

# NET+ PAG Meeting Minutes

Feb. 23, 2021

Present: Mark Henderson, Jack Suess, Matt Riley, Kevin Morooney, Sean O'Brien, Jamie Sunderland, Elaine Alejo, Virginia Evans, Michele Norin, Loren Malm

## Agenda:

1. CCCG Meeting
2. PAG member 1 on 1's experience- Kevin
3. Program updates- Sean
  - a. Bob Flynn joined the NET+ team
4. Service Updates (Sean)
  1. Canvas/Instructure- trying to call back some of what they are paying us. Doing some creative things to help lower some costs. Looking for an agreement for them to hold the costs down to help campuses. Cost of storage becoming a challenge for them.
  2. ServiceNow- 118 participants, payment to I2 (facilitation fees) approaching them with some options -reallocate some fees, towards support. Will look to get the contract extended as part of the deal.
    1. JackS: are we not pushing back enough and sharing? More financial transparency. +1
    2. SeanO: The importance of needing to have executive relationships outside of sales with the providers.
    3. Kevin: we want to create value for all, looking to expand the portfolio of revenue generating services

Discussion on the Charting NET+ Priorities and where people will go to the cloud for research. Security will continue to ramp up and grow. Can we shape what it looks like in support of higher ed space and how can we have more of a voice. Security is a big driver for cloud given the new compliance needs. Identifying a few priority areas for work and then having the services and capabilities discussions.

Next Meeting: March 30, 2021

Meeting adjourned