

## 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.*

- **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.