APPENDIX G

NJSBA Cost-Saving Programs

In addition to providing dues-based services, NJSBA membership gives school districts access to a wide range of opportunities to purchase products and services at substantially lower cost than if secured individually.

**Grants Support Program**

NJSBA is the only state school boards association to provide its members with a dues-based service, designed to help them find and secure funding and obtain grant information, consultation and support. To provide this new service, NJSBA has partnered with Grants Office, a national grants development services firm.

As part of their NJSBA membership, local school boards have real-time access to an online searchable database that contains over 3,200 active grant opportunities. The value of this dues-based service is $795 per district, or $461,895 statewide.

In addition, the program offers enhanced fee-based services, including reports of funders for specific projects, at $695 per report, and unlimited annual support at a fee based on student enrollment. Upon request, the Grants Office will also develop a grant proposal at a 25-percent discount.

**NJSBA’s TEC (Technology for Education and Career)**

Supported by the New Jersey Department of Education, NJSBA’s TEC enables schools to purchase technological tools and services at reduced costs.

NJSBA’s TEC provides savings through the following services:

- **Microsoft’s Enrollment for Education Solutions (EES):**
  - A simple annual payment based on full-time equivalent employees, rather than on the number of computer work stations
  - No-cost work-at-home rights to give teachers access to the same tools they have at school
  - Student Advantage–Office Pro Plus (retail value, $139.99) for students and their families on up to five PCs or MACs and on another five tablets (including iPads) at no additional cost
  - Professional development at no additional cost
  - A host of free tools from Office 365, including Office Online (PowerPoint, Excel, Word, OneNote), Exchange (email) Online, SharePoint Online and Lync, along with one Terabyte of storage through OneDrive

  *NJSBA membership provides total savings of up to 40 percent for Microsoft’s EES services.*

- **VMware**

  *NJSBA members receive an average discount of 30 percent off academic pricing of VMware software and services.* VMware provides a platform that delivers a consistent student experience on any device while giving school district IT staff the security, control and ease of management to comply with school board policies and assessment requirements.

- **TechSmith**

  Through screen capture and recording systems, TechSmith provides intuitive solutions that allow teachers and students to create and share content easily and effectively. *For NJSBA members, discounts on TechSmith products can range from 20 to 55 percent off standard academic pricing.*

- **Nutanix**

  *NJSBA members receive a 10 percent discount off academic pricing on Nutanix,* which provides simple IT infrastructure for K-12 schools by converging computing and storage into a single solution.
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• **F5**
  By reducing the school district's data center footprint through consolidation, F5 cuts operational costs and simplifies the management of the school's technology environment. *NJSBA membership entitles districts to a 10 percent discount off academic pricing for F5*

• **NJVID**
  A media repository and secure streaming platform, NJVID allows schools to archive, stream, collaborate on, and share educational videos and audio files with students and the K-12 community. *The service is offered at a special discounted rate for NJSBA members.*

  **USBAflex**

New Jersey requires all school districts to offer their employees flexible spending accounts. *USBAflex provides NJSBA's member districts with flexible spending accounts below current market rates.* If after a year, a district is dissatisfied with the program, all charges paid for the service will be refunded.

  **NSBA National Connection Program**

Provided by NJSBA's federal-level affiliate, the National School Boards Association, the National Connection Program offers local school districts a wide range of tools and resources. Features include special discounts for the annual NSBA conference and NSBA-produced publications, as well as other money-saving offers.