



## THE VALUE OF MiCTA MEMBERSHIP

AS ONE OF OVER 10,000 MEMBERS OF MiCTA, YOUR ORGANIZATION CAN TAKE ADVANTAGE OF ANY OF OUR COMPETITIVELY BID TECHNOLOGY CONTRACTS. THE INHERENT VALUE OF USING MiCTA CONTRACTS INCLUDES, BUT ISN'T LIMITED TO:

### COMPREHENSIVE RFP PROCESS

All MiCTA RFP processes and awards are fully competitive and defensible, and meet state government, education, library, healthcare, etc. purchasing requirements. A bid process paper is available to Members and provides justification for MiCTA contract usage.

### COST SAVINGS

Members nationwide have access, at no charge, to deeper discounts, low cost, high quality products and services as well as technical and customer support. Vendors have historically provided these important tangible benefits based on the strong sales potential offered by MiCTA's Member organizations.

### ADMINISTRATIVE COST SAVINGS

Members realize additional organizational savings through reduction of expenses generated by typical RFP document development, publication, evaluation processes, as well as contract negotiations and ongoing contract administration and vendor relationship management.

### CONTRACT OPTIONS

MiCTA offers multiple contract awards for key technologies to better serve the entire breadth of non-profit, government, higher education, K-12, library, and healthcare organization membership.

### TECHNOLOGY FOCUS

By offering competitive product and service contracts with market leaders across a wide spectrum of technologies, member organizations can, with confidence, focus their procurement efforts on sourcing, analyzing, contracting, and managing goods, services and vendors in other areas.

### PARTICIPATION AGREEMENTS

A Member organization purchasing under a MiCTA Master Service Agreement (MSA or contract) can use a Participation Agreement to negotiate purchasing terms and conditions that it requires when not covered by the MiCTA MSA with the vendor.

We Make  
Buying  
Easy!

## MICTA RESOURCES

MiCTA coordinates the competitive bidding processes. But to ensure success, it also taps the tremendous knowledge, expertise and experience of MiCTA Members, who assist in all aspects of the RFP process. Participating Members share ownership of the entire RFP process and resulting contracts.

## MEMBER STAFFING

Budget cuts can affect many organizations and may require Members with reduced staff to look for increasingly creative ways to cut costs. MiCTA's staff stands by to assist Members with their efforts to become more efficient, create value, and generate savings.

## LIVING CONTRACTS

All MiCTA contracts have provisions to incorporate new technology as it is released for sale while, at the same time, removing technology or products that have gone 'End of Life' or EOL.

## MARKET TRENDS

Organizations big and small have and can continue to actively influence various markets and industries by banding together as MiCTA Members to voice their concerns and requirements.

### **MiCTA**

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# PRODUCTS AND SERVICES

