

SHAREIT QUARTERLY UPDATE

Q4 | January - March 2026

Fiscal year in review: Growth and renewed collaboration

As we wrap up the final quarter of the 2025/26 fiscal year, we look back on a year defined by expansion and deepened collaborations. Cybera and SRNET officially evolved ShareIT's membership criteria to include not-for-profits supporting the education and higher education sectors, and welcomed new municipalities, including the City of Yorkton, City of Medicine Hat and City of Grande Prairie. Of special note, we celebrated the success of Cybera's two-year AB/SK collaboration pilot with SRNET, firmly establishing ShareIT as a cross-provincial program.

As always, we value the engagement from you, our members. Your feedback throughout has been instrumental in identifying new opportunities for improvement and innovation. Through agreement retrospectives and communications with you, we're entering the new fiscal year with clear direction, renewed purpose, and a strong foundation for continued growth.

Summary of 2025/26 fiscal year by quarter

Q1 (April - June)

Focused on community expansion and national presence. We hosted the national Group Purchasing Summit and welcomed APAS as our first not-for-profit member. The AB/SK pilot showed strong momentum, with 15 new Saskatchewan members joining.

Q2 (July - September)

A heavy procurement quarter. We finalized second-generation agreements for Telephony and AV Hardware. We also held retrospective sessions to ensure member feedback directly informs our service improvements.

Q3 (October - December)

Highlighted by the 2025 Cyber Summit in Banff and the launch of the CIRA DNS Firewall agreement, which was the result of a pan-Canadian NREN collaboration. We also began requirements gathering for qualitative data analysis and second-generation chatbots.

Q4 (January - March)

Focused on building the 2026-2027 procurement roadmap based on member feedback and surveys. Several new projects were approved by the Oversight Committee in the March meeting. Carahsoft signed on for the new AWS Strategic Solution Provider agreement, replacing the previous Cloud Service Provider agreement that expired in February 2026.

Alberta/Saskatchewan ShareIT collaboration pilot

Over the past two years, Cybera and SRNET have partnered on a successful pilot to bring the ShareIT program to Saskatchewan, delivering tangible value to SRNET members across the province, including post-secondary institutions, K-12 school boards and a municipality.

Saskatchewan members recorded a total spend of **\$1.6 million** over the two-year period, while collectively realizing an estimated savings of **\$2.4 million**. This successful program engagement is further highlighted by the signing of **45 participation agreements**.

Saskatchewan will host its first in-province ShareIT Oversight Committee meeting on May 28-29 at the University of Saskatchewan. As the pilot concludes, the results clearly show that ShareIT has taken root in Saskatchewan, setting a strong foundation for future success.

ShareIT program growth

This past fiscal year saw significant increases in participation, spend, and realized savings for members across Alberta and Saskatchewan. We also exceeded key targets, strengthened our operational efficiency, and expanded the catalogue of offerings.

Member growth

ShareIT's membership expanded from 85 to **88 members**.

Participation agreement growth

Cumulative participation agreements grew from 282 in the previous year to **345 signed** this year.

Total spend growth

Total spend through ShareIT reached **\$42.8 million** in 2025/26, representing a 15% decrease over the previous year's spend of \$50.4 million.

Estimated member savings

Members saved an estimated **\$22.5 million*** this year.

Q4 Metrics (January 1 - March 31, 2026)

\$14.9M

spending on ShareIT contracts

\$4.4M

estimated savings on ShareIT contracts

88 ShareIT members

Cumulative (April 2017 - March 31, 2026)

\$208.9M spending

\$108.4M estimated savings

*Cybera does not report savings on the following catalogue categories:
ERP Professional Services, IT Services Roster, IBM SPSS, and CIRA DNS Firewall.*

*Savings are typically calculated by comparing ShareIT contract pricing to average education sector pricing, allowing institutions to realize substantial cost efficiencies. We believe this number is a conservative estimate, as it does not include the staff hours saved from having to do an in-house RFX, nor the savings from contracts that have no comparison (e.g. IT Services Roster).

ShareIT Catalogue of Offerings

New agreements

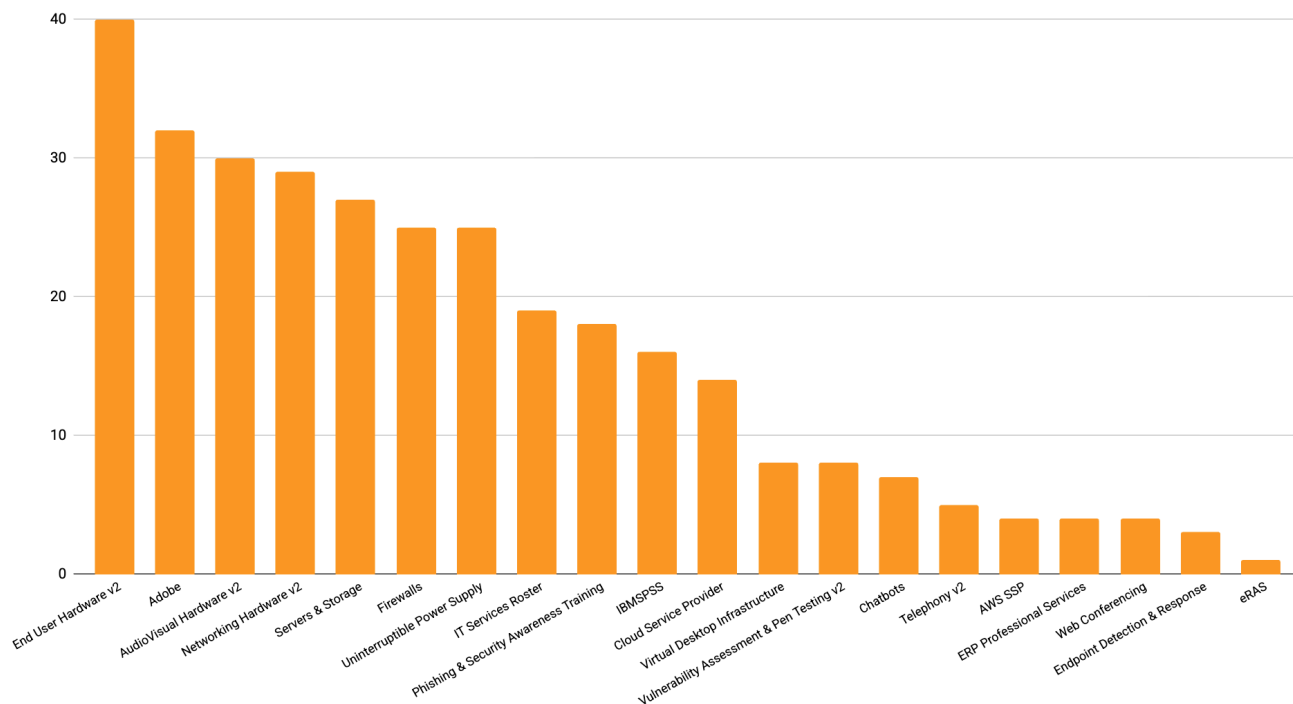
Several new master agreements were added this fiscal year, including:

- [Telephony V2](#)
- [Uninterruptible Power Supply](#)
- [AV Hardware V2](#)
- [CIRA DNS Firewall](#)
- [AWS Strategic Solution Provider](#)
- [Adobe Reseller V2](#)

Participation agreements

In 2025/26, the ShareIT program saw the greatest spend activity across three key agreements: End User Computing, which accounted for over \$23.4 million, followed by IT Services Roster at \$3.4 million, and Servers & Storage at \$3.3 million.

Participation Agreements by Category (2025/26)



Updates from Shared Procurement

Procurement projects in flight

Adobe ETLA v3



STATUS: NEGOTIATIONS

Adobe, Softchoice and Cybera are in discussions with the ShareIT higher education members to establish a net new Enterprise Term Licensing Agreement (May 27, 2026 - May 26, 2029).

Chatbots v2



STATUS: POSTED

Work on the service design and development for Chatbots v2 is now complete. The NRFP was posted on April 7 and is scheduled to close on May 5. The working group, including participation from BCNET members, finalized the requirements and deliverables to support the posting. Evaluation will follow the closing.

Information on the current Chatbots agreement with Gravyty (month to month) can be found [here](#).

Qualitative Data Analysis



STATUS: POSTED

Work on the sourcing documents for Qualitative Data Analysis is now complete and this project has been posted. The posting will be up from **May 7 to June 2**, followed by an evaluation phase. Anticipated award is in July 2026.

The intention of a QDA solution is to assist researchers in managing, coding, and analyzing non-numerical data. It provides a framework for managing complex data and keeping the analysis process organized.

There are 10 participating members and 7 working group members representing a diverse higher education participation from both Alberta and Saskatchewan.

Phishing & Security Awareness Training v2



STATUS: SERVICE DESIGN AND DEVELOPMENT

The current Phishing and Security Awareness Training (PSAT) agreement is set to expire on October 31, 2026. As all available extensions have been exercised, a new procurement initiative has been launched to take the service to market and identify a replacement agreement.

The PSAT supports end-user phishing and cybersecurity awareness by delivering phishing simulations and security awareness training tools. The call for opt-in participation has closed, resulting in 11 participating members and 7 working group members. Thank you to all who have agreed to participate in this initiative. The proposed project timeline targets completion, including execution of the new agreement(s), by October 16, 2026.

Certificate Automation



STATUS: SERVICE DESIGN AND DEVELOPMENT

The certificate automation project kickoff meeting has been scheduled for May 13, and the service design and development phase will follow.

This is a net new project aiming to add one or more certificate lifecycle management solutions to the ShareIT catalogue. The focus is on tools and services that help automate and manage the full certificate lifecycle (issuance, renewal, rotation, inventory, and reporting). By developing a robust offering in this area, ShareIT members can have the option of validating what they already use, identifying gaps where a solution is not already in place, or exploring options that complement their current tooling.

The call for opt-in participation has closed, resulting in 10 participating members and 7 working group members. Thank you to all who have agreed to participate in this initiative. The proposed project timeline targets completion, including execution of the new agreement(s), by January 2027.

New procurement projects approved for 2026/27

Cybersecurity Training Platform

This project is targeted to begin in summer 2026. Market analysis review is currently underway.

SMS Mass Notifications

This project is targeted to begin in summer 2026. Market analysis review is currently underway.

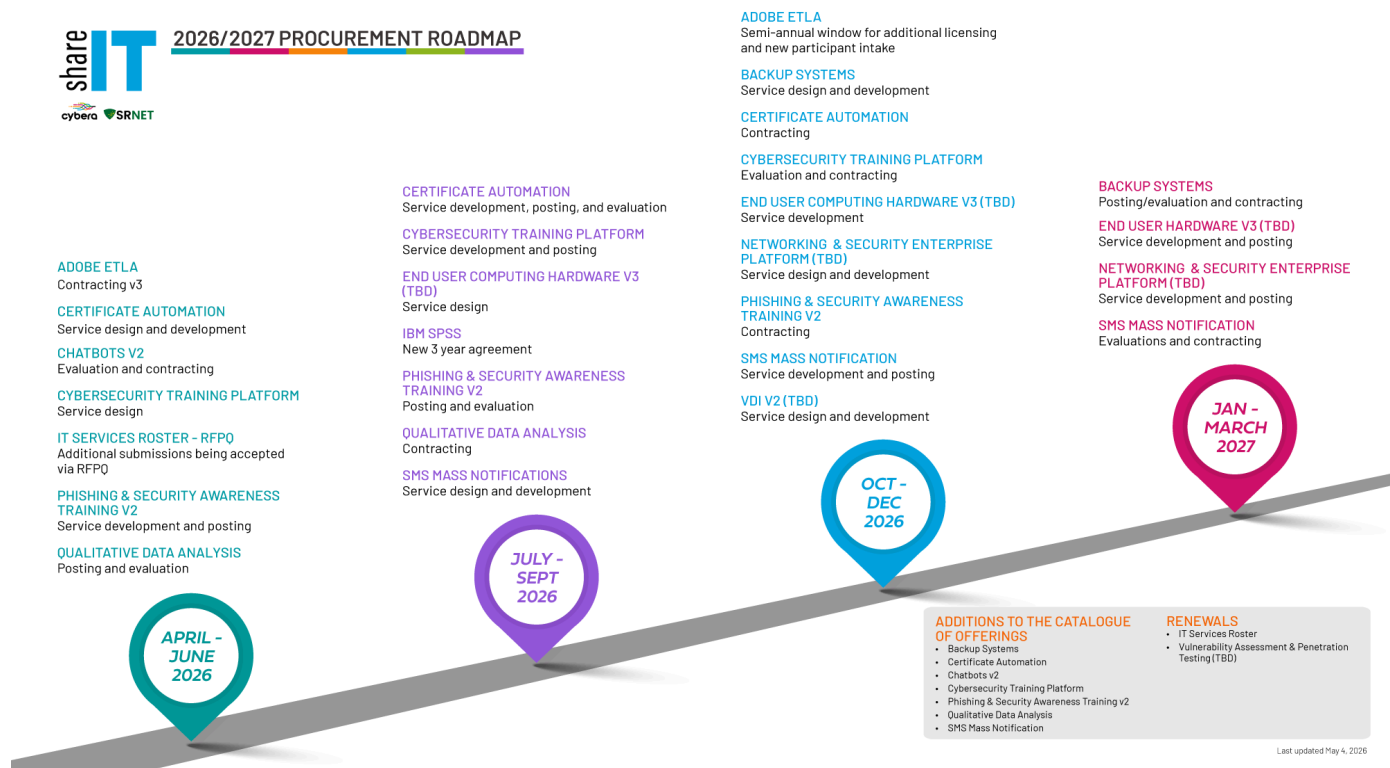
Backup Systems

This project is targeted to begin in fall 2026. Market analysis review is currently underway.

Shared Services

- In the process of finalizing a Memorandum of Understanding between Cybera and BCNET that will allow Cybera higher education members to leverage the BCNET Moodle Service.
- Hosted 7 professional development and training sessions for members, with a total of 242 attendees.
- Continue to manage the Alberta Higher Education Cybersecurity Advisory Committee meetings on a monthly basis.
- Standing up two communities of practice/interest: Open Source Solutions, and Virtual Firewall. These will be in addition to the existing Student Information System and Contact Resource Management communities.

- Managed and facilitated two ShareIT Oversight Committee meetings: November 2025 and March 2026.



View the [full size PDF](#).

Communities of Practice and Communities of Interest

One of Cybera’s key strategic pillars is collaboration and we are pleased to provide our members with spaces and opportunities to learn from each other and grow together into a stronger public sector. We are renewing our commitment to this by launching two new community initiatives.

We are excited to announce the launch of the Virtual Firewall Service Community of Practice (CoP)! This opportunity is available to our members that are leveraging Cybera’s Virtual Firewall Service. As firewalls continue to evolve, this group will serve as a collaborative hub to share technical expertise, discuss best practices, and help shape the future of our virtual security landscape. Our goal is to use the power of our community to solve challenges together.

Following the successful reception to the Cybera-led workshop on open source utilization in Europe, the Open Source Software Community of Interest (OSS COI) is in the formation stage. There are a few challenges to tackle with exploring and adopting these solutions in Canadian public sector institutions,

but the benefits are immense. We would like to thank the members who filled out our survey on what an OSS COI could look like, and are excited to bring the community together as we launch this initiative.

Additional guides and materials from vendors

Procom Services

Procom Services has shared its IT Salary Guide for 2026. This guide can be beneficial to members as they plan hiring and budget strategy. It includes:

- Regional IT pay rates across Canada and the U.S.
- Benchmarks for AI, cloud, cybersecurity, data, and enterprise platforms
- Market insights to support workforce planning decisions

[2026 IT Salary Guide from Procom Services](#)

ITIQ

ITIQ has shared its Tech Talent Insight Report for 2026. This includes a market overview, summary of in-demand roles and skill sets, and salary survey.

[Pulse Technology Talent Insights Report from ITIQ](#)

Proofpoint Inc.

This latest edition of “The Human Factor”, a social engineering report, focuses on phishing trends and tactics observed and analyzed in 2025.

[The Human Factor Volume 2: Phishing and URL-Based Threats from Proofpoint Inc.](#)

Cyber Summit

A PRAIRIE NREN PARTNERS EVENT



The mission begins November 3...



The [Cyber Summit 2026](#) program will focus on solutions in motion: impactful case studies, frontline lessons, and practical demonstrations of how cybersecurity, digital infrastructure, and data initiatives are strengthening communities and educational institutions.

Super early bird registration rates are available until June 28, exclusively for staff and students within Cybera, SRNET, and MRnet member organizations.

Upcoming events

How M365 Copilot lets Alberta Education leaders focus on Decisions that Matter

Presented by: Compugen

May 28, 2026 | 1:00pm - 2:00pm MT

Join us for this session on M365 Copilot for Alberta Education leaders. This session will provide a practical view of M365 Copilot, where it delivers value today, and how to enable it responsibly across Microsoft 365.

[More info](#)

Cisco Live 2026: The Highlights Briefing

Presented by: Cisco

June 9, 2026 | 1:00pm - 2:00pm MT

Cisco Live Americas 2026 is taking place in Las Vegas from May 31 – June 4. We know that the event will be packed with groundbreaking announcements and strategic updates that are critical to your business. We want to ensure you get the highlights from the event without needing to sift through hours of content. Join us for a high-impact, concise webinar where we will distill the most important news from the week into a rapid-fire overview.

[More info & registration link](#)

For information on ShareIT events, visit our [Professional Development page](#)

For all upcoming events, visit [Cybera's event page](#)