Q2 | July 1st - Sept 30th

ShareIT has seen another great quarter with nearly 5 million dollars in member spending. Along with the launch of all new End User Hardware/Services and Networking Hardware/Services agreements, it's been a very exciting quarter!

Over the latter part of the summer and throughout the fall, ShareIT visited as many of our post-secondary member locations as possible to conduct member outreach sessions. It was a wonderful experience for the Cybera team to engage face-to-face and have open conversations around building and growing the ShareIT program in the best direction we can for our members and where we can provide the best value. We hope they've been as valuable to you, our members, as they have been for us. A full report from these sessions will be available and sent out to all members in early December 2022.

Current Catalogue of Offerings

Adobe Licensing (PSI Only)

Audio Visual Hardware

Chatbots

Cloud ServicesProviders

End User Computing

Firewalls

IBM SPSS Licensing (PSI Only)

Networking Hardware

Online Proctoring

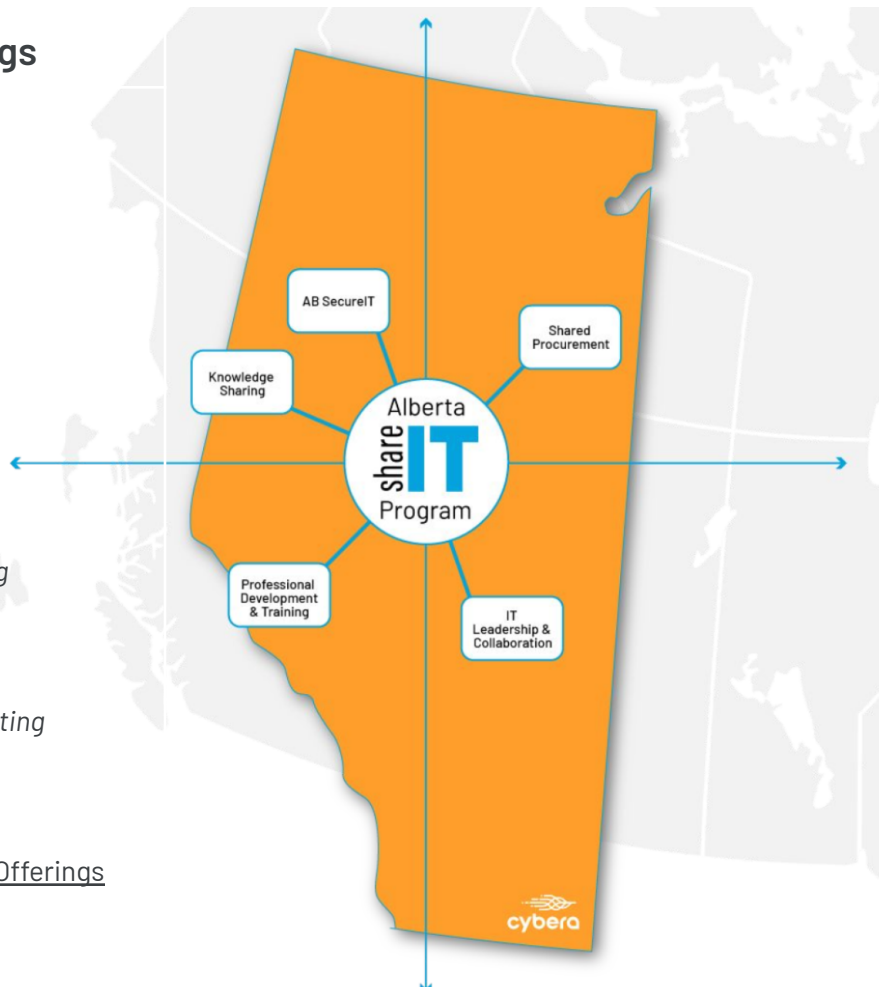*Phishing and Security Awareness Training*

Telephony

Virtual Desktop Infrastructure

Vulnerability Testing and Penetration Testing

Web Conferencing

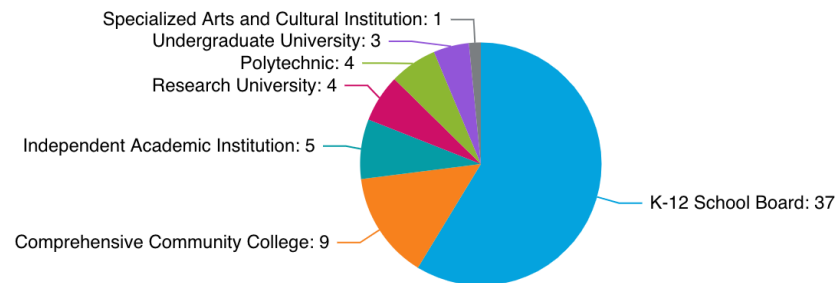Check out the full ShareIT Catalogue of Offerings

Q2 Metrics (July 1 – Sept. 30, 2022)

$4.88M spending on ShareIT contracts

$1.33M estimated savings on ShareIT contracts

63 ShareIT members

- Specialized Arts and Cultural Institution: 1
- Undergraduate University: 3
- Polytechnic: 4
- Research University: 4
- Independent Academic Institution: 5
- Comprehensive Community College: 9
- K-12 School Board: 37

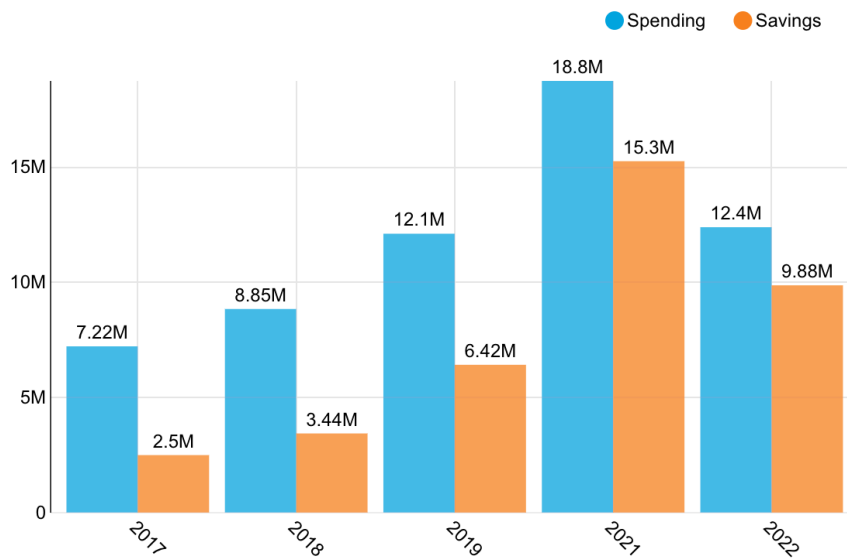**3** courses delivered

112 course participants

$4647 spent on PD&T Courses

$414 saved on PD&T Courses

Cumulative (April 2017 – September 2022)

$74.7M spending

$47.7M savings

- ● Spending ● Savings

Year	Spending	Savings
2017	7.22M	2.5M
2018	8.85M	3.44M
2019	12.1M	6.42M
2021	18.8M	15.3M
2022	12.4M	9.88M

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Updates from Shared Procurement

New ShareIT Master Agreements

Networking Hardware v2

As of August 30, 2022, Cybera has entered into a three year master agreement (with option for additional two-year renewal) with HPE Aruba to provide networking hardware. *This agreement is open to all ShareIT Members.*

View the master agreement, participation agreement, and the recording of the kick-off session here.

As of September 15, 2022, Cybera has entered into a three year master agreement (with option for additional two year renewal) with Cisco to provide networking hardware. *This agreement is open to all ShareIT Members.*

View the master agreement, participation agreement, and the recording of the kick-off session here.

End User Computing Hardware v2

As of August 4, 2022, Cybera has entered into a three year master agreement (with option of additional two year renewal) with WBM to provide end user hardware. *This agreement is open to all ShareIT Members.*

View the master agreement, participation agreement, and the recording of the kick-off session here.

As of July 28, 2022, Cybera has entered into a three year master agreement (with option for additional two year renewal) with Microserve to provide end user hardware. *This agreement is open to all ShareIT Members.*

View the master agreement, participation agreement, and the recording of the kick-off session here.

Current Procurements in Flight

IT Services Roster

Status: Posted on Bonfire and Alberta Purchasing Connection
Anticipated Award: Early 2023

With 26 participating members, including 10 K-12 school boards, we are moving forward to establish services in the following categories: Cybersecurity, IT Project Management, Networking, Development & Operations,and Infrastructure.

End Point Detection Response / Managed Detection Response

Status: Service Development
Anticipated Award: Early 2023

Endpoint Detection & Response (EDR), Extended Detection & Response (XDR) and Managed Detection & Response (MDR) are three emerging endpoint security technologies built to provide greater visibility, threat detection, and response across all endpoints.

 Approved as a ShareIT procurement initiative by the Oversight Committee on June 2, 2022, this procurement is currently in the Service Development phase.

Shared Procurement Opp ID Survey

In the interest of building the procurement roadmap for the community, please complete the Opportunity Identification Survey. Your voice is important to us!

Highlights Feature

As of October 15, 2022, VMware has migrated from perpetual licensing to subscription-based licensing. However, the most impactful change is that VMware has decided to also migrate from socket-based licensing to core-based licensing, which runs the risk of significantly increasing the cost of running VMware for any customer that does not already have a multi-year agreement in place.

ESTI's VDI solution with Cybera does utilize VMware Horizon VDI software on top of Dell's VxRail HCI hardware. However, with ESTI's solution, the VMware licenses can be bundled within the VxRail hardware and are not impacted by VMware's latest round of licensing changes. This means that if a Cybera member chooses to proceed with ESTI's on-premise VDI solution, you can avoid the increased cost associated with this VMware licensing change by procuring ESTI's VDI solution with the VMware software licenses included at a reduced cost and locked in for a term of three to five years.

Although Dell has indicated that they don't anticipate any change in their license agreement with VMware in the foreseeable future, this could still change at any time. So, as a Cybera member, if you're still contemplating deploying VDI on-premise, now is the best time to buy and lock in your savings!

BlueJeans has created a landing page specifically for the NRENs/ShareIT Members, check it out here! Cybera has recently switched from Zoom to BlueJeans and is realizing 80% savings in licensing costs!

Professional Development and Training

To request PD&T topics, follow this link.

For more information, contact ShareIT at shareit@cybera.ca