TECHNOLOGY

serving all your technology needs
E&I COOPERATIVE SERVICES

E&I is the member-owned, not-for-profit sourcing cooperative delivering expertise, solutions and services to higher education and related institutions. By leveraging the knowledge and expertise of more than 4,000 member institutions, E&I helps members reduce costs and optimize supply chain efficiencies. We provide members with access to a diverse portfolio of competitively awarded contracts, consulting services, and electronic platforms, with a primary focus of helping them source effectively.

Visit our website at [www.eandi.org](http://www.eandi.org) for complete contract details on all of the suppliers listed in this brochure, or contact your local Member Relations Executive for more information.

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E&I IS YOUR PASSWORD TO SAVINGS

**CONTRACT CATEGORIES WITHIN**

**Computer Software**
- SHI International, Technology Integration Group

**Computers & Networking**
- Hewlett-Packard, Hewlett-Packard Enterprise, Juniper Networks

**Electronics & Peripherals**
- B&H Photo Video, Canon, SKC Communication

**IT Services**
- CDW Government LLC (CDW-G), Connection (formerly GovConnection), DLT Solutions - Amazon Web Services, RSM

**Maintenance**
- Specialty Underwriters Group, WESCO

**Office Equipment & Supplies**
- Staples Business Advantage, Xerox

**Procurement**
- ESM, SciQuest
For more information regarding our Technology contracts, please contact your E&I Member Relations Executive.

B&H is the professional source for photo, video, audio and all creative technology products. Founded in 1973 and located in Manhattan, B&H is the largest non-chain photo and video equipment store in the United States. Complete lines of photo, video, audio, lighting, pro accessories, computers, data storage, entertainment, projection and surveillance devices and the broadest selection of security, multimedia, optics and A/V presentation technology make B&H a true one-stop-shop for your institution.

Canon devices and software solutions can help you streamline manual processes, improve collaboration, reduce and control printing expenses, assist with your sustainability goals, and much more. Benefits of this contract include a broad range of equipment and accessories, managed print services, flexible acquisition programs, and monthly maintenance agreements.

CDW-G partners with top cloud providers to offer E&I members online data storage, file sharing, and related products and services. CDW-G streamlines the complexities of cloud solutions and simplifies the decision-making process of selecting the best cloud solution to fit your institution’s needs. This contract provides complete access to a large portfolio of 200 cloud solutions including companies like SaaS, IaaS, PaaS as well as public, private, and hybrid cloud providers, such as Acronis, Egnyte, Nasuni, Unitrends, and more.

Connection (formerly GovConnection) is dedicated to fulfilling the unique IT needs of higher education and K-12 institutions, as well as federal, state and local governments. E&I’s competitively awarded Connection contract provides members with significant savings on Lenovo desktops and notebooks, as well as access to more than 100,000 computer systems and peripheral products from hundreds of manufacturers.

Through a separate competitively awarded agreement for IT Managed Integration Services and Staff Augmentation, Connection focuses on working with members before, during and after technology purchases are made. Available services include: installation services, image development, desktop imaging, asset tagging, deployment and installation services, and asset disposal and redeployment.

DLT Solutions, a Premier Consulting Partner for Amazon Web Services (AWS), enables E&I members to securely migrate to the cloud - seamlessly and cost-efficiently. DLT Solutions helps identify appropriate use cases for cloud computing. They also design, implement and manage cloud solutions to meet the unique needs of each member institution. DLT’s support offerings include pre-sales architecture, migration and implementation support.

ESM Solutions can help you gain complete control of your spending through an easily implemented, integrated suite of procurement and sourcing products. The applications are Internet based and cloud-enabled, so every step of the sourcing and procurement process is more efficient and transparent, eliminating the costs associated with inefficient buying.

HP provides your campus with technology infrastructure and business offerings that span from handheld devices to some of the world’s most powerful supercomputer installations. This competitively awarded contract includes HP Inc., the leading personal systems and printing company as well as Hewlett-Packard Enterprise - technology innovation that defines the next generation of infrastructure, software and services.

As a high-performance, global networking company, Juniper delivers the software, silicon and systems that transform the experience and economics of networking. Product lines and services include (but are not limited to) routing, switching, security, wireless, network management, applicant acceleration, identity and policy control, software, and J. Care technical services (maintenance).
E&I’s competitively awarded TIG contract provides members with significant savings on servers, desktops and notebook computers from leading manufacturers, along with a full complement of software and peripheral products. TIG is a qualified diversity supplier and certified as a Small Disadvantaged Business (SDB) by the United States Small Business Administration (SBA). Additionally, TIG is certified as a Minority Owned Business Enterprise (MBE) by the Women Minority Business Enterprise (WMBE) Clearinghouse.

E&I’s agreement with Staples Advantage for office products, supplies and solutions, provides competitive pricing on thousands of products. Whether your needs include technology, facilities, furniture, print or promotional items, Staples Advantage specialists will customize the ideal solution for your institution. In addition to aggressive pricing, you also have access to a number of financial incentive sand rebates to help with your bottom-line.

As an industry-leader in the field of e-procurement solutions, SciQuest delivers a multi-vendor e-procurement platform to meet member needs. SciQuest’s on-demand e-procurement software and supplier network deliver a critical mass of suppliers in one centralized hub — providing exactly what you need through an easy-to-use e-procurement system. As a special value-added service, all E&I members are eligible to have up to 30 pre-selected E&I supplier catalogs enabled on their SciQuest solution, free of charge.

Founded in 1989, SHI is a leading provider of IT software to education institutions across the United States. As an authorized reseller for all major software publishers, SHI has forged great relationships with the manufacturers who create products for the education market, making them uniquely positioned to serve the needs of E&I members. Our SHI contract has been adopted from California State University’s competitively bid agreement.

SKC Communication Products is one of the nation’s leading distributors of telecommunications and conferencing solutions. E&I’s competitively awarded agreement with SKC provides members with access to: Polycom and TANDBERG video conferencing solutions, Plantronics headsets, Codian video conferencing equipment, VBrick Systems digital video systems, Crestron control systems, Mitsubishi projectors and displays, Chief mounts and Avteq carts. SKC also provides maintenance and installation services.

SKC Lecture Capture designs, builds, and manages lecture capture technology to help members capture, create, import, and deliver content with speed and efficiency. E&I’s competitively awarded agreement provides members with access to: Sonic Foundry Mediasite, Crestron CaptureLive HD, Polycom RealPresence HD and VBrick Capture Products. SKC will provide the resources to walk you through equipment preparation, delivery, installation, and configuration. The company also provides training on all technology solutions to facilitate usage and ensure end-user satisfaction.

E&I members can depend on Xerox’s innovative technologies, products and solutions to improve business results. Xerox possesses the document industry’s broadest portfolio of offerings, including color and black and white printing and publishing systems, multifunction devices, copiers, laser and solid ink printers, fax machines, software and supplies such as toner, paper and ink. Every Xerox system features state-of-the-art digital technology, with world class service and support.

RSM is a national IT consulting firm with 72 offices across the country. The company has a proven track record in providing implementation services, support and outsourcing of managed services, risk and security assessments, and advisory technology services.

WESCO Distribution, Inc is a leading distributor of electrical construction products, electrical and industrial maintenance, repair, and operating (MRO) supplies, and is the nation’s largest provider of integrated supply services. Communications Supply Corporation (CSC) has become one of the largest data and telecom suppliers in the U.S., with product offerings that include voice and data communications, access control, security surveillance, building automation, video distribution, life safety, broadcast systems and electrical construction and manufacturing equipment.

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