NET+PAG

Meeting Minutes

September 11, 2018

Present: Michael Corn, Jack Suess, Loren Malm, Brad Wheeler, Elaine Alejo, David Dennis, Sue
                       Workman, Howard Pfeffer, Kevin Morooney, Nick Lewis, Matthew Buss, Ben Fineman,
                       Sean O'Brien, Jamie Sunderland
                       Absent: Denis Walsh, Brad Wheeler, Michelle Norin, Tracy Schroeder,

Next meeting: October 9, 2018

Announcements

> Jamie Sunderland- Executive Director for Service Development, Jamie will focus on Internet2 as a whole along with NET+

Discussion Items

- Retreat agenda follow-up- discussions on the program pathways summary and Premium program business model worksheet
- It was discussed about having an advisory role for the PAG- possibly an attorney
- Service updates and Sunsets in progress from program managers on the call

  Sunsets in progress- rSmart, Duraspace, Office 365

- New services under discussion- adobe eSign, Cloudcheckr, Evo, Scalar
- Box update – not much change, there will be a meeting today with the SAB. We have sent several proposals but looking like they don't want to be engaged. Several campuses have been involved with the red line process. Box has indicated interest in remaining an Internet2 industry member and staying engaged with the community
    - Interest in looking for new entrants that are box replicants along with migration tools
    - Value pricing model- we are tutoring them on how to work in the HE market
- Working with EDUCAUSE to leverage things and working together
- Thoughts on getting people together before AWS conference to make connections and share ideas to help make a difference

Roundtable on Program pathway

- Concern that this will sound like the same to the community? want to build on the strength of the value it has been delivering by focusing attention on strategic forces. Discussed the value compared to others?
- certification program is more of an assessment program. would it give enough info to speed the procurement process?
- Want to get the right messaging: tune the portfolio and grow the benefit with a certification program
- SaaS companies struggles, working with willing partners on a new licensing model, more creative.
- Have a more effective pricing model.
- are we foolish in thinking we can control the discount behavior across the vendors?

- need to have a compelling offer to be successful- (lowest price)
- don't want to talk about price but more about the value. Maximum value is different than price. Want to talk more about the value proposition and community activities. (this is where NET+ as added value all along)
- There is value in the vendor community- what are my competitors doing? There will be some type of peer pressure if they are not on the list. We are hearing that the business model not the price model is more important. Being able to not have to work through the mountain is what makes the program a value
- things of value to the program- our collective voice on what is important to the community- will give us bargaining power. "fast lane to HE"
- we would need to identify items ahead of time. How would this work?
- Discussion on if a CIO could you make a commitment from a limited portfolio for a sustained amount of time? requires long term commitments
- Looking to build on some of the infrastructure we already have
- Discussion on the CSP program and how it is providing a big majority across DevOps (containerization)

Meeting adjourned