

NET+PAG

Meeting Minutes

July 10, 2018

Present: Michael Corn, Michele Norin, Jack Suess, Loren Malm, Tracy Schroeder, Brad Wheeler, Elaine Alejo, David Dennis, Sue Workman, Howard Pfeffer
Absent: Denis Walsh, Brad Wheeler

Next meeting: August 27, 2018

1. Announcements

Date set for Face to Face in Detroit Westin

2. Discussion Items

- Retreat agenda planning-
- Marketing and pushing NET+ forward
- Nominations for new members into PAG

3. Face to Face one day workshop

- we will have a video connection if anyone can't make it in person
- Agenda topics were discussed- to Re-articulate the vision and messaging about the program structure and leadership changes
 - Portfolio shaping and new opportunities, feedback mechanism from those that have implemented solutions, particularly around meeting the standards important to HE
 - Discussion on how we communicate to folks about the portfolio
- Business model discussion
 - More forward-looking business model; other than the traditional per-user pricing model, cloud should scale differently
 - Value pricing model- we are tutoring them on how to work in the HE market

4. Roundtable

- Suggestions for Volunteers and nominations to replace Ron and Oren
 - What demographic are we looking for?
 - Do we want to bring in a different view? Regional? Procurement officer
 - Suggestions- John Gohsman, Erick Lundberg or Tom Lewis- UW, Paul Erickson-UNeb, Mike Erickson-School of Mines, Tally Thrasher-IU

Meeting adjourned