

# NET+PAG

## Meeting Minutes

June 12, 2018

Present: Michael Corn, Michele Norin, Jack Suess, Loren Malm, Tracy Schroeder, Brad Wheeler, Oren Sreebny, John Moribito, Elaine Alejo  
Absent: Denis Walsh, David Gift, Ron Kraemer, Sue Workman, David Dennis,

Next meeting: July 10, 2018

### 1. Announcements

Ron Kraemer and Oren Sreebny will be retiring as of July 1, 2018

### 2. Discussion Items

- PAG Governance review with John Moribito
- Sharing amongst all PAG and communication with the Board
- Crispness and clarity of the NET+ vision
- Nominations for new members into PAG

### 3. Review and discussion of the NET+ survey done at Global Summit

- good communication at tables during GS
- future? where things are going
- Contracts need best in class terms
- Box- right out of the gate- solved a big problem at the right time
- Duo- big win sharing best practices helped everyone get on board quickly

### 4. Face to Face one day workshop

- It was discussed that the group would like to find a date for a one-day F2F workshop, if not possible then a half day video conference. Doodle poll sent out

### 5. Roundtable

- security/compliance, identity and pricing- 3 tears that make the program work
- key success factor would be contracting, don't want to focus on the pricing so much
- wouldn't be where we are if it wasn't for the NET+ program
- innovation lens- where can we move the market to achieve the key success factors?
- the pricing will help the smaller schools, NET + has been able to get it down to just worrying about the price all the other things have been taken care of in the agreement
- suggestion of an alternate model- set a floor and if you can do better on price go forward, pricing on individual agreement.
- Some campuses are hearing from vendors that they can beat the NET+ pricing

- Identity/ contract terms for security set by NET+, MC uses a campus standard addendum for security
- innovation driver should have been the community- the community has helped others succeed in moving forward with their programs
- making vendors more strategic partners
- AWS, service now, google cloud, should we be talking about how we better build these out?
- the amount of schools that get involved with these will triple in the coming years
- trend spotting and catching the wave at the right time- early enough in the lifecycle, we were spot on with Box, Canvas, Duo
  - failed with Blackboard as they were established already
- criteria for what services we are looking for, someone in the earlier stages for Higher Ed, not a mature service unless they are highly innovative
  - thinking about why certain vendors want to engage with us and others not
- confusion on state of NET+, looking to solidify the leadership going forward

Meeting adjourned