



# SHAREIT QUARTERLY UPDATE

Q3 - 2022-23

## Q3 | Oct 1 - Dec 31st

ShareIT is excited to announce that we have added two new Project Leads to the team: Erik Krochak and Anna Kosmala. We are also welcoming two new ShareIT members, St. Paul Education and Parkland School Division. Please join us in extending a warm welcome to the new members of our community!

### Q3 Metrics (Oct 1 - Dec 31st, 2022)

**\$4,355,389**

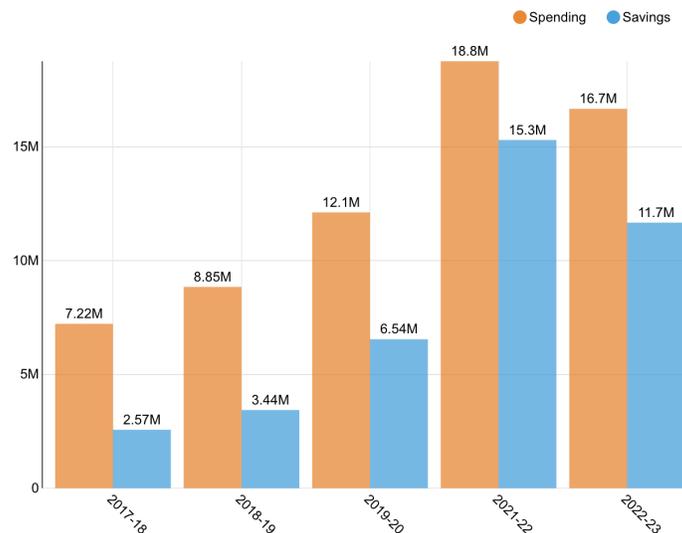
spending on ShareIT contracts

**\$1,774,177**

estimated savings on ShareIT contracts

**65** ShareIT members

### Cumulative (April 2017 - December 2022)



**\$ 79.2M** spending

**\$ 49.7M** estimated savings

## Updates from Shared Procurement

### New ShareIT Master Agreements



Thank you to all who participated in the December 2022 Vendor Performance Review session for Softchoice as a VAR for the Adobe licensing agreements.

As a result of the session the Softchoice VAR Master Agreement for Adobe licensing is being renewed.

## Current Procurements in Flight

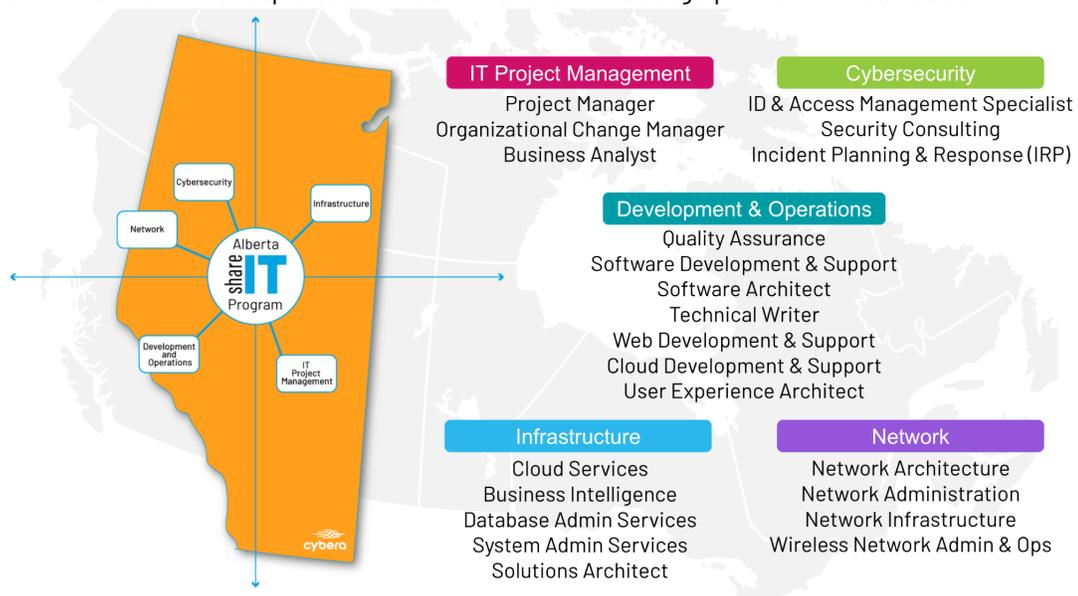
### IT Services Roster

**Status:** Evaluation

**Anticipated Award:** March 2023

We are very excited to be in the final stages of our largest, collaborative project under the ShareIT umbrella, receiving 131 submissions across all five categories from 39 individual vendors. We anticipate evaluations to conclude in late February, with contracting to be finalized in March.

ShareIT will be hosting a session for all Members and their procurement teams for an overview of the scope of services and how to tap into the roster with a second stage procurement initiative.



## End Point Detection and Response



**Status:** Evaluation

**Anticipated Award:** Early March 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. There are nine participating members.

## Highlighted Feature

### Member Engagement Strategic Focus - ShareIT took a road trip!

*"The most significant piece of data for Cybera to consider is the voice of the member. This data is the single most important source of information when it comes to service quality, and it comes complete with actionable insights and precise information about what users are saying about ShareIT's performance, features, and capabilities."*

- Mary Friedrich, ShareIT Manager

In late summer and early fall 2022, the Cybera ShareIT Team met one-on-one with 22 out of the 26 post-secondary members - 18 in person. The intent of these one-on-one sessions was to have an open and honest discussion on the following:

- What do you see as the biggest value that ShareIT brings to your institution?
- What do you see as current challenges with the ShareIT program, or where would you like to see changes / improvements?

Here is what the members shared with Cybera:

### Value/Benefits

#### Top Three



#### The Community

100% of the member visits voiced the value of networking and knowledge sharing with their peers in and outside of projects



#### Cost Avoidance

Reduction of time, resources, \$\$



#### Cost Savings

Access to higher end technologies and more with the same or less budget

## Challenges

### Top Three



Timing/alignment of procurements

The timing of projects needs to be better aligned with the needs of the members to maximize leveraging



Working Group

Unbalanced engagement at times and size affects efficiencies



Knowledge of peer activities

What projects PSIs are working on - need to connect

The valuable information gained from the member one-on-one visits was presented to the ShareIT Oversight Committee as short-term and long-term action items:

### Short-Term Action Items: (3-12 months)

Item	Details
Build the community further: SIGS, Functional Groups of Practices, Topic Driven groups of practices  Increase knowledge of peer activity	<ol style="list-style-type: none"> <li>1. Cybera to work with CUCCIO with coordinating AB PSI representatives to pilot</li> <li>2. AB Specific SIG: Managing in a hybrid environment/Hyflex classrooms</li> <li>3. <a href="#">AB-PSI-IT Department Master Contact list</a></li> </ol>
Strengthen accountability and efficiencies of working groups	<ol style="list-style-type: none"> <li>1. Establish an executive sponsor for each project</li> <li>2. Slim down working group to a maximum of 5-6</li> <li>3. Need the OSC Member's to champion this and recognition</li> </ol>
Driving the "V" in VAR	Semi-annually, Cybera will coordinate a group session of all Participating Members to review suppliers' performance
Improve data feed to Cybera for improved timing for shared procurements	Expand the current PSI Software Master sheet to include contract term and expiry dates
Assisting smaller orgs with procurement policies, procedures, and best practices	<ol style="list-style-type: none"> <li>1. Cybera will host a session on "So you want to do an RFP"</li> <li>2. IT Services Roster - Second Stage Procurement Initiative</li> <li>3. Have done Contract Management Training presentations</li> <li>4. Remind individuals we have a full library of procurement docs.</li> </ol>

### Long-Term Action Items: (> 12 months)

Item	Details
Improve forecasting for ShareIT procurements	Create a dashboard of everyone's long-term, medium term and short term priorities and requirements.

National and provincial coordination model for SIGs	Pilot dependent - move to an operational coordinated platform for national SIG groups and establish formal procedures and processes for provincial SIGs
Adaptability and scalability - written into RFX and agreement templates	Develop within the MA or scope for SAAS or PAAS - adaptability and scalability (work with national community partners on this) - Terms of 3 + 2 +2 - is there something we can write into the contracts
Assisting smaller orgs with procurement policies, procedures, and best practices	Offer advisory and consultation sessions with orgs - ad hoc and upon request. (This may require additional investment)  Develop a Service Agreement template for the ShareIT repository
Driving the "V" in VAR	Cybera will establish a "Supplier Recognition Program"

## Professional Development and Training

Check out all upcoming events: [cybera.ca/events/](https://cybera.ca/events/)

### BCNET Course: Certified Ethical Hacker

February 20-24, 2023

8:30am - 4:30pm PT

*Course available to ShareIT members.*

For more information visit: [cybera.ca/event/bcnet-course-certified-ethical-hacker/](https://cybera.ca/event/bcnet-course-certified-ethical-hacker/)

### AB PSI/CUCCIO Special Interest Groups Pilot Kickoff Session

February 22, 2023

1:00pm - 2:30pm MT

For more information visit:

[cybera.ca/event/ab-psi-cuccio-special-interest-groups-sigs-pilot-kickoff-session/](https://cybera.ca/event/ab-psi-cuccio-special-interest-groups-sigs-pilot-kickoff-session/)

### Netagen Telephony Call Centre as a Service Overview Session

March 23, 2023

10:00am - 11:00am MT

For more information visit:

[cybera.ca/event/netagen-telephony-call-centre-as-a-service-overview-session/](https://cybera.ca/event/netagen-telephony-call-centre-as-a-service-overview-session/)

**BCNET Course: ITIL 4 Specialist**

March 29-31, 2023

8:30am - 4:30pm PT

*Course available to ShareIT members.*

For more information visit: [cybera.ca/event/bcnet-course-certified-ethical-hacker-2/](https://cybera.ca/event/bcnet-course-certified-ethical-hacker-2/)

To request PD&T topics, follow [this link](#).

For more information, contact ShareIT at [shareit@cybera.ca](mailto:shareit@cybera.ca)