



MASBO SOLUTIONS FAIR - March 10, 2020

Welcome to the 2020 MASBO Solutions Fair! Along with exhibits and demonstrations from expert Solution Providers and opportunities for professional networking, this year's event will feature:

- **GOVERNMENT AND PARTNER ROW:** Got questions? Get answers.
- **MEMBER-HELPING-MEMBER PANELS** featuring Solution Providers and MASBO members sharing how they collectively solved a district challenge.
- **GENERAL SESSION:** *Best Practices in Procurement* and *COVID-19 Preparedness*

AGENDA AND SCHEDULE

PDP strand for all sessions: *Purchasing and District Level Facilities Management*

8:00 a.m. – 8:45 a.m.

Hallway Entrance

Registration

Welcome! Sign in and have a great day.

8:00 a.m. – 10:00 a.m.

Continental Breakfast

8:00 a.m. – 2:00 p.m.

Ballroom

Solutions Fair

Solution Providers are ready to help solve your procurement challenges. Let them help you!

8:00 a.m. – 2:00 p.m.

Hallway Entrance

Government and Partner Row

Visit tables staffed by representatives from MFAA, MassCor, others.

9:30 a.m. – 10:15 a.m.

Seminar Room

Reading MA: An Evolution of Security

TRC Security and Emergency Management Services and Reading Public Schools

Gail Dowd, CFO, Reading Public Schools

Joseph Huggins, Director of Facilities, Town of Reading

Roger Hicks, CPTED, CPP; TRC Security and Emergency Management Services

The Town of Reading MA contracted with TRC in 2016 to complete a physical security assessment of 16 buildings, which included all of the K – 12 schools along with all of the town buildings. This assessment identified a number of vulnerabilities, some of which were known beforehand, many of which were not. The results of this assessment were used to support a local bond to improve security, the driving force behind changes that are now part of an evolving roadmap for security evolution in the town.

Princess Room

Reduce Errors and Save Time in Financial Processing

PSST and Whitman-Hanson Regional School District

George Ferro, Asst. Supt., Whitman-Hanson RSD

Michelle Lindberg, Executive Asst. to the Supt., Whitman-Hanson RSD

Keith Kucler, Director of Business Development, PSST

Bill Fowle, Territory Manager, PSST

Learn how Whitman-Hanson Regional School District employed data automation to reduce errors and streamline automation with PSST. Hear how these processes have resulted in lower employee cost, reduction of payroll errors, and increased productivity and human capacity.

Duchess Room

**All-In-One: Security, Device Management, and Printer Management
Ricoh USA and Danvers Public Schools**

Keith Taverna, Asst. Supt. of Finance and Personnel, Danvers Public Schools

Jim Bowser, Technical Account Engineer, Ricoh USA

Mike Febonio, Account Manager, Ricoh USA

Jack Gorse, Account Manager, Ricoh USA

Jim Ivers, Sales Manager, Ricoh USA

As the Danvers Public Schools' SBA can attest (and as any SBA knows), there is always printing and duplicating going on in schools, and now you can get it under control! By installing PaperCut, you can secure your printing, eliminating wasted print and lost print jobs. You'll be able to scan to your e-mail or your folder driver (like Google) and support printing from BYOD and Chromebooks. Track your usage of copies/prints and scans too. Easy to learn and use, PaperCut's simple IT administration makes it all possible.

11:15 a.m. - 12:00 p.m.

Seminar Room

**Streamlining the Hiring and Employee Data Process
Frontline Education and Medford Public Schools**

Kirsteen Patterson, Assistant Superintendent, Medford Public Schools

Eric Kallal, Education Solutions Executive, Frontline Education

Medford Public Schools has a large employee base requiring significant on-boarding and off-boarding processes. The solution offering provides an electronic start-to-finish platform for recruiting, job posting, hiring, on-boarding, job tracking and off-boarding. This session will highlight the success of implementing additional Frontline modules within its AESOP platform, including the *Recruiting & Hiring, Absence Management, and Frontline Central* modules. Finally, the session will provide steps to implementation, and do's and don'ts for rollout.

Princess Room

**A Case Study...of Studies! How the Different Types Can Guide Your School
Habeb & Associates Architects and Swansea Public Schools**

Randi Arruda, Director of Finance and Technology, Swansea Public Schools

Steve Habeb, President, Habeb & Associates Architects

Jack Shea, Educational Planner, Habeb & Associates Architects

Learn why Swansea Public Schools needed an educational adequacy assessment of their six schools and how Triton's Middle/High School used their Capital Asset Assessment. We will explain in detail the purpose of each type of study, how long each should reasonably take, and go through a sample RFQ that you can take with you.

Duchess Room

**Innovative Procurement for Comprehensive Facility Improvements
Trane and Tri-County Regional Vocational Technical School District**

Daniel Haynes, School Business Administrator, Tri-County RVTSD

Harry Takesian, Director Facility Management, Tri-County RVTSD

Yaju Chauhan, Senior Energy Engineer, Trane

Chris Marshall, Comprehensive Solutions Regional Manager, Trane

Morgan Perras, Comprehensive Solutions Account Executive, Trane

Learn how your district can obtain solar systems, biomass boilers, comprehensive energy conservation measures, roof and window replacements, and more through Performance Contracts. One procurement enables a turnkey contract to design, install, maintain and guarantee energy savings from a customized menu of projects, developed specifically to meet your local needs. The Tri-County panel will present Performance Contracting, local success stories, and the sharing of best practices related to it's collaborative work with Trane.

12:00 p.m. - 1:15 p.m. Enjoy a delicious lunch with Solutions Providers in the Exhibit Hall!

1:15 p.m. – 2:00 p.m.

Seminar Room

Facility Maintenance Plans

Gale Associates, Inc. and Framingham Public Schools

Carol Brodeur, Capital Project Coordinator, Framingham Public Schools

Brian Neely, AIA, CDT, BECxP; Associate, Gale Associates, Inc.

Municipal facility managers are being required to manage more buildings with less staff and budget dollars than ever before so it's more critical to develop organized methods for tracking past, current, and future building repairs. A formal facility management plan (FMP) can assist in day-to-day operations and long-term planning. Gale Associates, Inc. was recently retained by the Framingham Public Schools to assist in identifying current service life of building enclosure systems (roofs, walls, windows, doors, sealants) for each school department building. The survey findings were incorporated with mechanical system and interior finish data to provide a ten-year Master FMP to be used for long-range budgeting. This presentation will review the FMP process from evaluation through budget approval.

Princess Room

Increasing Efficiencies in Your Business Office

Family ID and Uxbridge Public Schools

Brian Hyde, Business Manager, Uxbridge Public Schools

Kristen Gill, Account Executive, FamilyID

Would you like an easy (and audit-friendly) way to reconcile and manage payments received for programs throughout the school year? This session will review how smart technology, helps meet a critical need all districts face, securely collecting large amounts of student data while efficiently reconciling payments for a myriad of programs and activities. With FamilyID, parents log in to sign up and pay for school programs. School administrators have a seamless interface to collect registrations, manage payments, issue refunds, and access robust reporting. It's no secret: the business office is the heartbeat of any school, continuously pioneering innovations to improve students' futures. FamilyID frees business leaders from time-consuming chores, allowing more time to shape a brighter future for students.

Duchess Room

Exploring the Advantages of Alternative Fuel School Bus Technologies

Anderson Blue Bird Bus Sales and Concord Carlisle and South Shore VTHS

Jim Anderson, Vice-President, Anderson Blue Bird Bus Sales

Ruth Drake, Transportation Coordinator, South Shore Vocational Technical HS

Kate Hanley, Director of Sustainability, Town of Concord

Jeremy Johnston, Regional Sales Manager, Blue Bird Corporation

Jason Raposa, Business Development Manager, Anderson Blue Bird Bus Sales

Derek Whaley, Business Development Manager, ROUSH CleanTech

Eric Zimmerman, Regional Sales Representative, Anderson Blue Bird Bus Sales

This session will provide an informative and detailed synopsis of alternative fuel technologies, including the cost of ownership, vehicle-to-grid, and distributed energy resources. Learn how you can put these opportunities to work in your district with Anderson Bus.

2:15 p.m. – 2:50 p.m.

Ballroom

GENERAL SESSION: Best Practices in Procurement

Melane Bisbas, School Business and Operations Coordinator, Needham Public Schools

David Geanakakis, Chief Procurement Officer, Town of Brookline

Nick Read, Chief Procurement Officer, City of Newton

Panel discussion topics include: procurement best practices and do's/don'ts for bidding/contracting, the importance of a good scope/specs, contract administration, house doctor contracts, blanket contracts, and what is construction/what is not. Questions and answers, as well as resources, will be provided.

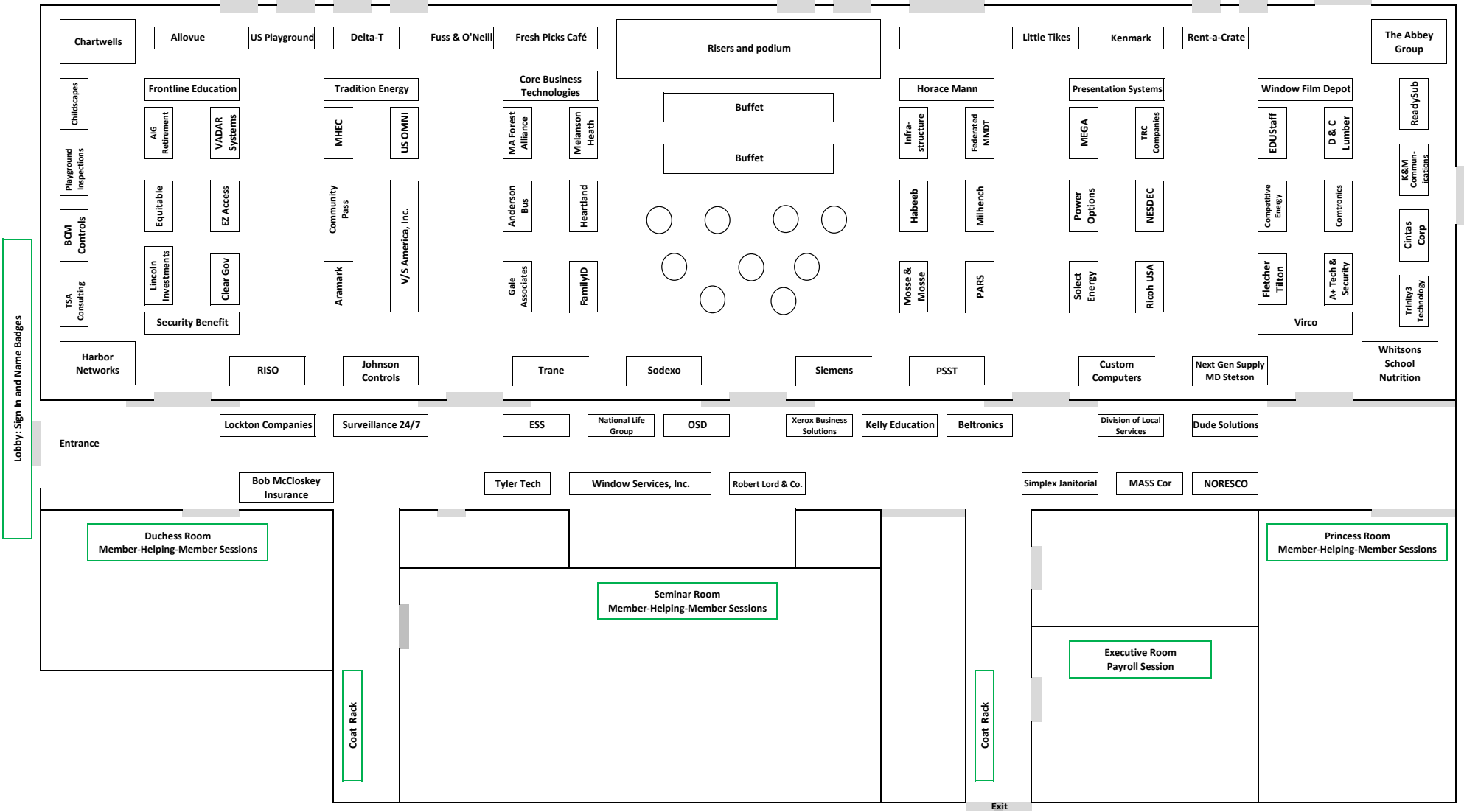
2:50 p.m. – 3:15 p.m.

Ballroom

COVID-19 Preparedness: What Districts are Doing to Prepare and Purchase

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FY20 MASBO Solutions Fair - March 10, 2020
 Best Western Royal Plaza
 Marlborough, MA



Solution Provider

A+ Technology and Security Solutions, Inc.....
AIG Investment Services.....
Allovue.....
Anderson Blue Bird Bus Sales.....
Aramark
BCM Controls.....
Beltronics, Inc.....
Bob McCloskey Insurance.....
Chartwells.....
Childscapes.....
Cintas Corporation.....
ClearGov.....
CommunityPass.....
Competitive Energy Services.....
Comtronics Corp. / Bearcom.....
Core Business Technologies.....
Custom Computer Specialists, Inc.....
Delta-T Group.....
Division of Local Services.....
Dude Solutions.....
Durgin and Crowell Lumber Company.....
EDUStaff.....
Equitable.....
ESS.....
EZ ACCESS.....
Family ID, Inc.....
Federated Investors - MMDT.....
Fletcher Tilton PC
Fresh Picks Café.....
Frontline Education.....
Fuss & O'Neill, Inc.....
Gale Associates, Inc.....
Habeeb & Associates Architects.....
Harbor Networks.....
Heartland-My School Bucks.....
Horace Mann Companies.....
Infrastructure Ltd.....
Johnson Controls Inc.....
K & M Communications.....
Kelly Education.....
KenMark Office Systems.....
Lincoln Investment.....
Little Tikes Commercial.....
Lockton Companies.....
MA Higher Education Consortium (MHEC).....
MASS Cor.....
Mass. Education & Gov't Assoc. (MEGA).....

Product and/or Service

Technology and Security Solutions
Financial Services
Education Finance Technology Solutions
Blue Bird and Micro Bird Buses, Parts & Service
Food and Facility Services
Security Solutions
Two-Way Radio & Wireless Communications
Sports & Accident Insurance
Food Service Management
Playground Equipment & Safety Surfacing
Uniforms, Apparel, and Services
Transparency, Engagement, Budgeting & Benchmarking
Cloud-Based Registration and Payment Software
Energy Consulting Services
Two-Way Radios
Document Mgmt., Multifunc. Devices, Software Solutions
IT Solutions
Education Staffing
Department of Revenue
Cloud-Based Operations Management Software
Engineered Wood Fiber; Playground Resurfacing
Education Staffing
Retirement Plan Services
K-12 Education Staffing and Management
Access Products (Lifts, Ramps, Etc.)
Online Registration for Sports, Programs, and Activities
Investment Options: Operating Capital and Bond Proceeds
Legal Services
Food Service
School Administrative Software
Consulting: Engineering, Planning, and Scientific Studies
Civil/Structural Engineering, Bldg. Enclosure, Athletic Facil.
Architectural Design Services
Technology and Telecommunications
Budget Software
Financial Solutions and Insurance Products
Construction General Contracting Services
Energy, Construction, and HVAC Services
VoIP, Security, Audio Visual, and Structured Cabling
Education Staffing
Office Supplies
Retirement/Financial Planning
Playground Equipment
Insurance, Risk Management, Employee Benefits, Retirement
Collaborative Sourcing
Department of Corrections
Workers' Compensation Insurance

Solution Provider

Melanson Heath.....
Milhench Supply Company.....
Mosse & Mosse School and Municipal Services
National Life Group.....
NESDEC.....
Next Gen Supply Group/M.D. Stetson.....
NORESCO

Operational Services Division (OSD).....
Playground Inspections of New England.....
PowerOptions.....
Presentation Systems

PSST.....
Public Agency Retirement Services (PARS).....
Ready Sub.....
Rentacrate Enterprises, LLC.....
Ricoh USA.....
RISO, Inc.....
Robert H. Lord Company, Inc.....
Security Benefit.....
Siemens.....
Simplex Janitorial Supplies.....
Sodexo.....
Solect Energy Development, LLC.....
Statewide Wood Energy Team/MA Forest Alliance..
Surveillance 24/7, LLC.....
The Abbey Food Service Management Group...
Tradition Energy.....
Trane.....
TRC Companies.....
Trinity3 Technologies.....
TSA Consulting Group.....
Tyler Technologies.....
U.S. OMNI

US Playground Surfacing.....
V/S America.....
VADAR Systems.....
Virco, Inc.....
Whitsons School Nutrition.....
Window Film Depot.....
Window Services, Inc.....
Xerox Business Solutions.....

Product and/or Service

Accountants / Auditors
Cleaning Products, Services, and Repair
Employee Benefits
Retirement Planning and Investing
Educational Services
Custodial Supplies and Services
Energy Consulting and Solutions
Procurement Services
3rd Party Playground Safety Inspections & Audits
Provider of Electricity, Natural Gas Supply, and Solar
eColor+ Poster Printing System
Seamlessly Connects Data Sources and Software
Retirement Solutions, OPEB Trust, Separation Incentives
Substitute Placement and Absence Management
Moving Services; Crate Rentals
Digital Transformation and Technology
Digital Duplicators, Service & Supplies; Inkjet Solutions
Educational Furniture; Athletic Furnishings and Equip.
Retirement Plans 403(b)/457(b)
Energy, Healthcare, and Infrastructure Solutions
Janitorial Equipment and Supplies
Food Service and Facilities Management
Solar Energy
Modern Wood Heat Management Information
Vehicle Surveillance Systems
Food Service Management
Energy Management & Procurement Advisory Services
Energy Services; Contracting; HVAC Systems and Svcs.
Environmental Engineering and Consulting
Technology Systems, Warranties, and Financing
Retirement Plan Compliance and Administration Service
Software Solutions
Retirement Plan Compliance and Administration Service
Compliant Unitary Rubber & EWF Playground Surfacing
Furniture and Equipment
Financial Software and Services
Furniture and Equipment
School Nutrition
3M Window Films, DefenseLite, BulletShield
Commercial Window Repair
Xerox Technology, Print Services, and Software Solutions