NET+PAG

Meeting Minutes

July 11, 2017

Present: Shel Waggener, Ron Kraemer, Gordon Wishon, Brad Wheeler, Michael Corn, Sue Workman, Elaine Alejo, Michele Norin, Jack Suess, Loren Malm. Denis Walsh, David Dennis
Absent: Oren Sreebny, Tracy Schroeder

Next meeting: July 11, 2017

1. **Announcements**

    We will be sending out a letter of invitation to the Cloudmore presentation for all of our PAG schools and their appointed Technology persons

2. **Discussion Items**

    - End of Year results discussion- looking to hit 150 subscriptions for the year, 87 through June
    - Growth around security services- cloud lock, Duo, Splunk, and growth from Last pass
    - Continued discussion on the Duo agreement and the next steps- Shel is reaching out to them as we are holding 40 PO's . Issues with them wanting to change the pricing model
    - 4 new campuses for Box in June now at 160
    - Dropbox has 9 new signups

3. **Roundtable**

    - Looking to set up 3-5 meetings to consider a strategy on what to do to better support the community. PAG schools asked to submit someone from their school that would like to join the group; looking to avoid duplicating the spend from each of the schools

    - Talked about the Microsoft major layoffs and how they are eliminating strategies and moving towards one strategy

    - Planning a Cloudmore presentation for Aug or Sept meeting

    Meeting adjourned