

California Educational Technology Professionals Association

<http://www.cetpa.net>

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CETPA and Microsoft Strategic Alliance September 6, 2011

The California Educational Technology Professionals Association (CETPA) is pleased to announce the launch of a California Statewide Purchasing contract with Microsoft for the Educational Enrollment Solution (EES) program. This contract can serve as a master purchasing vehicle for districts whether private or public in the state of California. It is our intent to provide California K-12 school districts with aggressive pricing, service and support for EES Microsoft licensing. Toward that end, CETPA went through a rigorous and competitive RFP process to engage with a Large Account Reseller (LAR). CETPA has selected **SHI** to provide reseller service for these accounts. Based on the results of the request for proposal SHI will provide:

- low pricing for Microsoft products
- expertise in regards to products choices and options
- quick response and turn around with quotes, forms and paperwork

Some may ask why CETPA has taken on this initiative. Microsoft approached CETPA as the recognized organization that represents educational technologists in the state of California. Many of our CETPA members representing their respective districts already understand the benefits of the EES licensing program. The problem was that only medium to large districts were eligible based on FTE staff counts. Now with this alliance Microsoft has lowered the minimum entry FTE count to 25 so that most schools and districts can participate. Additionally all organizations enter into the program at **level C** pricing which represents the 10,000 FTE discount level.

CETPA realized that this could potentially provide very significant savings for the K12 community. Through months of planning and negotiation, CETPA engaged with the law firm of **Fagen, Friedman and Fullfrost** to craft an agreement with both Microsoft and with the large account reseller, SHI.

CETPA also engaged with **Infinity Communications** for their expertise in managing the RFP process to select the best reseller to manage the program. The criteria for selection included price, support, experience, customer service and integration into the Erate and California Microsoft Voucher programs.

CETPA is excited about announcing this new program and we hope that you will find both the savings and value in this initiative.

For more information on this piggyback contract, please go to www.cetpa.net/camsa, www.publicsector.shidirect.com and www.microsoft.com/education.

Best regards,

Stephen K. Carr, CETPA President