

SHI TeCHS Catalog Contract

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The EdgeMarket TeCHS catalog through SHI is one of the most comprehensive and forward-thinking technology hardware, software and services procurement vehicles available under a single award in the U.S.

EdgeMarket TeCHS Contract Highlights: The Power of SHI

We had **two main goals** when we conducted our competitive procurement for a technology and services catalog provider. **The first** was to deliver massive scope, scale and unsurpassed value in technology and service purchasing to our members and co-op participants everywhere in the U.S.

We achieved that with **SHI**, the largest Minority & Woman-Owned Business Enterprise (MWBE) in the United States, and have negotiated a **single-award master contract vehicle** that provides access to:

- Hundreds of hardware, software and service **categories and groups**
- Thousands of product offerings
- Major cloud platform and consumption providers: AWS, Google Cloud, Microsoft Azure
- Nationally competitive pricing, with the ability to customize pricing and financing packages for your most significant purchases
- Extensive world-class pre-sales support from SHI's highly experienced product and service experts

"With 5,000 ridiculously helpful licensing experts, cloud engineers, architects, trainers and specialists around the world, SHI is uniquely positioned to be the only technology solutions provider you need to meet your business goals." -- SHI

Beyond the Essentials: IT Lifecycle Services

Our **second goal** was to harness the innovative capabilities and global capacity of an IT solutions partner who could deliver truly transformative solutions, built upon their extensive catalog, deep talent, scalable logistics and state-of-the-art facilities.

For optimizing technology spend, accelerating critical initiatives, and preserving more of your precious human resources to support your core mission, SHI's **IT Lifecycle Services** showcase the transformative power of the TeCHS contract:

- **Microsoft Services**

- [Cisco Services](#)
- [Software Lifecycle Management](#)
- [Device Lifecycle Management](#)
- [IT Asset Management](#)
- [SHI Complete](#)
- [IT Readiness Assessments](#)

To Learn More

- If you have an assigned SHI representative, ask them about the [EdgeMarket – TeCHS Full Catalog, contract #269EMCPS-21-001-EM-SHI](#).
- Or, call SHI at 888-744-4084 and ask the inside sales representative.
- If you'd like to discuss this contract with Edge, please contact **Dan Miller, AVP EdgeMarket and Solution Strategy**, dan.miller@njedge.net

Additional Resources

- See the recent [TeCHS article in View from the Edge](#).
- See the [EdgeMarket - TeCHS Full Catalog contract listed](#) among SHI's national contracts



Join the EdgeMarket Co-op

Joining is free, easy, and gives your organization access to growing list of great contract vehicles. To begin, select one of the following:

- [New Participant Registration - New Jersey](#) (for NJ public higher education, counties, municipalities, and authorities)
- [New Participant Registration - New Jersey K-12](#) (for NJ school districts)
- [New Participant Registration - Affiliate](#) (for public entities outside of New Jersey, and private institutions, not-for-profits and healthcare everywhere)

EdgeMarket Revenue Sharing Program

Does your institution or organization belong to an affinity group that would benefit from additional revenue? Visit [EdgeMarket Revenue Sharing Program for Affinity Groups](#) to learn more.

