EduTech Steering Committee
November 14, 2008 RIT Inn and Conference Center

Members Present:

Bruce Amey, Avon	Joe Backer, Letchworth	
Joan Cole, Elba	Joe Marinelli, WFL BOCES	
Mike Glover, GV BOCES	Bob Leiby, Red Jacket	Camille Sorenson, EduTech

Members Absent:

Maria Ehresman, Williamson	Jim McNeil, WFL BOCES
Terry MacNabb, Waterloo	Tom Manko, York
Mike Crowley, GV BOCES	

Guest:

Chris Saxby, EduTech

Camille reviewed Strengths, Successes, and Threats facing EduTech over the past year and years going forward. Included are -

> EduTech has a strong, skilled technical staff – as a result we were able to procure and install $11 million in technology over the past school year; resolve over 20,000 problem tickets called into the Help Desk and meet benchmarks established for service delivery. We were able to make improvements to our LAKENet infrastructure, which also contributes to a high level of network availability for internet, email and web based student applications.

> EduTech continues to have low turnover and high morale, which is key to our successful service delivery.

> EduTech has an extremely knowledgeable data / test scoring staff which allows us to meet State Education department deadlines for assessment and student data submission

> EduTech is lead by a strong management team … With strong customer focused, philosophy and problem solving abilities .

> Supported by a strong Instructional Technology staff

> EduTech strives for a high level of Customer satisfaction and loyalty which is evident in our largest volume year ever in 07-08. We also have the continued support of our Steering Committee, representing the superintendents of the GV and WFL regions.

> Creation of a number of new services, products for our districts, add value to the technology offerings available; examples are - Cafeteria systems, data assessment reviews.

> This results in continued demand for services; and the resulting sound economics and finances

With the economic uncertainty, Camille indicated it may be a good time to use more BOCES services, and sharing resources and minimizing expenses.

When a district drops a BOCES service, the shortfall in revenue is borne by all districts remaining in the service. And other there are CoSer guidelines against dropping the service, if aid has already been received on the purchased technology.

Camille also indicated that –

In Difficult Financial Times, What Work Still Needs be Completed…

- 3-8 Test Scoring, 4 days not 20+
- Data Warehouse data collection, certifications; district training
- Technical Problem Resolution (servers, workstations)
- Internet, Email availability
- Student system conversions
- Finance System Support
- Audit Support

In Difficult Financial Times, What Happens…

- Freeze on training
- Normal replacement cycle slows.
- R & D slows (or stops)
- Increased focus is placed on increased efficiencies, cost effectiveness

We are currently looking at what items above need to be started – now and/or in the future.

Camille presently the 09-10 EduTech expenditure Budget - $12,346,606; and increase of 274,647; 2.28%.

Areas increased in the budget are salaries, fringe, and O & M; all other budget lines remain flat.

Associated service pricing changes are - +2.8% increase on all EduTech services; +1.4 % in installation fees; and +4% in EduTech Technical Shared Support.

Camille then indicated that some areas may bring the budget down further, These areas will result in reductions in budget and pricing that will be presented at the 12/12/08 Steering Committee meeting.

A number of committee members then provided input to the budget numbers. All members indicated that the numbers are in line with the economic environment and expressed satisfaction with the first pass of numbers are felt comfortable that the addition changes indicated for the 12/12 meeting would be in line with what is needed.

Next Meeting: December 12, 2008