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☞ Details: Joint session, Senate Committee on Higher Education and Tourism and Assembly Committee on Colleges and Universities, March 2, 2005

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## WISCONSIN STATE LEGISLATURE ... PUBLIC HEARING - COMMITTEE RECORDS

### 2005-06

(session year)

### Assembly

(Assembly, Senate or Joint)

### Committee on Colleges and Universities...

#### COMMITTEE NOTICES ...

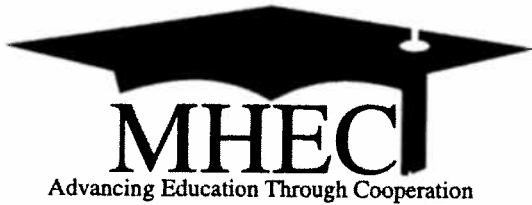
- Committee Reports ... **CR**
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#### INFORMATION COLLECTED BY COMMITTEE FOR AND AGAINST PROPOSAL

- Appointments ... **Appt** (w/Record of Comm. Proceedings)
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- Hearing Records ... bills and resolutions (w/Record of Comm. Proceedings)  
(**ab** = Assembly Bill)                      (**ar** = Assembly Resolution)                      (**ajr** = Assembly Joint Resolution)  
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- Miscellaneous ... **Misc**

\* Contents organized for archiving by: Stefanie Rose (LRB) (November 2012)

# Novell®



## Novell /MHEC Higher Education Collaborative

### Who We Are

The *Novell/MHEC Higher Education Collaborative* is an intercollegiate association of Novell software users. It is established for the joint purposes of making Novell products, services and training more accessible, affordable and beneficial to member institutions while facilitating the exchange of best practices in Novell software applications.

The Collaborative pursues its goals by leveraging the considerable purchasing power of its membership which includes public and private colleges, universities, community colleges, technical colleges, university hospitals and other state and local educational organizations such as libraries, museums and galleries who have affiliated higher education programs. Members enjoy considerable savings – the highest educational volume discounts offered by Novell – while gaining access to the full suite of Novell products and premier service support.

The Collaborative also works to improve the software applications knowledge and capabilities of its members by sponsoring technical information seminars, professional development workshops and online chat room exchanges, and by ascertaining the training needs of its members and then arranging certification classes and workshops to address those needs. Additionally, the Collaborative serves as a voice for its members in advising Novell of higher education's software application and service support needs.

Launched in 2002 by the Midwestern Higher Education Commission and Novell Corporation, the Collaborative is a 'grass roots' organization guided by an Oversight Committee comprising representatives of the participating member colleges and universities. All sectors of Midwestern higher education are represented on the Committee, and the membership has on-going involvement in determining Collaborative priorities and services. Collaborative programs are supported through annual membership dues which represent a small portion of the financial savings that campuses realize in procuring Novell products and services.

The Midwestern Higher Education Commission is sponsoring the Collaborative on the recommendation of its Computing Resources Taskforce, who following an extensive analysis, concluded that Novell NetWare products represent a 'best of breed' solution to

higher education's needs. The Taskforce, made up of more than 40 higher education administrators with special expertise in computing technologies, recommended formation of the Collaborative as a means of improving the quality of products and services available to higher education. Novell is sponsoring the Collaborative because it believes that it will have a positive impact on the value, development and use of Novell software applications by higher education.

## What We Offer

Through a special master agreement with the Midwestern Higher Education Commission, Novell makes its full line of products and services available to Collaborative members at its highest educational discount level. In addition, the membership receives corporate level service support, special training and professional development opportunities and the latest information on best practices in higher education software applications. Benefits include:

- ✓ Pricing for all institutions regardless of size at the highest Academic License Agreement (ALA) discount level (100,000 FTE)
- ✓ Product ownership accrual as specified in ALA contracts
- ✓ Complimentary online Support Connection
- ✓ Premium Service Technical Support (24/7 with 1 hour max initial contact)
- ✓ Just in Time purchase of Premium Service Telephone Support Incidents without a minimum purchase requirement
- ✓ Just in Time purchase of Electronic Chat Incident Support on 24/5 basis without a minimum purchase requirement.
- ✓ Professional Resources Suite Subscription at 20 % discount
- ✓ Software Evaluation Library (SEL) at 20% discount
- ✓ Product Toolkits at 20% discount
- ✓ Support Resource Library at 20% discount
- ✓ Special training workshops & Technical Information Products Seminars
- ✓ Access to the Collaborative Proprietary web site and listserv
- ✓ Professional development/best practices seminars and activities

For a complete listing of benefits check out our web site at [www.mhעתech.org](http://www.mhעתech.org)

## Individual Novell Resource Materials

Collaborative members may purchase the Novell **Software Evaluation Library (SEL)**, the **Support Resource Library**, or the **Product ToolKits** individually at a special 20 % discount price for either the single user version or the server version.

## ➤ Training & Professional Development Opportunities

### Regional Seminars & Workshops

To meet the training and professional development needs of its members the Collaborative periodically organizes regional seminars on new product applications and best practices. The Collaborative also assists in arranging training and certification opportunities based on member needs, and sponsors an annual professional development workshop on topics of special importance to the full membership.

### Training by Novell Education Academic Partners (NEAP)

The Collaborative actively encourages the expansion of NEAP Institutions among its members. NEAP Members will be asked to teach CNE certification courses to the staffs of member institutions. Novell offers special discounts to enrolled staff members on any self-study kit, training DVDs and videos, CBT available. NEAP pricing averages 60% below list prices.

### Exchanges on Best Practices

The Collaborative maintains a web site and listserv to provide technical information to its members, and to enable members to exchange information on best practices in software applications.

## ➤ Trial application of New Products

Collaborative members are afforded special opportunities to evaluate new or improved products introduced by Novell, and sponsor a special advisory committee to advise Novell on product development, and recommend members to serve as alpha or beta testers as requested by Novell.

## How to Enroll

### ➤ ELIGIBILITY

All public and private non-profit colleges, universities and academically related institutions and state agencies in the MHEC member states of Illinois, Indiana, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio and Wisconsin are eligible to become members of the Collaborative. By mutual agreement of Novell and MHEC, other affiliate MHEC members throughout the nation are eligible as well .

### ➤ MEMBERSHIP REQUIREMENTS

Collaborative Membership is extended to those eligible institutions who agree to the following membership requirements:

1. Purchase Novell products under the Collaborative purchase options;
2. Pay the annual Collaborative Membership dues at the time of purchase;
3. Designate a representative to serve as liaison officer to the Collaborative;
4. Agree to reimburse MHEC within 30 days of receipt of billing for any Telephone or Electronic Chat Service Support Incidents the institution uses from the Collaborative Incident Pool;
5. Develop plans to assure that at least one representative of the collaborative member supporting the Novell software is a current Certified Novell Engineer (CNE);
6. Where feasible, agree to voluntarily assist with Collaborative activities such as providing seminar facilities, planning training and professional development workshops, participating in Technical Information Product (TIP) Seminars, listservs, electronic newsletters and beta test projects, etc;
7. Designate representatives to be invited to periodic regional technical training and information seminars.

### ➤ ANNUAL DUES

The programs and activities of the Collaborative are supported through annual membership dues. For Collaborative members, the annual dues are an amount equal to 15% of the annual license fee savings that they realized by purchasing products through the Collaborative; **OR** a flat due rate of \$500 in the first year and \$100 each year thereafter, whichever is greater.

## The Advantages of Collaborative Membership

### ➤ SPECIAL PRICING

Member institutions and departments may purchase Novell products *at the highest discount level offered by Novell at the time of purchase*. Although many institutions currently receive educational discounts from Novell, they are generally well below the levels enjoyed by the Collaborative where enrolling members typically realize financial savings ranging from \$3,000 to \$25,000 (or more) per year than they could achieve individually.

Members receive one complimentary Premium Technical Service Telephone Support Incident at the time of their enrollment – an added value of more than \$700.

Members may purchase either Novell's *Value Bundle* (plus additional products if needed) or any four or more products *'A La Carte'* using Novell's standard Academic License Agreement form and a special Collaborative Addendum. See inserted Tables 1 and 2 to compare 2001 ALA prices with the special pricing received by Collaborative members.

### ➤ CONSOLIDATED SERVICE SUPPORT

Service Support to Collaborative institutions is provided directly by Novell in the same manner as it provides service support to its large corporate accounts. The Collaborative Service Support program includes the following:

#### Novell's Premium Service Technical Support Incident

Collaborative members may purchase either Premium Service Telephone Technical Support Incidents or Electronic Chat Incidents at substantially discounted prices. There are several advantages to purchasing Service Support through the Collaborative versus simply purchasing a standard 20 Incident Service Support Pack.

- ✓ The Collaborative price per Premium Service Telephone Incident with its higher service priority is the same price as that charged for a standard 20 Pack, and Collaborative members only have to buy one incident at a time – not 20.
- ✓ Online Electronic Chat Incidents may also be purchased through the Collaborative. On a 24/5 basis. These are an affordable option to Telephone support and are not available with the 20 pack.
- ✓ The Collaborative 24x7 one-hour maximum initial contact guarantee is shorter than the standard 20 Pack's 24x7 two-hour initial contact time. This is especially important when a systems crisis occurs.
- ✓ Premium Service support to the Collaborative is provided directly through Novell in the same manner that it provides support to its largest corporate customers, and is not farmed out to third party support centers.
- ✓ The Collaborative has a semi-dedicated Novell Service Support Account Manager assigned to it to assure quality service and to offer special assistance in resolving critical situations or escalated issues and problems should they arise.

- ✓ Collaborative members enjoy “just in time” access to the Collaborative Premium Service Incident Pool as needed with no minimum Incident purchase requirement.
- ✓ Collaborative members receive one complimentary Premium Technical Service Telephone Support Incident per campus at the time of initial enrollment.

The Premium Telephone or Electronic Chat Incidents may be purchased individually from the Collaborative Incident Support Pool on an as needed basis eliminating the need for advance purchases of Incident packets. The Collaborative price of Premium Telephone Support is **\$350.00** per Incident. The price for Electronic Chat Support is **\$200** per incident. See inserted Table 3 for a comparison of Collaborative Incident Support Levels and Prices.

### Novell's Live Support Connection

Each Collaborative member will have access to the Novell Support website located at support.novell.com. There is both public information and Premium customer only information located at this site. The Premium information can be accessed upon joining the Collaborative. The public site contains Novell technical documents, patches and drivers which can help resolve technical questions without having to use telephone support. This website offers access to technical support information in a searchable format to help quickly pinpoint the exact information needed. Novell updates the website daily and this should be considered your first source in trouble shooting Novell technical issues.

### Novell's Professional Resource Suite

To help Collaborative members manage their complicated network environments, Novell is making its Professional Resource Suite (both single user and server versions) available at a 20% discount off the retail price. The Suite includes:

- ✓ **The Novell Support Resource Library** – replacing the Novell Support Connection CD with more content, solutions articles and Connections magazine articles. The Support Resource Library is updated on CD/DVD monthly, with daily updates via the Subscriber Portal.
- ✓ **The Novell Software Evaluation Library** – containing Novell software products for evaluation, testing and development. The Library is updated 6 to 8 times per year.
- ✓ **The Novell Product Toolkits** – providing the most comprehensive, in-depth, current resources for a single product. The Toolkits are updated every 2 to 3 months on CD with daily updates via the Subscriber Portal. The Toolkits included are the eDirectory Toolkit, the ZENworks for Desktops Toolkit, the GroupWise Toolkit and the NetWare Toolkit (in Fall 2002).

## ➤ THE ENROLLMENT PROCESS:

Eligible institutions or departments thereof may enroll in the Collaborative and purchase Novell products using the Collaborative pricing. Enrollment materials may be obtained from the MHEC web site at [www.mhetc.org](http://www.mhetc.org)

Institutions or departments thereof may enroll in the Collaborative and purchase Novell products using the Collaborative pricing by completing the following steps:

1. Complete the Collaborative ALA Worksheet.
2. Complete and sign the Novell Academic License Agreement (ALA), and the ALA Collaborative Member Addendum form.
3. Return the Completed Collaborative ALA Worksheet, the signed Novell Academic License Agreement (ALA), and the signed ALA Collaborative Member Addendum together with a check or purchase order for the first year ALA payment directly to Novell:

**Novell Contract Management  
1800 South Novell Place  
M/S PRV-D-231  
Provo, Utah 84606**

4. Complete the Premium Service Contact Information Form and mail OR fax it to:

**Premium Service Contract Coordinator  
Novell, Inc.  
1800 South Novell Place  
M/S PRV-E-243  
Provo, UT 84606  
Fax: (801) 861-9185**

5. Complete and sign the Collaborative Membership Enrollment Form and submit it along with a copy of your completed Collaborative ALA Worksheet and your first year Collaborative Membership Dues payment or purchase order directly to MHEC at:

**Novell/MHEC Higher Education Collaborative  
c/o Midwestern Higher Education Commission  
1300 South Second Street, Suite 130  
Minneapolis, Minnesota 55454-1079**

Note: Small institutions whose total purchase order falls below Novell's \$5,000 minimum purchase requirement may join the Collaborative and purchase products through a pooling arrangement with other like institutions. For further information contact MHEC at the above address or call Rob Trembath at (612) 624-1812.



## To Find Out More About the Program

The Midwestern Higher Education Commission, Novell and the Members of the Collaborative invite you to join in our efforts to bring greater value to software applications. To learn more about the program, enroll online or download the enrollment materials for traditional mail-in submission go to the MHEC web site at: [www.mhetc.org](http://www.mhetc.org).

**Table 1**  
**Example of the Collaborative Value Bundle Prices**  
*(Based on Novell 2001 Academic License Agreement Annual Fee Worksheet)*

Products	Alternative 1 Price Per FTE For Total Institution		Alternative 2 Price Per Workstation For Total Institution		Alternative 3 Price Per Workstation For Individual Department(s)	
	ALA Price	MHEC Price	ALA Price	MHEC Price	ALA Price	MHEC Price
<b>NetWare</b>	\$3.50		\$17.75		\$22.50	
<b>ManageWise/ ZENworks for Servers</b>	\$1.50		\$6.50		\$8.00	
<b>ZENworks for Desktops</b>	\$1.50		\$6.50		\$8.00	
<b>GroupWise / NIMS Bundle</b>	\$1.25		\$5.50		\$7.00	
<b>Novell Account Management</b> <small>(formerly NDS Corporate Edition for NT, Solaris, and Linux)</small>	\$1.25		\$5.50		\$7.00	
<b>LANWorkplace/ Workgroup</b>	\$0.75		\$3.50		\$4.50	
<i>Total IF products purchased separately</i>	<i>(\$9.75)</i>		<i>(42.50)</i>		<i>(57.00)</i>	
<b>VALUE BUNDLE PRICE</b>	\$6.50	<b>\$3.51</b>	\$31.50	<b>\$24.57</b>	\$39.00	<b>\$30.42</b>

**Table 2**  
**Example of the Collaborative (MHEC) 'A La CARTE' Prices**  
*(Based on Novell's 2001 Academic License Agreement Annual Fee Worksheets)*

Products: Must Purchase at least 4 Products	Price/FTE For Total Institution		Price/Workstation For Total Institution		Price/Workstation For Individual Departments	
	ALA Price	MHEC Price	ALA Price	MHEC Price	ALA Price	MHEC Price
NetWare	\$3.50	\$1.89	\$17.75	\$13.85	\$22.50	\$17.55
ManageWise/ ZENworks for Servers	\$1.50	\$0.81	\$6.50	\$5.07	\$8.00	\$6.24
ZENworks for Desktops	\$1.50	\$0.81	\$6.50	\$5.07	\$8.00	\$6.24
Novell Single Sign-on/Secure Login	\$1.50	\$0.81	\$6.50	\$5.07	\$8.00	\$6.24
Novell NDS Authentication Services	\$1.50	\$0.81	\$6.50	\$5.07	\$8.00	\$6.24
GroupWise / NIMS Bundle	\$1.25	\$ .675	\$5.50	\$4.29	\$7.00	\$5.46
Novell Account Management (formerly NDS Corporate Edition for NT, Solaris, and Linux)	\$1.25	\$ .675	\$5.50	\$4.29	\$7.00	\$5.46
BorderManager Enterprise Edition	\$1.00	\$ .54	\$4.75	\$3.71	\$6.00	\$4.68
Novell Cluster Services for NetWare 5	\$1.00	\$ .54	\$4.75	\$3.71	\$6.00	\$4.68
Novell Portal Services	\$1.50	\$0.81	\$6.50	\$5.07	\$8.00	\$6.24
Modular Authentication Services (NMA5)	\$1.25	\$ .675	\$5.50	\$4.29	\$7.00	\$5.46
On-Demand Services	\$1.25	\$ .675	\$5.50	\$4.29	\$7.00	\$5.46
LAN Workplace/ Workgroup	\$0.75	\$ .405	\$3.50	\$2.73	\$4.50	\$3.51
iChain	\$0.60	\$ .324	\$2.80	\$2.18	\$3.50	\$2.73
DirXML 1.0 (includes drivers for Active Directory, NDS, Exchange, LDAP, Notes, NT, NT Domain, and Delimited Text) <i>*Note: DirXML training or consulting engagement strongly recommended prior to installation.</i>	\$1.50	\$0.81	\$6.50	\$5.07	\$8.00	\$6.24
DirXML Java Database Connectivity (JDBC) Driver	\$0.60	\$0.324	\$2.80	\$2.18	\$3.50	\$2.73
DirXML PeopleSoft Driver	\$0.60	\$0.324	\$2.80	\$2.18	\$3.50	\$2.73

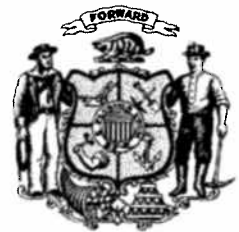
**Table 3**  
**Comparison of Collaborative Incident Support Levels & Prices**

<b>Incident Support Offering</b>	<b>Service Support Level</b>	<b>Minimum Purchase Requirement</b>	<b>Max Response Time</b>	<b>Assigned Account Manager</b>	<b>Complimentary Incident</b>	<b>Price Per Telephone Incident</b>	<b>Price Per Chat Incident</b>
<b>The Novell/MHEC Collaborative</b>	<b>PREMIUM 400 TELEPHONE SERVICE</b>	None, used as needed & billed monthly based on actual usage	Phone 24x7 1hour Chat 24/5	Yes	Yes, one with initial enrollment	\$350	\$ 200 to all Members
Standard ALA Packet Of 5 Incidents	standard service	5 Incidents purchased in advance	Phone 24x7 2 hours	No	No	\$405	Not Available
Standard ALA Packet Of 10 Incidents	standard service	10 Incidents purchased in advance	Phone 24x7 2 hours	No	No	\$405	Not Available
Standard ALA Packet Of 20 Incidents	standard service	20 Incidents purchased in advance	Phone 24x7 2 hours	No	No	\$350	Not Available

\*Note: Outside of Collaborative members, Electronic Chat support services are currently available only to Certified Novell Engineers on a 24/5 basis at a price of \$150 from 6:00 am to 6:00 p.m. and \$225 from 6:00 p.m. to 6:00 am. If the Chat escalates into Telephone Incident support, an additional \$400 + is charged the CNE. The increased price to Collaborative members for Telephone support at the Premium 400 level is \$350.



WISCONSIN STATE LEGISLATURE





## Frequently Asked Questions about the Novell /MHEC Higher Education Collaborative

### What is the Novell/MHEC Higher Education Collaborative?

The *Novell/MHEC Higher Education Collaborative* is an intercollegiate association of Novell software users. It is established for the joint purposes of making Novell products, services and training more accessible, affordable and beneficial to member institutions while facilitating the exchange of best practices in Novell software applications.

### How will my institution benefit by joining?

Collaborative members receive Novell's highest Academic License Agreement volume discounts as well as special pricing on Premium 400 Service Support including Telephone and Electronic Chat Incident support and related resource material discounts. Although many institutions currently receive educational discounts from Novell, they are generally well below the levels enjoyed by the Collaborative. Members typically realize added financial savings ranging from \$3,000 to \$25,000 per year or more.

Members may also take advantage of special training and professional development activities sponsored by the Collaborative.

Membership benefits include:

- Pricing for all institutions regardless of size at the highest Academic License Agreement (ALA) discount level (100,000 FTE)
- Product ownership accrual as specified in ALA contracts
- Complimentary online Support Connection
- Premium Service Technical Support on 24/7 basis with 1 hour maximum initial contact
- Just in Time purchase of Telephone Incident Service Support at \$350 per Incident with no minimal purchase requirement.
- Just in Time purchase of Electronic Chat Incident Support on a 24/5 basis at \$200 per incident with no minimum purchase requirement.
- Professional Resources Suite Subscription at 20 % discount
- Software Evaluation Library (SEL) at 20% discount
- Product Toolkits at 20 % discount
- Support Resource Library at 20 % discount
- Special training workshops & Technical Information Products Seminars
- Professional development/best practices seminars and activities

## What products and services are offered?

Novell's full line of Products and services are available to Collaborative members at special discount pricing. In addition, the Collaborative sponsors a variety of training and professional development activities for its members. These products and services include:

**All Novell Software Products** offered under the Academic License Agreement

**The following Novell Support Services:**

- Premium Service Technical Support
- Novell Support Web Page, including Premium customer only information
- Professional Resource Suite
- Support Resource Library
- Software Evaluation Library
- Product Toolkits

**The following Collaborative Support Services:**

- Professional Development Seminars & Workshops
- Technical Information Products Seminars
- Training arrangements with NEAP Institutions
- Online information and exchanges on best practices
- Trial applications of new products

## Is my institution able to make purchases from Novell under the Collaborative without going to bid?

Yes.

Prior to entering into discussions with Novell, MHEC's Computing Resources Taskforce concluded that Novell's software is a unique, "best of breed" solution to higher education's needs and is therefore a sole source item. MHEC's Master Agreement is with Novell, the manufacturer of the sole source item. In addition, the enabling statutes creating MHEC established that MHEC is an instrumentality of state government in each of its member states. Since MHEC is an entity of state government acting under the authority of its member states, institutions are able to make purchases from MHEC contracts under joint powers provisions.

## Who can join?

All public and private non-profit colleges, universities and academically related institutions and state agencies in the MHEC member states of Illinois, Indiana, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio and Wisconsin are eligible to become members of the Collaborative. By mutual agreement of Novell and MHEC, other affiliate MHEC members throughout the nation are eligible as well.

## How much does it cost?

Collaborative programs and activities are supported through annual membership dues. For collaborative members, the annual dues are either an amount equal to 15% of the annual license fee savings that they realize by purchasing products through the Collaborative each year, **or** a first year dues payment of \$500 and \$100 each year thereafter, whichever is greater.

## I'm currently purchasing Novell ALA products through a third party. Can I still join?

Absolutely, and your provider will benefit in two ways.

Institutions currently accessing Novell products and services with the assistance of Novell approved Channel partners may continue to do so, and the Channel partner will continue to receive its commission directly from Novell. All Novell Channel Partners providing services to Collaborative members are acknowledged, endorsed and promoted by the Collaborative as approved Novell providers to the Collaborative.

## What are the responsibilities of membership?

Collaborative Membership is extended to those eligible institutions who agree to the following membership requirements:

1. Purchase Novell products under the Collaborative purchase options;
2. Pay the annual Collaborative Membership dues at the time of purchase;
3. Designate a representative to serve as liaison officer to the Collaborative;
4. Agree to reimburse MHEC within 30 days of receipt of billing for any Telephone or Electronic Chat Service Support Incidents the institution uses from the Collaborative Incident Pool;
5. Develop plans to assure that at least one representative of the collaborative member supporting the Novell software is a current Certified Novell Engineer (CNE);
6. Where feasible, agree to voluntarily assist with Collaborative activities such as providing seminar facilities, planning training and professional development workshops, participating in Technical Information Product (TIP) Seminars, listservs, electronic newsletters and beta test projects, etc;
7. Designate representatives to be invited to periodic regional technical training and information seminars.



## How do I join?

Institutions or departments thereof may enroll in the Collaborative and purchase Novell products using the Collaborative pricing by completing the following steps:

1. Complete the Collaborative ALA Worksheet.
2. Complete and sign the Novell Academic License Agreement (ALA), and the ALA Collaborative Member Addendum form.
3. Return the Completed Collaborative ALA Worksheet, the signed Novell Academic License Agreement (ALA), and the signed ALA Collaborative Member Addendum together with a check or purchase order for the first year ALA payment directly to Novell:

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Novell, Inc.  
1800 South Novell Place  
M/S PRV-E-243  
Provo, UT 84606  
*Fax: (801) 861-9185*

5. Complete and sign the Collaborative Membership Enrollment Form and submit it along with a copy of your completed Collaborative ALA Worksheet and your first year Collaborative Membership Dues payment or purchase order directly to MHEC at:

**Novell/MHEC Higher Education Collaborative**  
c/o **Midwestern Higher Education Commission**  
1300 South Second Street, Suite 130  
Minneapolis, Minnesota 55454-1079

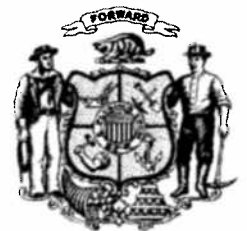
Note: Small institutions whose total purchase order falls below Novell's \$5,000 minimum purchase requirement may join the Collaborative and purchase products through a pooling arrangement with other like institutions. For further information contact MHEC at the above address or call Rob Trembath at (612) 624-1812.

## Where do I go to find more information about the program?

The Midwestern Higher Education Commission, Novell and the Members of the Collaborative invite you to join in our efforts to bring greater value to software applications. To learn more about the program, enroll online or download the enrollment materials for traditional mail-in submission go to the MHEC web site at: [www.mhectechnology.org](http://www.mhectechnology.org).



WISCONSIN STATE LEGISLATURE





## Who We Are

### SERVICES AND PRODUCTS:

VOICE

NETWORK / INTERNET

VIDEO

COMPUTER

ADDITIONAL SAVINGS  
OPPORTUNITIES

### Founding members:

MHEC, the Midwestern Higher Education Commission

MiCTA, a telecommunications association of nonprofit organizations

NEBHE, the New England Board of Higher Education

SREB, the Southern Regional Education Board

WICHE, the Western Interstate Commission for Higher Education

The American TelEdCommunications Alliance - known as the ATAlliance - is a nationwide organization with a powerful mission: to carry forward and expand upon the work pioneered nationally by MiCTA, a national nonprofit technology association, by providing low-cost access to telecommunication products and services. The ATAlliance also helps to guide technology policy and standards in ways that benefit the nonprofit sector.

The ATAlliance pursues its goals by leveraging the considerable collective purchasing power of its membership, which includes public and private colleges, universities, schools, nonprofit organizations, agencies, and other public entities. Members enjoy considerable savings - from 20 to as much as 50 percent - while gaining access to top-end technologies from companies like AT&T, Qwest, Sprint, WorldCom, and many others.

The ATAlliance has a second objective: it works to improve its members' telecommunications knowledge and capabilities - and, in the process, to get a keener sense of what their needs are. By identifying members' telecommunications needs, the ATAlliance hopes to act as a strong voice for the education industry and other nonprofit entities, shaping technology policy and standards.

Launched in 2001 by the four regional educational consortiums in concert with MiCTA, the ATAlliance is committed to building on MiCTA's work and expanding program use by bringing higher education institutions and other nonprofits the benefits of collaborative purchasing of hi-tech products and services. The ATAlliance's founders — MiCTA, the Midwestern Higher Education Commission (MHEC); the New England Board of Higher Education (NEBHE); the Southern Regional

"Colorado State University has benefited significantly from its affiliation with MiCTA. We have taken advantage of MiCTA's long-distance calling program to provide our university with very competitive long-distance calling rates.

The process of negotiating with long-distance service providers has been greatly simplified by using the MiCTA-approved vendors and contracts. We continue to monitor other MiCTA programs and expect to benefit from our relationship with MiCTA well into the future."

*Jose Valdes, Associate Director of  
Telecommunications, Colorado State University*

Education Board (SREB); and the Western Interstate Commission for Higher Education (WICHE) — boast 47 of the 50 states as their members.

By expanding their current service offerings, the four founders, in partnership with MiCTA, can collaborate on program development to meet members' needs; offer members the chance to unify purchasing options and leverage even deeper cost savings; and develop national awareness for educational issues related to technology. Additionally, the ATAlliance has opportunities to validate bid processes and help members avoid the time and expense involved in issuing and reviewing RFPs.

MiCTA has joined with the four compacts because it believes that the collective voice of the ATAlliance will have a significant impact on program value, development, and use. The ATAlliance also offers opportunities for member collaboration, further educational opportunities, and the benefits that result from expanded membership demographics.

Keeping up with the most advanced telecom technologies is essential for nonprofits - especially research institutions and organizations such as hospitals that depend on up-to-the-minute data and telecommunications capabilities. The ability to negotiate for affordably priced products and services is likewise critical for nonprofit organizations, which often operate on the tightest of budgets. The ATAlliance offers this and more for a very affordable membership fee: just \$75 a year.

For more information, visit [www.atalliance.org](http://www.atalliance.org), or call us at our toll-free number, 866-216-0006, or email us at [ATAService@mictaservice.com](mailto:ATAService@mictaservice.com).



## What We Offer

### SERVICES AND PRODUCTS:

VOICE

NETWORK / INTERNET

VIDEO

COMPUTER

ADDITIONAL SAVINGS  
OPPORTUNITIES

The American TelEdCommunications Alliance's programs build on MiCTA's offerings, providing low-cost access to long-distance voice telecommunications, calling-card services, video delivery, wireless communications, network and Internet delivery services, and computer hardware and service. Extra value is provided via maintenance agreements, guaranteed services, and high-quality products, services, and support.

Additionally, because ATAlliance vendors have gone through an extensive evaluation, members have access to cutting-edge products and services - from video and network integration to a host of wireless options.

To review contracts on these products and services, visit <http://www.mictaservice.com>. In general, the ATAlliance's current programs cover:

- Voice Services and Products
- Network/Internet Services and Products
- Video Services and Products
- Computer Services and Products
- Additional MiCTA Programs

Additionally, we are working to develop other offerings, such as computer hardware, network devices and other types of equipment.

For additional details on any ATAlliance program, call us at our toll-free number, 866-216-0006, or email us at [ATAService@mictaservice.com](mailto:ATAService@mictaservice.com), or visit [www.atalliance.org](http://www.atalliance.org).

"New Mexico State University is very happy with our membership in MiCTA. By using the MiCTA programs we have saved many, many dollars with our telecommunication services. Also, we were able to avoid the RFP process by using MiCTA, since their RFP process has already been approved. Another benefit was that since we were using MiCTA our vendor was very attentive to our needs."

*Anthony Parra, Business Manager,  
New Mexico State University*

# COST SAVING PROGRAMS

## AVAILABLE TO AT ALLIANCE MEMBERS

### TELECOMMUNICATIONS

- Long Distance Qwest • Sprint • AT&T • MCI • CMC Telecom • Wireless Frontier Internet
- Local Qwest • Sprint • AT&T • MCI • Wireless Frontier Internet
- Telephony Equipment Avaya • Sprint • Innovative Technologies Group • PC Mall • Capitol Communications • Anixter
- Cellular Products-Services Sprint PCS • Qwest

### NETWORK • INTERNET SERVICES & PRODUCTS

- Internet Access Sprint • Qwest • AT&T • MCI • Merit
- Wireless LAN-WAN Innovative Communications Inc.
- Network Equipment Sprint • Avaya • Wireless Frontier Internet • Qwest • Innovative Technologies Group • PC Mall • Anixter

### VIDEO SERVICES & PRODUCTS

- Integration Innovative Communications Inc.
- Network Services Sprint • AT&T • MCI
- Video Bridging Services VCCR, Inc.
- Video / A-V Equipment Innovative Communications Inc. • Sprint • Innovative Technologies Group • PC Mall • Office Depot • Brodart

### LEARNING MANGEMENT SOLUTIONS

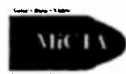
- eLearning Course Management Desire2Learn • WebCT

### COMPUTER SERVICES & PRODUCTS

- Computers - Peripherals - Software Gateway • Innovative Technologies Group • PC Mall • Technology Distribution Network • TechDepot
- Hosting Qwest
- Content Filtering Stratacache • Innovative Technologies Group • PC Mall • Omni Tech

### ADDITIONAL PROGRAMS

- Office Equipment & Supplies Office Depot • PC Mall
- Library Equipment & Supplies Brodart
- Power Conditioning Coffman Electrical Equipment Company
- Consultants American Megacom Inc. • Digby 4 Group • Beacon Group • New Visions Network, LLC • Total Solutions Group
- Security - Backup Systems InfoCore • Wireless Frontier Internet
- Cable - Connectors - Wire - Fiber Anixter



**AT ALLIANCE**

America Telecommunications Alliance

CALL (866) 216-0006 or visit [www.atalliance.org](http://www.atalliance.org)

10-13-03



## Frequently Asked Questions about the American TelEdCommunications Alliance

### What is the American TelEdCommunications Alliance (ATAlliance)?

The four regional educational compacts – the Midwestern Higher Education Commission (MHEC), the New England Board of Higher Education (NEBHE), the Southern Regional Education Board (SREB), and the Western Interstate Commission for Higher Education (WICHE), and a national non-profit technology organization, MiCTA – have joined together to form the Alliance. The primary purpose of this alliance is to develop contracts for the procurement of telecommunications and other services in support of education and other non-profit organizations. Since 1988 MiCTA has worked with institutions to aggregate demand for telecommunications services, and this new national alliance is based on that work. The contracts will provide lower costs, wider access, and higher quality services through volume, expertise, and market organization. The ATAlliance will also provide leadership in promoting standards and practices within the telecommunications industry directed to the needs of education. The group has contracted with the MiCTA Service Corporation (MSC) to administer day-to-day operations of the ATAlliance.

### Who can join and how?

Schools, colleges, state agencies, libraries, and other nonprofit organizations may join the ATAlliance and take advantage of its programs. Current members of MiCTA are automatically included as members of the ATAlliance. New members will be members of both organizations. To join, go to <http://www.atalliance.org>.

### How much does it cost?

Annual membership dues are \$75, which may be paid by check and submitted with a completed application form to MiCTA Service Corporation (MSC), PMB #304, 2020 S. Mission, Mt. Pleasant, MI 48858. The application form is available on the ATAlliance website.

### What products and services will be available?

ATAlliance programs will include current contracts negotiated by MiCTA for its members as well as contracts that may be negotiated specifically for the ATAlliance in the future. Current contracts include long distance voice telecommunications, calling card services, video delivery, wireless communications, network and Internet delivery services, and computer hardware and services. Services currently under negotiation or solicitation include internal connections, desktop teleconferencing services, Web/application hosting and competitive local exchange carrier services.

### How do we get to these services?

Membership provides access to information about specially negotiated contracts contained in a separate searchable database as well as a printed newsletter mailed directly to members. Members may review the contracts and services available by going to <http://www.mictaservice.com/>. For assistance, call 1-866-216-0006 or send an email message to [ATAService@mictaservice.com](mailto:ATAService@mictaservice.com). Certain contract information can only be accessed with a member password. If you are not a member, you may request a temporary visitor password.

### We already have low-priced telecommunications contracts in our state. Why would we be interested in joining the ATAlliance?

Most, if not all, states already have telecommunications contracts for primary services that are available to state agencies, colleges, and schools. The ATAlliance programs are not intended to compete with or supplant successful programs in your state. Rather, the ATAlliance programs can be complementary to your state services, help fill gaps in services, or offer other products. Some services that can be purchased from the ATAlliance/MiCTA contracts may not be available through your contracts. In some cases, ATAlliance prices may be better than your state's contracts. Your state telecommunications agency that procures services for all state agencies may select a vendor under an ATAlliance/MiCTA contract as its best source.



### *What average savings can members expect when purchasing from MiCTA contracts?*

Actual savings will vary depending on local characteristics, state regulatory structure and usage. Current MiCTA members enjoy savings of at least 20 percent over previous telecommunications expenses; new members typically enjoy immediate savings of 40-50 percent with their first purchase from a MiCTA contract. There is no minimum commitment to purchase from the contracts and members are guaranteed automatic conversion to a lower negotiated rate. Additionally, membership provides considerable savings of time to institutions since they are no longer required to develop their own RFPs for purchases. MSC will prepare cost comparison analyses for individual states or institutions upon request.

### *If we already have a contract with a vendor that also has a similar contract under an ATAlliance program, can we move to the ATAlliance/MiCTA contract before our existing contract expires?*

This will vary case-by-case, depending upon the terms and conditions of your contract. Experience indicates that some vendors will accommodate such a move, in spite of the restrictions of existing contracts, but others may not. When requested, MSC will attempt to facilitate the move to an ATAlliance/MiCTA contract.

### *How are contracts negotiated or vendors selected?*

MSC develops requests for proposals (RFPs) that are distributed widely. Vendors submit their proposals in response to an RFP and participate in an extensive discovery and negotiation process. MSC staff members meet with vendors to learn about their products and to assess the ability of their sales and technical staff to support MiCTA and ATAlliance members, they also tour prospective vendors' R&D, manufacturing, and technical support facilities.

Teams consisting of MSC staff, MiCTA and ATAlliance members evaluate the RFPs. After approval, the contract is announced to members on the organizations' websites, through newsletters and email to members, and at two conferences held in the spring and fall of each year.

Purchase agreements and orders for services are established between the buyer (e.g. college) and the vendor. The buyer can contact the vendor directly, or MSC can assist with initiating the contact if needed.

### How will state purchasing regulations or procedures be handled?

ATAlliance members comply first with their state procurement regulations. Contracts for services are established on the basis of a rigorously competitive RFP process intended to meet the requirements of most states for competitive bidding. Members may elect to purchase from these contracts when they best meet their needs and comply with mandatory purchasing procedures and regulations. Some organizations may encounter difficulties although many states are currently using MiCTA contracts successfully under their state procurement regulations.

### What will be the role of MHEC, NEBHE, SREB, and WICHE in the ATAlliance?

The four regional compacts will help members participate in ATAlliance programs and activities in various ways:

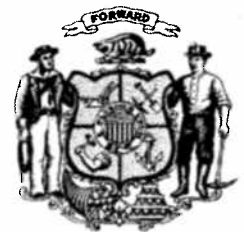
- Help to develop and evaluate RFPs,
- Establish priorities for procuring future services,
- Provide feedback regarding satisfaction with services,
- Disseminate information about the ATAlliance and its services, and
- Assist where possible with accommodating local or state procurement laws or regulations.

### How can we get more information about the ATAlliance?

To get further information about the ATAlliance, its programs and services, and how to join, go to the ATAlliance web site <http://www.atalliance.org> or contact the ATAlliance by phone, 866-216-0006, or email [ATAlliance@micta.org](mailto:ATAlliance@micta.org).



# WISCONSIN STATE LEGISLATURE





## RESOLUTION ON REAUTHORIZATION OF THE HIGHER EDUCATION ACT

- WHEREAS,** the 108<sup>th</sup> Congress will be reauthorizing the Higher Education Act of 1965 (HEA), which provides an opportunity for leaders at the state, regional and federal levels to demonstrate their commitment to providing citizens access to postsecondary education; and
- WHEREAS,** the federal government's actions on the reauthorization of the HEA significantly impacts the ability of students to attend postsecondary education; and
- WHEREAS,** the governance of higher education is a role of the states and governing entities of public and independent institutions; and
- WHEREAS,** the Midwestern Higher Education Compact (MHEC) is one of four interstate compacts in the nation devoted to improving the quality of postsecondary education in its region and consists of the member states of Illinois, Indiana, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio and Wisconsin; and
- WHEREAS,** each member state has five Commissioners appointed to MHEC's governing body by the governor or the governor's designee, each chamber of the state legislature, and two at-large members, one of whom must come from postsecondary education; and the 50-member MHEC Commission is committed to working cooperatively with Congress and the federal government in the reauthorization of the Higher Education Act; and
- WHEREAS,** the Compact's mission is to advance education through cooperation by: 1) enhancing productivity through reductions in administrative costs; 2) encouraging student access, completion and affordability; 3) facilitating public policy analysis and information exchange; 4) facilitating regional academic cooperation and services; 5) promoting quality educational programs; and 6) encouraging innovation in the delivery of educational services; now therefore be it
- RESOLVED,** that Congress focus primarily on expanding support for student need-based federal financial assistance programs with increasing emphasis on grants; and be it further
- RESOLVED,** that Congress review and restate its support and acknowledge states for their contributions to state-level financial assistance programs; and be it further
- RESOLVED,** that Congress increase its support of initiatives that foster greater student access, preparation, persistence and completion; and be it further



- RESOLVED,** that Congress create greater cost efficiencies for institutions and states by streamlining federal financial assistance application processes and other reporting and data collection processes, and consider initiatives that avoid increased federal reporting requirements that add costs to institutions, states and students; and be it further
- RESOLVED,** that Congress avoid “one-size-fits-all” federal accountability measures and recognize that states are best positioned to enact appropriate accountability measures, tailored to states’ goals and needs, which vary significantly, on access, quality, completion and cost; and be it further
- RESOLVED,** that Congress recognize tuition and student cost-setting are responsibilities of the states and governing entities of public and independent institutions because tuition rates and circumstances relevant in setting tuition vary considerably by institution type, program and student demand, and be it further
- RESOLVED,** that Congress acknowledge and endorse the principle that authority and responsibility for admissions and faculty appointments rest in governing entities of public and independent institutions; and be it further
- RESOLVED,** that the Executive Committee of the Midwestern Higher Education Compact deliver the Compact’s resolution to the appropriate members of Congress, Governors, state delegations and MHEC Commissioners.

Directed by the Commission of the Midwestern Higher Education Compact  
This 14<sup>th</sup> Day of November, 2003; and as  
Approved this 8<sup>th</sup> Day of December, 2003  
By the Executive Committee of the Midwestern Higher Education Compact

Lana Oleen  
Chair  
Midwestern Higher Education Compact  
Kansas Senate Majority Leader

Larry A. Isaak  
President  
Midwestern Higher Education Compact



## Talking Points on the Reauthorization of the Federal Higher Education Act of 1965

### 1. ACCESS & PERSISTENCE

- A. Optimize the most effective means the federal government has at its disposal to promote access and persistence in postsecondary education, i.e., need-based financial aid.
- B. Strengthen state and federal programs that improve student preparation for postsecondary education.
- C. Target the programs that benefit the neediest and underrepresented students, i.e., Pell Grants.

### 2. ACCOUNTABILITY

- A. Support the role of state and governing board authorities in establishing postsecondary tuition levels, admission standards, and curriculum standards, including transfer of credit.
- B. Maintain the limited role of the federal government which complements the central role of states in addressing accountability and performance measures.
- C. Make fuller use of existing research and program data to assess program efficacy before instituting new reporting requirements.

### 3. EFFICIENCY & EFFECTIVENESS

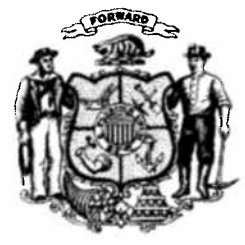
- A. Simplify student financial assistance forms for students, institutions and the federal government.
- B. Establish consistent ways of treating college savings plans and integrate tax policy with Title IV student aid.

*Midwestern Higher Education Commission*

1300 South Second Street, Suite 130 • Minneapolis, Minnesota 55454 • Fax: (612) 626-8290 • Telephone: (612) 626-8288  
E-Mail: [mhec@tc.umn.edu](mailto:mhec@tc.umn.edu) • Web Site: [www.mhec.org](http://www.mhec.org)



# WISCONSIN STATE LEGISLATURE



# THE MIDWEST PERL

(Postsecondary Education Resource Library)

MHEC is currently in the process of populating two user-friendly and complementary databases that will be accessible to its varied constituents via the organization's website. The Midwest PERL (Postsecondary Education Resource Library) will serve two functions: 1) provide state-level data by MHEC member state; and 2) provide policy reports and scholarly articles searchable by postsecondary issue, sector, and institutional type. This resource, developed with foundation funding, is to serve as a more interactive, timely, and user-friendly alternative to a traditional hard copy fact book for legislative staffers, higher education officials, policy analysts, and others. The estimated completion date of this project is spring 2004.

## General categories of state-specific data include, but are not limited to:

- Demographics of population
- Enrollment
- Retention & Graduation
- Tuition & Student Financial Aid
- Faculty & Administrators
- Revenues & Expenditures
- Appropriations Trends

**Broad categories of salient postsecondary education issues** based on annual SHEEO *Trends and Issues* report and MHEC's *Trends Analysis*: A glossary of concepts will be provided for these issues. Some search results will be cross listed as, for example, a policy report may contain elements related to academic preparation and access.

- Academic Preparation
- Access
- Accountability
- Adult Education
- Affordability
- Distance Learning
- Diversity
- Economic/Workforce Development
- Faculty Issues
- Financial Aid
- Funding
- Governance
- Instruction & Learning
- Other
- Quality & Assessment
- Retention & Completion
- Seamless Education (K-16)
- Teacher Preparation
- Transfer Issues (& articulation)

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For more information contact: Dr. Janet M. Holdsworth at [janeth@mbec.org](mailto:janeth@mbec.org)



**ABOUT MHEC NEWS & EVENTS STUDENT PROGRAMS PROGRAMS & SERVICES POLICY RESOURCES MEMBER STATES PUBLICATIONS**

**Midwestern Higher Education Compact**



The Midwest PERL is designed to meet the data and policy-research needs of MHEC's constituents through two complementary databases: 1) state-specific data for MHEC member states and 2) links to quality policy reports and scholarly articles searchable by issue, sector, and institutional type.

**TO SEARCH FOR STATE SPECIFIC DATA:**

**TO SEARCH BY POST SECONDARY ISSUE, SECTOR AND INSTITUTIONAL TYPE:**

OR

Please click on one of the ten MHEC states below or select one state from list.

- Illinois
- Indiana
- Kansas
- Michigan
- Minnesota
- Missouri
- Nebraska
- North Dakota
- Ohio
- Wisconsin



**Search**

Please select your issue(s) of interest by checking the boxes below and then use the drop down menus to filter your results.

**Select issue(s) of interest:**

What is the definition of each of these issues?

- |   |  |
|---|--|
| <input type="checkbox"/> Academic Preparation             | <input type="checkbox"/> Financial Aid             |
| <input type="checkbox"/> Access                           | <input type="checkbox"/> Funding                   |
| <input type="checkbox"/> Accountability                   | <input type="checkbox"/> Governance                |
| <input type="checkbox"/> Adult Education                  | <input type="checkbox"/> Instruction & Learning    |
| <input type="checkbox"/> Affordability                    | <input type="checkbox"/> Quality & Assessment      |
| <input type="checkbox"/> Distance Learning                | <input type="checkbox"/> Seamless Education (K-16) |
| <input type="checkbox"/> Diversity                        | <input type="checkbox"/> Teacher Preparation       |
| <input type="checkbox"/> Economic / Workforce Development | <input type="checkbox"/> Transfer Issues           |
| <input type="checkbox"/> Faculty Issues                   | <input type="checkbox"/> Other                     |

**Filter Results:**

What does each selection filter?

Select Type  Select Sector

Limit to: Full Text/Data **Search**