Teknique IT

Get the IT Cost Reduction Your School Needs with a CMAS Certified MSP

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How CMAS Contracts Work

CMAS, or California Multiple Award Schedule, are contracts between particular vendors and the California State government. The California State government awards the contracts to multiple vendors that provide similar products at similar costs. The contracts are competitively bid and vendors generally apply for the CMAS program with a pre-existing competitively assessed contract. If accepted, the state of California will remove the terms and conditions relating to buyers or other government agencies from the previous contract and insert its own. CMAS buyers must purchase goods through the DGS eProcurement process and school and libraries looking to buy IT services must do so through the eRate program.

Why the State of California Uses CMAS Contracts

The state of California uses CMAS contracts because they have already been competitively bid. By
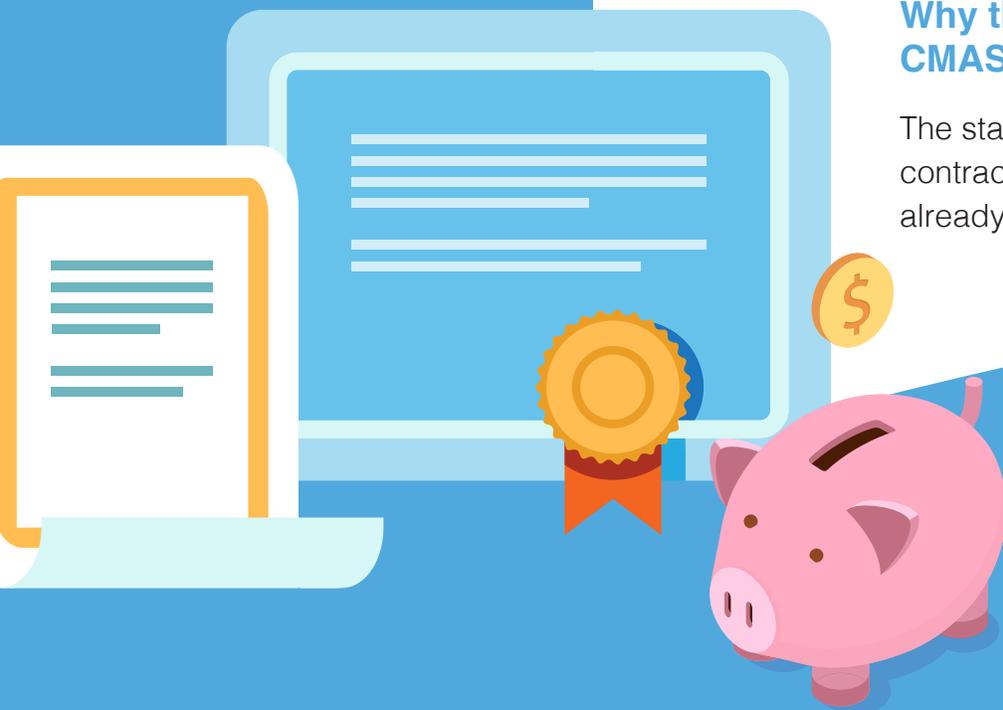
INTERESTING FACT:

The Big 3" publishers: McGraw-Hill (MHP), Pearson (PSO) and Houghton Mifflin Harcourt, which together provide 90% of the textbooks available to schools, are all currently partnering with Apple to sell digital versions.

- **Pearsoned.com**

selecting two or more vendors for each contract, California ensures that its state agencies and other state institutions can choose between different vendors for their services. California's vendor selection process also ensures that they are choosing high quality vendors who are reliable, making the vetting process much easier for state agencies looking to buy a product or service. These state agencies can buy products and services at significant discounts, helping to make their organization become more efficient.

How Working with a CMAS Certified MSP Can Improve Cost Reduction

Most schools and libraries are trying to reduce expenses while trying to make their organizations more efficient. When more money is freed up, these institutions can put more of a focus on educational programs for their students or other ancillary programs such as after school care. Because CMAS Certified MSPs have contracts with the state that agencies and other state institutions can purchase from, buyers are able to get discounts on the same services they'd find on the open market. This makes getting upgraded technology more affordable for institutions that may not have the funds it takes to afford it otherwise.

IT infrastructure is expensive to purchase, install, and maintain. Discounts provided by eRate can be significant, especially when counted over long periods of time. Educational

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institutions such as schools and libraries can get significant cost reduction by working with CMAS contractors through the eRate program. The eRate program allows schools and libraries to make larger IT purchases at a discount and was established to help libraries and schools get access to higher quality, more affordable technology, so students were educated on the latest hardware and software.

Choosing the IT Service that Best Fits Your Business

Because CMAS contracts are multiple award contracts, schools and libraries are able to select the IT service that best fits their needs from a variety of vendors. CMAS Certified MSPs also provide schools and libraries with IT consulting services, which can be crucial when it comes to starting a major IT project. Teknique IT holds CMAS/GSA schedule licenses for several technologies, including Brocade, Aruba, Acer, Aerohive, Samsung, and Casio and is dedicated to helping educational institutions get the technology they need. Teknique IT offers several IT services to schools and libraries, including IT consulting services. Get affordable technology for your educational institution by working with Teknique IT.

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