have much experience working with cooperative and consortia organizations. TRC will work closely with your school to help you determine the best method to purchase Microsoft licenses. Please visit www.shoptrc.com/esite/misbo for complete price list or contact Matt Ryan 800-517-2320x231 or 770-916-0555. His e-mail is mryan@gotrc.com.

SPECIAL DATES OF INTEREST:

- 3/30 *Microsoft meeting at The Westminster School*
- 4/9-13 *SchoolDude U. Conf.*
- 4/15 *School Box back-to-school orders due*
- 4/17-19 *MISBO Spring Conference*
- 6/30 *Microsoft agreements due*

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SCHOOLDUDE UNIVERSITY HITS MYRTLE BEACH!

Join us at SchoolDude University in Myrtle Beach, SC April 9th—13th for professional training and career development of educational operations professionals. Classes taught by national experts will address industry relevant topics applicable to facility operations,

business, and technology professionals. It's the largest gathering of educational facility managers in the United States.

SchoolDude will also introduce you to their new application: TripDirect, a web native application server

that helps transportation departments connect better and faster with their trip coordinators.



April 9th—13th.

QUESTIONS FROM THE CONSORTIUM

- *Is there any interest in a cooperative agreement for the purchase of state regulated athletic balls?*

Direct all responses to: newsletters@misbo.com

BIG SAVINGS ON ELECTRONIC DATABASES

Consortium member schools spent over \$380,000 using Consortium electronic database agreements for the 2004-05 school year. This *discounted total* reflects an average savings of **30%**.

ELECTRONIC DATABASE trial sites for this coming school year are waiting to be explored by the school's staff to determine which databases can be used to benefit students and teachers. We are offering new products: **Videodiscovery Digital**

Library, a support in the teaching and learning of **science** at all levels, **Grokker**, a software package that **organizes** search results, and **Questia**, the world's largest on-line resource with more than 56,000 full-text, peer reviewed books and 989,000 journal and magazine articles. A few librarians were asked to preview **Questia** and give us their feedback. **JStor** was introduced in the middle of the year but is available and more schools need to subscribe to

be able to realize a discount.

Facts on File News Service replaces HW Wilson in offering the Controversial Issues database. **ThompsonGale** now owns Roth's Lit Finder and WebFeet (Rockhill Communications). WebFeet is an internet search engine of pre-selected websites. Along with these changes, many of the databases have had an interface "lift."

Some of the databases' pricing has not been increased for the

2005-06 school year. If there were any increases, they were usually around 5% or less.

Please don't hesitate to ask about obtaining Consortium pricing for a particular database you use or would like to use. New databases are brought to the Consortium's attention by you.

POLYVISION WINS 2005 MAX AWARD

PolyVision Corp, a Steelcase Company, is proud to announce that two of its Walk-and-Talk interactive products have won top honor, the Grand Award for Marketing Innovation, at the Georgia State Univ. MAX Award ceremony.

The Interactive Panel & Cordless Lectern and the Walk-and-Talk Interactive

Whiteboard took the 13th annual grand award. Each of these two unique products allow users to present, collaborate and communicate from anywhere in the room. Both feature a remote control and PolyKey™ plug and play technology that completely eliminates the need to load and learn new software.

PolyVision developed the

world's number one selling P³ ceramicsteel™ surface and the industry's first walk-up-and-use interactive whiteboard. PolyVision has an unparalleled track record of new breakthroughs in the visual communication market.

MISBO Purchasing Consortium is proud to have PolyVision as a preferred supplier.



PolyVision's Interactive Panel & Cordless Lectern.

CONSORTIUM/HERMAN MILLER AGREEMENT SIGNED

Herman Miller, an industry leader in office/ergonomic research and product design, has entered into a National Contract with MISBO Purchasing Consortium. Evolving since 1923 from its roots in West Michigan, Herman Miller, Inc., has become a global presence in the office furniture industry. From the award winning, revolutionary

Aeron and Mirra workchairs to versatile desk and open office furnishings, the Consortium can now purchase this product at pricing normally offered only to the Fortune 100 Corporations.

John Pidgeon with C-W-C has spearheaded this agreement and will be the Consortium school's main contact.



Aeron (left) chair starts at under \$476 and the Mirra (right) starts at \$370 for member schools. Both are award winning leaders in their field.

Please feel free to contact John at 770-621-6649 or 800-292-8220 or e-mail: john.pidgeon@c-w-c.com.

ADP OFFERS NEW BUNDLED PKG FOR MISBO

ADP and the Consortium are proud to name ADP as the Consortium's preferred Payroll & HR provider. Consortium member schools will receive product specific training (targeted at the platform you are currently using), a 50% reduction in implementation fees, and a 30% discount on bundled services. ADP is currently compiling data from schools regarding your screening and selection services in an effort to obtain

additional preferred pricing for the member schools.

There has been much work over the past six months to develop an exclusive partnership to help with employer related services. This partnership has the potential to help control many hidden employer cost as well as provide compliance and administrative relief.

Several schools have now met with ADP and have joined the growing list of 32 mutual

MISBO Consortium/ADP clients.

If you have not had an opportunity to review your current Payroll & HR agreement, now would be a good time. Contact Rodney Westbury, Jr. at 770-850-4218 or e-mail at: Rodney_westburyjr@adp.com

“Consortium member schools will receive product specific training (targeted at the platform you are currently using), a 50% discount reduction in implementation fees, and a 30% discount on bundled services.”



Automatic Data Processing, Inc.

ELEVATOR CONTRACT “GOING DOWN”!

ThyssenKrupp Elevator and MISBO Purchasing Consortium are establishing a national account that creates a preferred pricing and maintenance program targeted at the wants and needs of member schools. ThyssenKrupp strives to be a leader in the industry in terms of preventative maintenance practices, active participation with customers, and ample resources

only available to their technicians. ThyssenKrupp Elevator has over 12,000 employees and is represented by over 350 sales and service locations in the United States and Canada. Since entering the North America elevator market in the 1980s and acquiring Dover Elevators in the 1990s, the company has grown to become the North American leader in elevator sales and

services. ThyssenKrupp Elevator products are recognized globally for their high quality of design, engineering, and durability.

Final details are being hammered out now and we will have more information available soon.

NATURAL GAS

Shell Energy donated a total of \$8,730. to the Consortium Schools as part of the employee, friends and family program. Congratulations to Mt. Vernon Presbyterian School for the most enrollments.

YEA, NO MORE BOOKSALES!

The MISBO Purchasing Consortium has established a supplier partnership with MBS Direct for textbooks and course materials. Their e-Commerce virtual bookstore offers a full-service, online alternative to schools who wish to be “free of the bookselling administration.” Member schools will receive an increase in the level of

commission paid by MBSDirect back to the member schools.

Parents and students can purchase their choice of new or used books on-line from the nation's largest inventory of new and used textbooks. They are able to purchase with a credit card and have the books sent to their home.

An e-mail will be sent when the order is received, shipped, and receipt is confirmed. Sounding pretty good, isn't it? MBS will buy back current “healthy” used books and even pay the freight to have them shipped back.

Contact Fred Green, the MISBO Account Manager, at

770-953-1167 or fgreen@mbsbooks.com as soon as possible to arrange an order and assure that you are at the front of the line.





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