

September 12, 2023

The Midwestern Higher Education Compact (MHEC) is an interstate compact and acts as a lead public agency on behalf of its member states. Our cooperative contract process is meticulously designed to provide cost-efficient solutions to both educational and government entities through the use of master agreements. At MHEC, we believe in a fair and open competitive solicitation process that is designed to minimize the burden on limited administrative resources, ultimately saving both time and money. Our overarching goal is to foster public-private relationships that offer greater flexibility while adhering to applicable procurement laws and best practices.

Technology Solicitations

MHEC is firmly committed to simplifying and expediting access to IT hardware, software, and service solutions for higher education institutions within our member states. To continually enhance these IT solutions, MHEC engages in a transparent and competitive public solicitation process. Please review the schedule below for anticipated upcoming solicitations:

Anticipated Solicitation	Year
Next-Generation Higher Education Enterprise Resource Planning (ERP)	Calendar Year 2023
Managed Document Services (MDS) and Enterprise Document Management Solutions (EDMS)	Calendar Year 2024

Although MHEC is not obligated to do so, we believe that by offering a preview of upcoming contract opportunities, we can:

- Improve the understanding of MHEC's requirements.
- Enable vendors and institutions to provide feedback on specifications.
- Enhance public access.
- Encourage full and open competition.

We cordially invite all interested parties to explore our current technology contract offerings, participating institutions, and the impact on cost-savings by visiting our website at <https://www.mhec.org/>. Our upcoming solicitations will undergo comprehensive research to define solution objectives and identify potential providers while considering the specific needs of the higher education community.

Disclaimer

Please be aware that all planned sourcing activities are subject to revision or cancellation. There is no obligation to respond to or return any solicited or unsolicited proposals received.

We appreciate your interest in the Midwestern Higher Education Compact (MHEC) and look forward to engaging with you in our cooperative efforts to improve education solutions. Should you have any questions or require further information, please do not hesitate to contact us.

Disclaimer: The following statement is a draft scope of services for a future solicitation and is subject to change without notice. This is not an advertisement.

Title: Next-Generation Higher Education ERP System of Systems

Timeline: September 2023 – August 2024

Incumbent: [Oracle](#)

Purpose of Solicitation: The Midwestern Higher Education Compact (MHEC) is working to bring innovative solutions to colleges and universities in the form of next-generation enterprise resource planning (ERP) systems. These systems aim to manage various aspects of institutions, including student and faculty records, financial resources, and administrative processes, with a focus on delivering a highly personalized, efficient, and data-driven experience. In January 2017, MHEC awarded a contract to Oracle (MHEC-US-OMA-1164550) to offer pricing and discounts for various products and services, including software and hardware support, training, consulting, and cloud services. The contract will come to an end in February 2025. In the fall of 2023, MHEC will begin to prepare to re-bid for a Next-Generation ERP System of Systems with a focus on cloud-based delivery, advanced analytics, customization and modularity, and integration with other systems. The goal of this initiative is to provide a streamlined and efficient experience for students, faculty, and staff, enable data-driven planning and decisions, improve operations, and allow institutions to leverage innovations like AI/ML.

Business Drivers: As higher education institutions chart their course for the future, modernizing legacy ERP systems and migrating them to the cloud has become a strategic imperative. The cloud promises significant cost reductions by eliminating expensive on-premise infrastructure and leveraging economies of scale. Just as importantly, it provides much needed agility, enabling institutions to scale computing power up or down based on real-time needs, supporting fluctuations in enrollment. Cloud ERP also delivers resilience and business continuity capabilities that exceed many on-premise environments. Ubiquitous anywhere, anytime, and any device access empowers students, faculty, and staff. Tight integration with APIs fosters seamless omni-channel experiences and unified data analytics to drive planning and decisions. Together, the move to cloud-based, integrated ERP ecosystems better positions institutions to fulfill their missions in a complex, fast changing world. It lays the technological foundation to leverage future innovations like AI-driven advising, student support, and predictive analytics. The drivers are clear, and higher education leaders must begin their modernization journey today to effectively serve students now and, in the decades ahead.

Proposed Solution: The promise of cloud-based Next-Generation ERP System of Systems applies evenly to institutions of all sizes. A key benefit is scalability, allowing organizations to start small then expand seamlessly as needs grow. The cloud also enables operational resilience and business continuity previously unattainable for smaller schools. The SaaS model provides access to enterprise-class capabilities at a fraction of the cost through flexible licensing models like pay-as-you-go pricing. Adaptive pricing adjusts to usage levels, with separate charges for compute and storage. Streamlined workflows and intelligent automation boost productivity regardless of size. Unified data provides expanded insights for better decision making and planning. APIs and microservices foster integrated

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Director of Government Contracts

ecosystems of solutions tailored to each institution's needs. Modular adoption prevents functionality gaps or redundancies.

Whether a small college or large university, Next-Generation ERP System of Systems in the cloud, using private or public deployment models, balances standardization, customization, and integration. It enables small schools to act big with enterprise capabilities, and large ones to stay agile. Automated IT processes improve efficiency. Institutions can also leverage third-party maintenance and support options. Change management and training will drive user adoption and benefits realization.

In addition to the ERP system, proposed solutions should encompass implementation services, consulting, maintenance, technical support, security, and training costs. The intent is to establish one or more master agreements and pricing frameworks that provide discounted enterprise license agreements better than individual negotiations. This streamlines administrative burden, saves time and money, and allows institutions and providers to focus on finding optimal solutions. Next-Generation ERP System of Systems is the platform for the future.

Term of Contract: The initial term of this contract is three (3) years. In addition, this contract has an option to renew for up to one (1) additional four-year (4) term.

Method of Award: Best Value

Competitive Process: All solicitations undertaken are open, fair and follow a competitive bid process. MHEC adheres to the Model Procurement Code for State and Local Government for conducting open and competitive solicitations in accordance with applicable rules and regulations of MHEC's member states.

Public Notice: Solicitation announcements are formally published in the [Illinois Procurement Bulletin for Public Institutions of Higher Education](#), the [Minnesota State Register](#) and MHEC's website at <https://www.mhec.org/news>.

More Information:

Contact [Nathan Sorensen](#)
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Title: Managed Document Services (MDS) and Enterprise Document Management Solutions (EDMS)

Timeline: April 2024 – January 2025

Incumbent: [Xerox](#)

Purpose of Solicitation: The Midwestern Higher Education Compact (MHEC) is exploring innovative solutions to improve the use of managed document services (MDS) and enterprise document management solutions (EDMS) for higher education institutions. In November 2016, MHEC awarded Xerox as its approved vendor and entered into an agreement to offer colleges, universities, and state and local governments a significant discount on Xerox's products and services in the areas of printing, managed services, and workflow automation. The agreement was made following a competitive sourcing event that followed the model procurement code for state and local governments. The current contract with [Xerox \(MHEC-05012018\)](#) will end in June 2025. Beginning in 2024 MHEC will begin to conduct a new competitive solicitation for MDS and EDMS solutions. The goal of MDS and EDMS in higher education is to streamline document-related tasks and make them more efficient and cost-effective. As technology continues to advance, it is likely that these solutions will become increasingly integrated with other systems and processes in higher education.

Term of Contract: The initial term of this contract is three (3) years. In addition, this contract has an option to renew for up to one (1) additional four-year (4) term.

Method of Award: Best Value

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