

# INDUSTRY INSIGHTS

Members Only Monthly Report (page 1 of 3)

## Special Edition - Doing More with Less

### Insider's Insight

from TribalHub's Executive Officer, Mike Day



As all tribes and tribal enterprises continue to work through the ongoing effects of the 2020 pandemic, are you leveraging the tools already available to you?

This month's Industry Insights Report is going to be a little different. We are taking a one month hiatus from our normal direction of focusing on a specific system or technology that is used by the majority of tribes or tribal enterprises. For this October Insights we are going to focus instead on how you can leverage existing TribalHub programs directly, to save your tribe money. We are in a time where essentially every tribe and tribal enterprise is being asked to "do more with less." Everybody likes to save money, you just need to know where to look. Additionally, tribes often have access to a broad range of pricing options for government, health, education and even tribally owned enterprises, but how often are you missing out on that pricing or added resources simply because you did not even know it was available? Now is the time to scrutinize how you purchase both existing and new products and services, because a little diligence now will likely add up to big savings and benefits in the future.

This becomes one of your many opportunities to leverage your TribalHub Membership. I will start with sharing our TribalValue program, using our TribalValue offering through our partner Microsoft, as an example. Every federally recognized tribe and tribal enterprise is currently using some Microsoft products and services. Whether it is Microsoft Windows, Microsoft Server, Microsoft Exchange or 365, Microsoft SQL or Dynamics, Microsoft Surface devices or Microsoft Services. Many times those products are all managed through an Enterprise Agreement (EA) with Microsoft. The question is, how are you purchasing those products today, and how can you be confident that you are getting the best pricing and all of the services from Microsoft that are available to you?

Just look at what **Todd Jackson**, VP of IT for the Valley View Casino & Hotel has to say:



*"The Microsoft EA is great for tribal organizations. Every tribe should do the math. It adds up quickly, and it's always good to look and make sure you are accessing the best pricing."*

Like many of our TribalValue partners, the Microsoft team collaborated with us through the TribalValue program to make sure that all tribes are able to find and access the best pricing and offers that Microsoft has available. TribalValue provides the easiest way to do this through a single source that can communicate the availability of those pricing and resource options to tribes while providing a knowledgeable consistent purchase experience to every tribe. We work directly with Don Lionetti and the Microsoft team who are dedicated to supporting tribes.



*"TribalHub has partnered with Microsoft GSA Reseller, SoftChoice to offer all tribes confidence and one stop shopping for Microsoft Licensing, Enterprise Agreements and Surface Hardware/ Devices. Give them a try for your next Microsoft purchase."* -Don Lionetti, Microsoft Sales Director- Tribal Government, Gaming & Alaska Native Corporations

Each tribe or tribal enterprise, has the freedom to purchase their Microsoft products from thousands of different companies or resellers. Through TribalValue, tribes can feel confident in knowing that they are accessing the best pricing from the supplier, exclusive tribe deals when available, and working through a partner and/or channels recommended by both the vendor and TribalHub.

We do love that our partnership with Microsoft has brought such value and savings to so many tribes, but our TribalValue program also includes dozens of other opportunities, and I will provide you with quick information on two additional TribalValue program partners that are able to immediately help many tribes and tribal enterprises. Both of these vendors offer free up-front consultations and comparisons, so you quickly and fully understand what they can do for you without incurring any cost or risk.

Curvature specializes in helping tribes, and



hundreds of customers, save a significant amount of money by extending the useful life of their IT infrastructure. They do this by providing low cost maintenance on technology hardware, by providing low cost replacement equipment to safely extend the life of your infrastructure, and by offering low cost expertise when you need it.

*"Curvature has proven to be a good partner for us to work with. Their low pricing has been good and the few equipment failures we've had, have been resolved promptly by their service team."*

-Julius Eggert, MIS Director, Sault Ste. Marie Tribe and Kewadin Casinos



TECHNOLOGY PROCUREMENT  
ANALYTICS & PROCESSES

Our TribalValue partner Virtual Procurement Services (VPS) offers a specialty service that reviews your technology spend

using their exclusive predictive analytics tool and processes to see where they can save or recover you money. VPS has had great success in saving and recovering technology spend for their tribal customers using their no-risk approach which ensures your timelines stay on track and your vendor relationships remain intact.



*"VPS was undoubtedly one of the most collaborative, sincere and effective partners I worked with during my time at Mohegan. Not only did they deliver double-digit savings on all purchases in which they were involved, but they did so while maintaining the timelines of our projects and contracts, preserving our originally designed solutions, and strengthening our existing vendor relationships."*

-Bobby Soper, Former CEO, Mohegan Sun

You can get connected to all of your opportunities by contacting our Connections and Resource Specialist Michelle at michelleB@tribalvalue.com. You can always find out more about the TribalValue program available to you at: <https://www.tribalhub.com/tribalvalue/>

*"There are so many ways for tribes to get connected and save with our TribalValue program. Each partner has something different and unique that they are bringing to the tribal community. From special pricing and discounts to specific offers and promotions, it's a great program that saves tribes money - and it's available to every tribal organization."* -Michelle Bouschor, Connection & Resource Specialist, TribalHub



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*Members Only Monthly Report* (page 2 of 3)

## Special Edition - Doing More with Less

### What else is currently available to me as a TribalHub Member for *FREE*?

At TribalHub we make a wealth of information and opportunities available to all tribes and especially to our TribalHub Members. We provide a wide range of resources, even some that you as a TribalHub Member may be unaware of. Here is a concise list of TribalHub resources and opportunities for your reference.



**Training:** Gain access to the broadest range of online training at the lowest cost. Each TribalHub Membership includes a FREE annual training license. Our TribalWise partners include content from industry experts and worldwide leaders such as SkillSoft for online training - all at the lowest cost available to tribes and tribal enterprises.

[TribalWise.com](http://TribalWise.com)



**TribalHub Information Portal:** Interested in locating your peers at other tribes or finding out what the most popular tribal government or enterprise solutions are for critical applications and infrastructure? Perhaps you are looking to reference a template set of common technology policy and procedures? All this and much more is available right now to every TribalHub Member. Learn more here.

[TribalHub.com/Directory/](http://TribalHub.com/Directory/)



**Deals and Offers for tribes:** TribalHub created the TribalValue program to make it possible for all tribes to benefit from the best and exclusive pricing on products and services from trusted vendors and suppliers. We did the work, all you need to do is get connected and start saving and benefiting from any product or service you choose.

[TribalValue.com](http://TribalValue.com)



**Webinars:** Connect to our webinar calendar to make sure you and your team is learning about subjects and solutions that are relevant to the tribal community.

[TribalHub.com/TribalWise/Webinars/](http://TribalHub.com/TribalWise/Webinars/)



**Magazine:** You have access to the TribalNet Magazine, the only publication with a primary focus on technology and innovation within the tribal community.

[TribalHub.com/Magazine/Fall-2020/#page=1](http://TribalHub.com/Magazine/Fall-2020/#page=1)



**Podcasts:** Get connected to the free TribalHub podcast channel to listen to our growing library of real world tribal technology stories from across the United States.

[TribalHub.Podbean.com/](http://TribalHub.Podbean.com/)



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What else is currently available to me as a TribalHub Member for **FREE**?  
(continued)

*Mark Your Calendar for One of These Virtual Events!*

**SOUTHWEST REGION**  
Including: AZ, CO, NV, NM, UT  
FEBRUARY 2<sup>ND</sup>

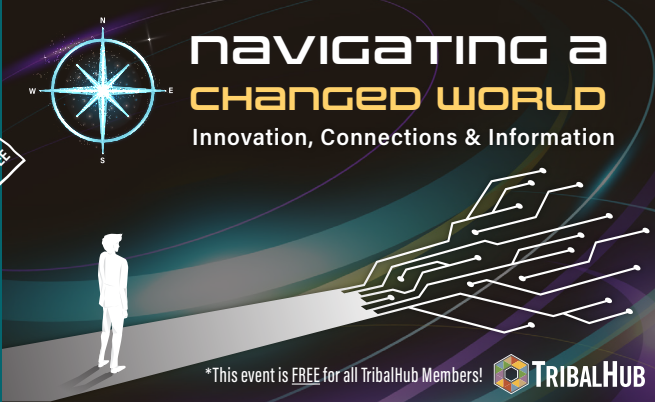
**CALIFORNIA**  
FEBRUARY 9<sup>TH</sup>

**CENTRAL REGION**  
Including: KS, NE, OK, TX  
FEBRUARY 18<sup>TH</sup>

**ALASKA**  
FEBRUARY 23<sup>RD</sup>

**NORTHWEST REGION**  
Including: ID, MT, OR, WA, WY  
MAY 11<sup>TH</sup>


**MIDWEST REGION**  
Including: MI, MN, ND, SD, WI  
MAY 18<sup>TH</sup>




### NAVIGATING A CHANGED WORLD

Innovation, Connections & Information


\*This event is FREE for all TribalHub Members!



**Regional Groups/Meetings:** Attend the TribalHub Regional Events to network with your regional peers and discuss topics relevant to tribes and tribal enterprises in your geographic area. This year we are hosting 6 TribalHub regional events- be sure to check the calendar and save the date for one in your region.  
[TribalHub.com/Hub-Regional-Events/](http://TribalHub.com/Hub-Regional-Events/)



**Community and Networking:** Join the TribalHub Online Community to connect directly with your peers at tribes from across the nation. Ask questions. Post comments. Chat one-on-one with other peers. Join your own online regional group community or special interest community.  
[Community.TribalHub.com](http://Community.TribalHub.com)





## TRIBALNET VIRTUAL CONFERENCE & TRADESHOW

NOVEMBER 10<sup>th</sup>-11<sup>th</sup>, 2020

**Annual Conference:**  
Attend our 21st Annual TribalNet Conference & Tradeshow. This year's virtual event is on November 10 -11th, 2020. No other event covers the technology and innovation solutions for tribal government, health and enterprises like our TribalNet conference.


[TribalNetConference.com/attendees/register/](http://TribalNetConference.com/attendees/register/)

**\*This event is FREE for all TribalHub Members!**



**21<sup>st</sup> Annual**





**TribalNet Advisory Boards:** Take a look at your industry peers that make up our Advisory Boards, and the individuals and tribes that support us by providing their time and energy to provide input that helps guide the direction of the organization, the community and our events.

- [Tribal Leadership & Executive Board](#)
- [Tribal Gaming & Hospitality Board](#)
- [Tribal Government & Member Services Board](#)
- [Tribal Health IT Board](#)

