Developing a Multi-State Data Privacy Program

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The Education Cooperative (TEC)
And We Kept Growing…
5 State NDPA with 5 Exhibit Gs

- TEC Participated in the Development of the NDPA
- We Crafted a 5-state NDPA with 5 Separate Exhibit Gs
- TEC’s Agreement is Unique in That It Covers 5 States
Multi-State Alliance Benefits

- Economies of Scale
- Increased Leverage to Negotiate
- One District Requests a DPA - Districts in All 5 states Can Hop On
- Vendor Benefits
  - Fewer # of DPAs to Review & Sign
  - Lower Legal Costs
  - Relationship Building with One Contract Administrator
# By the Numbers

## Posted DPAs and Exhibit Es by State

<table>
<thead>
<tr>
<th>STATE</th>
<th>DPAs</th>
</tr>
</thead>
<tbody>
<tr>
<td>MA</td>
<td>10,738</td>
</tr>
<tr>
<td>NH</td>
<td>10,639</td>
</tr>
<tr>
<td>RI</td>
<td>1,818</td>
</tr>
<tr>
<td>ME</td>
<td>1,649</td>
</tr>
<tr>
<td>VT</td>
<td>1,368</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>26,204</strong></td>
</tr>
</tbody>
</table>

## Number of Vendor Signed DPAs by State

<table>
<thead>
<tr>
<th>STATE</th>
<th>DPAs</th>
</tr>
</thead>
<tbody>
<tr>
<td>NH</td>
<td>1,574</td>
</tr>
<tr>
<td>MA</td>
<td>1,496</td>
</tr>
<tr>
<td>RI</td>
<td>1,393</td>
</tr>
<tr>
<td>ME</td>
<td>1,025</td>
</tr>
<tr>
<td>VT</td>
<td>807</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>5,196</strong></td>
</tr>
</tbody>
</table>
Our Collaborative Service Model

TEC’s SDPA Service

- The Education Cooperative - One of 24 Educational NON-PROFIT Collaboratives in Massachusetts
- Explicitly Formed to “Work Together with School Districts and Schools to Offer Various Services, Including:
  - Providing Professional Development and Technical Assistance
  - Developing Programs and Services to Enhance School Districts’ Operating Efficiency”
Our Collaborative Service Model

TEC’s SDPA Service

- TEC Only Charges a Fee to Offset Administrative Costs and Legal Fees
- TEC’s Pricing Structure Has Only Increased By $0.10 Per Student in 6 years, As It Spreads the Cost of This Work Out Among Hundreds of Districts
- As More Districts Join Us, TEC Hopes to One Day Be Able to Lower Its Prices for All
Why Not Replicate?

All States Are Welcome to Join TEC’s SDPA…

But Why Not Replicate This Model In Your Region?
Why Not Replicate?

What Would You Need:

- Regional Alliances with Nearby States
  - CoSN Chapters
  - Educational Collaboratives
  - SEAs
  - or Other Organizations....
- A Contract Administrator
- An Attorney *(Student Records Experts!)*
- Accounts Payable/Receivable

...And We’re Available to Share Our Knowledge With You At Any Time!
Questions?

https://tec-coop.org/data-privacy/