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**Demystifying the Higher Education Procurement Process**

**July 30, 2018**

**1:00 PM – 2:00 PM Eastern Time**

>> Welcome to today's EDUCAUSE Corporate Learning Webinar. This is Valerie Vogel, Senior Manager of the Cybersecurity Program at EDUCAUSE, and I'll be your moderator for today. We hope you'll join us in making this session interactive. Use the chat box on the left to submit questions, share resources and comments. If you're tweeting, please use the hashtag, #EDULIVE-that's E-D-U-L-I-V-E. If you have any audio issues, click on the link in the lower left-hand corner. And, at any time you can direct a private message to "Technical Help" by clicking in the top-right corner of the Chat Pod. A drop-down menu will appear where you can select "Start Chat With" and "Hosts." The session recording and slides will be archived later today on the EDUCAUSE website. It's my pleasure to welcome you to a new professional series we're offering this year. Today is the second webinar in the series: Demystifying the Higher Education Procurement Process. In today's webinar, we'll discuss campus procurement processes to manage vendor risk and learn how the HECVAT can save time in assessing the security of cloud services and hear how institutions are using the tool to improve their vendor assessments and procurement processes. The recording of the first webinar in the series, "The 2018 Top 10 I.T. Issues and the Role of the I.T. Leader" is currently available for viewing. Please refer to the link provided in the chat space, The recorded session discusses the impact of the EDUCAUSE 2018 Top 10 I.T. Issues on the role of the higher ed I.T. leader, how technology leaders partner with other campus leaders to leverage technology to solve critical institutional challenges, and the complexity of campus stakeholders and their influence in how decisions are made to prioritize taking action on top I.T. issues. Finally, later this fall we'll be launching an online 3-part corporate microlearning series. The first module will build an awareness of how universities and colleges are structured and governed, the diversity of governance models based on institutional type, and how higher ed technology leaders engage in technology solution decision-making processes. The second module will develop an awareness of the influence of leaders across campus in technology buying decisions. And the third module will provide an overview of technology organizational structures, diversity in reporting structures and how this influences technology purchases, as well as how planning is conducted across campus and how technology purchases are planned. More information on the microlearning series will be coming in early fall. We'll be posting information as it becomes available on the EDUCAUSE Corporate Participation website. Back to today's webinar: Demystifying the Higher Education Procurement Process. We are delighted to be joined by: Jon Allen, Assistant Vice President & Chief Information Security Officer at Baylor University; Nick Lewis, Program Manager of Security and Identity at Internet2; And Kim Milford, Executive Director of the REN-ISAC. Thank you to all of our presenters for joining us today. And with that, let's begin. Jon?   
  
>> Thank you, Valerie. I appreciate it. To start off with, I want to give a quick overview for the presentation. I'm going to cover a little bit about the higher Ed procurement security privacy and the issues we have been seeing in this space, what are the challenges and the Hillsborough things we are seeing on the high -- and the challenges we are seeing on the higher Ed side and possibly some solutions. And then Nick Lewis is going to go over the procurement tool and how you can use that in procurement. And we will wrap up with Kim Milford talking about the broker index which is an additional tool we can use for helping to enable vendors to let institutions know that they are using hECVAT. Please feel free to submit questions as you go, realizing that we may not address them right away realizing some may be addressed later on in the presentation. It's great to know your audience especially with a webinar. Please let us know who are with you? A corporate vendor? The corporate sector? University? Are you lost and you thought you were coming to the see a presentation on how to flip homes in your community? Just trying to get an idea of whose out there and who we're speaking with. give everybody just a couple minutes to complete that. Looks like the vast majority are with the corporate sector with a few colleges and universities. And a couple who seem to be lost at this point. That's always good. We hope we will entertain you regardless. Let's go ahead and follow up with one more quick question here. Have you heard of the hECVAT before today's webinar? Give everybody just a few minutes to click on those buttons as well. Okay, looks like almost 70% right now are saying no. So it sounds like it may be a fairly new topic for the group and that's great because we want to give the opportunity to get the word out. I'm going to start with the background. Information security we know is critical. Probably one of the most that's discussed. Sadly it's got on the point where information security is the main conversation point. When we talk about procuring of new technologies and from my opinion, being a CISO at an institution, it detracts from what the procurement process should be, how the tools are going to help improve education, improve business operations, so I have seen it start to be a detractor in a lot of ways and that's one of the process that the committee and everything involved here came to light, I was seeing that happening. A lot of times the resources invested during the procurement process are substantial. And this is not just from the overall procurement process but sadly from the information security side and privacy side of talking through this. I know on my team, we probably -- I have probably 30% of the staff time is being spent doing security reviews, so actually evaluating new technologies coming into our campus. And that is a lot of staff time that frankly can be considered redundant. Because as I talk with peer in higher education, we're all doing the same processes, we're all asking similar questions, and we're pretty much coming to very similar results. So when you look at that level of redundancy across a very, very resource-tight area like information security in higher education, it's ripe for innovation. It's ripe for efficiencies. So with that came with idea. I threw the idea out originally in the security professionals conference in the spring of 2016. Nick Lewis floated the idea at their global summit conference. Kim Milford through it out to the REN-ISAC group. And everybody universally responded in the community, yes, this is a challenge for us. Yes, this is something that we could be doing better when we talk about how do we evaluate the security of vendor solutions when they're brought to our campuses. With this enabled was a unique collaboration that I'm not sure happened before. And this is a collaboration between EDUCAUSE internet2 and REN-ISAC all working together on a single project. And that single project ended up being the hECVAT, the higher education cloud assessment tool. Go ahead and click on this next slide. As we see, campuses are rapidly adopting the cloud services. I know for our team, I think we did 92 security reviews last year, and is I would say over 90% of those were hosted cloud solutions. I often joke with peers in the CISO real hmm they talk about the cloud strategy did -- real when I talk about the cloud strategy because you are going cloud. Good luck finding on-premise these days. It forced more in depth evaluations because we are giving up the majority of control for running the solutions and protecting our data. That's really what forced this inspiration of coming and talking about security reviews or looking at procurement processes because things have changed. That is now one of the key controls when you talk about managing information security. We need this to the happen fast. We can't have these projects taking months to review. And early on, I'll be honest, that's what happened. And probably as you deal with other institution, that's what you see. There's limited resources. There's lots of projects coming many in. There's a lot of detailed questions being asked. There's evaluation at how that maps of the institution's risk appetite. So with that, you end up extended the procure. Process significantly. Sometimes years, rarely weeks. And that's a problem. That's not helpful in this world where we need to be much more agile in getting solutions in place for our institutions. We need to the understand what is the risk model of our institutions and how are we going to handle vendor risk? There's going to be Rick many any relationship, but we want to make sure that it's understood, it's managed, and that it's appropriate. Realistically, if businesses are going to advance, we must take risks. If we are sitting idle, we are probably not moving forward in many ways and this is one of the ways we needed to do the that, make sure we're doing better with the reviews and it has to be effective for anybody. It could be a small institution, your largest tier-one institution, we wanted to make sure it was going to be helpful for all of those areas. We wanted to free up resources. I mentioned that. This is sort of the overall arching goal of the project. Many have been accomplished. I would say we still have work to do and you will hear about those. This is an ongoing project. This is not just a snapshot in time or something just completed and we walk away. This is an ongoing project supported by the three groups. We wanted to create spaces to be able to share information around security assessments. You will see a little bit how that has actually resulted in reality when Kim talks in a bit. We wanted to build on the existing security community. We know one of the things that's unique about higher education is that we share. We talk. We collaborate. And it's regardless. It's not about competition. It's about the greater good in making sure that we're helping each other out. And I think that's one of the things that's been helpful in higher education, we can do the that and we can leverage our shared resources to make sure we're -- resources to make sure we're accomplishing our goals and concentrate on our overall strategies as institutions. It is published on the EDUCAUSE website. It contains two major questionnaires at this point. There's the full hECVAT which is a deep dive, intensive questionnaire, primarily used when you're dealing with higher risk project, higher-risk data, some place you really need to be vetting deeply what's going on with the vendor. There's also, and this was due to feedback in release about a year after the original, something called the hECVAT lite which is a reduced questionnaire. It maps directly all of the questions that are contained in the hECVAT are contained in the full hECVAT but allows for a smaller subset of evaluations. So well from over 200 questions to about 50 questions when you look at the hECVAT lite. And for many projects, that's good enough. That meets the information that you need to make a general risk assessment. So those are the reasons why those two versions exist. We want a step further because one of the pieces of feedback we got, we needed to understand how this met difference compliance requirements. You needed to know, is that going to apply to a HIPPA standard, all these things we're working with. So we have a set of crosswalks built directly into the hECVAT which is really helpful for institutions and vendors alike to understand where do we sit compared to the mappings? It's not 100% coverage. I'm not aware of many that can do 100% coverage because some of the questions that come up with the security questionnaires don't map to a security questionnaire. We're going to talk about the cloud broker index but that was released in the last year to push the project forward and enable vendors to have greater participation. And we have an ongoing working group and that's entered the third phase of the project. And at the end of the presentation, I will be highlighting some of the work that the group is currently doing. But know there are a number of institutions that have participated in this project. I think we're well over 50 institutions that have publicly acknowledged that are using it today. And there are a number that are using it and not even on the website yet. And with hah that, I'm going to pass it to Nick and let him talk about how to use the hECVAT in procurement.   
  
>> Thank you, Jon, for going over the inspiration and how we got the group going. Really it's been great to work with them. In my role at internet2, I have worked with several cloud services around working with campus procurement, and then with helping the service providers understand how to navigate that. And sometimes it is very challenging for the service providers and for the campus procurement or the I.T. staff on. Campus to understand how procurement is done. It's not a uniform thing done across all campuses, and sometimes there's small difference, even within the same state. The State, even within different the systems, so it is very challenging for service providers to understand how the procurement works. So I can feel some of that pain. And hopefully with our work in the hECVAT work group, we can make this easier for the service provider community. And so just a little bit more on the campus procurement from the I.T. department perspective. I. the President departments will work on procuring large I.T. services or purchases for the whole campus. So the I.T. department may be a customer of the procurement department or thought of that way. But sometimes we're a partner working with procurement departments on evaluating potential services for adoption on our campus. And many times, procurement departments will gather the hECVAT or questionnaires to give to the security teams or the I.T. teams to make sure that the vendor risk is being appropriately managed. And sometimes they have to work closely on that work. Sometimes though, campus procurement is the last step. Potentially on an engagement with the service, and sometimes that's where there's some additional challenges and not knowing how to work with procurement between the I.T. organization and service provider that causes various challenges. So I hope we've better understanding of a little bit about I.T. procurement on campus that will help you with engaging with campuses. so hECVAT in procurement, many campuses over the last five or 10 years have been using their own questionnaire. For assessing I.T. security related risk for vendors. And there's been -- as the information security on campuses have matured, the more campuses are starting to include those questionnaires in their procurement processes or their engagement with their campus. And Jon was describing, as some of the community matured and identified how we had redundancies where we could potentially work together to save each other some time, the hECVAT was sort of emerged and now many campuses are now including the hECVAT, replacing their existing questionnaires with using the hECVAT in their procurement processes and they may use it independent of things that formally go through the processes as part of an I.T. security assessment for a potential cloud service or piece of software. And in the formal processes, there may be many steps as part of that process. And one of them will be almost certainly now days asking for a service provider to complete a questionnaire of some sort, hopefully the hECVAT now. And the procurement team will gather questionnaire, make sure that it's minimally completed potentially, and then give that over to the information security team to work through and then work through internally with their stakeholders to understand the risk around a particular vendor or comparing the service provider to service provider based upon the responses in their questionnaire. And some campuses are taking the next step as part of their procurement processes to do this on an annual basis, where you might do an annual review or on renewal. So some of the details will depend on the specific campus, not all are including it in annual reviews. Not all are doing it uniformly across all cloud services. Some are using sort of a triage process of, if there's sensitive data or not, it goes through a different process to potentially to ensure that the risk is being properly discussed and managed by the campus. As part of that, the campuses are trying to manage vendor risk. And Jon mentioned that the hECVAT is not comprehensive. So this is not going to be all the questions that a procurement department may be asking of your company. There may be other questions around I.T. accessibility, is it 503 complaint? ADA complaint? Things like that. What are the legal terms and conditions? Those are all parts of managing the broader vendor third-party risk for a university. And part of that, the campus may use the questionnaire to understand the risk. They then will use that to feed into what they put into the contracting processes. So there may be standard contract terms that they use in the standard contract terms that you may want to be aware of. Maybe contract terms around what the security requirements or that the service provider is going to be agreeing to. And completing a hECVAT may be one of those requirements or meeting HIPPA or other laws or regulations may be another requirement that's incorporated into the contract as part of managing the vendor risk. And some campuses, as awareness for the service provider community, some campuses have state laws, particularly if they're state institution where is they can only agree to certain terms and conditions or they have limitation of liability, things like that where we have a state law that requires them to change things. So there could be some additional discussion around the engagement with a campus during the procurement process outside of just obviously outside of just the security requirements. Because they'll of course be all the technical and usability related aspects as well. Here's a diagram. In the first step, the institution uses the HECVAT response to ensure that the service provider is protecting institutional systems and data. The next step could be they want to move to a cloud. And they want the H certain service provider to meet that need. And then the campus checks to see if within the cloud to services program if we have a program so they can know that the HECVAT and other items are included within that procurement or they can check and the next step if they're not in the plus, a look this the cloud broker index, and then if that's not there, then going on to the next step of working with the service provider to complete the HECVAT questionnaire. And that could require going some back and forth with the campus, understanding how it's going to be used on their campus. And particularly the if student data or HIPPA data, things like that or PCI data as part of the scoping tool. Then the last step could be once the HECVAT is completed and engaged with the vendor, then having that go back to and incorporate that into the cloud broker index so they can find that up front and not need to go through those other steps so that the vendor doesn't need to do the that additional work. So t to save you some time. We recognize this is very challenging with service providers. With every campus having a different questionnaire, that requires an enormous amount of effort to fill out the questionnaires. And if the questions differ, even though they're around the same security control, you still have to go through and do your due diligence and make sure they're being answered and responded to properly. By using the standardized questionnaire, that will help save you some time and the campus' time. And one of the additional benefits of the HECVAT is that with the community-wide aspect of it in usage, you're showing that you're engaged in the community and you're aware of what the community is working on and where we're trying to drive as a community across managing vendor and third-party cloud risk for campuses. Now on to the poll question number three. Are you using the hECVAT on your campus or in your organization? Taking back to the earlier question of not -- I think it was like 78%, this is the first time you're hearing about HECVAT. So I'm curious to see what the -- how this aligns. So it seems to be lining up pretty well with most are not using it yet within your organization. And we're hoping that coming out of this webinar you will look hard at how you can incorporate the HECVAT into your security processes at your company because this could save you some time. And time of course in the commercial world equals money. So if you can save yourself some time and not need to spend 40 hours of a person's time answering a questionnaire that's only going to be used once by a campus, that could add up after a while potentially. So the benefit to a service provider could accrue for a long period of time for engaging with the higher Ed community. So now, we had a questionnaire where we were trying to gather names of campuses of who was actually using HECVAT so we can demonstrate to the service provider community that this is truly the community is driving and involved in this so that you can know that if you invest from your service provider perspective invest time into completing this this questionnaire, you will be able to reuse that across multiple potential customers in the higher ed community. And this is just a subset of course of all the campuses using the HECVAT. And continues to grow as more campuses become aware and as we reach out to additional campuses. A little bit more on the benefits of HECVAT. So many times the questionnaires from campuses were -- they would have done the questionnaire like five years ago and kept reusing it. And from a campus perspective, that makes sense because investing a lot of time and updating the questionnaire is not necessarily something that they had the resources to do because they were trying to review these questionnaire, talk to people, understand the risk, and so that may not have been done on a regular basis. But as part of the working group, we are regularly having a questionnaires or the questionnaire and keeping it updated, getting feedback from the community so that you can know from the service provider perspective that it's continuing to reflect what the community thinks of as state-of-the-art in the higher ed community around assessing I.T. security risk for cloud services and third-party vendors. Within the questionnaire, it can be tailored to specific situations like PCI, HIPPA and consulting so you don't necessarily need to complete all 200-plus questions. There could be somewhere between the HECVAT lite and the full-out questionnaire that you may need to do. And then, just to keep going back to this, by the time you can potentially save by not completing hundreds of different questionnaires can add up pretty significantly. And then even if you have -- if you don't deal with sensitive data and using HECVAT lite, and you're able to help the campus understand that you don't need to go through the full-out questionnaire and just use your HECVAT lite, that can save you additional time and complexity and engaging with that campus. And then even more, because there's -- we've worked very hard in the working group, I'm trying to make sure the tool drives a lot of benefits for the campus community, but we also understand that the service providers, you need to be in on this as well because you definitely get benefits from using the HECVAT. And potentially you may benefit more than an individual campus because every one of your customers should hopefully be using the HECVAT and they would only.   
  
>> Isiah: The individual time for their campus, but a community and the service provider can save 100x of completing one questionnaire. So by completing that questionnaire, it shows what you're aware of this in the higher education community, aware of what some of the most important issues are to higher education, to include future work. Having been on campuses, and reviewing questionnaires, we don't necessarily expect that 100% of the questions are answered. Of course we like that, but we live in the real world and we understand sometimes there's limitation on what can be done. And this can help you prioritize, well, we see that there's a question that's important to campuses and maybe we should put that on our development plan so that we can satisfy that for our campus customers. And then your internal security team can have some assurance that your customers' campuses are being sent the correct information. In fact having been on campus, I know when I've gotten a security questionnaire back from a salesperson that was a unique questionnaire to the my campus and got it back in an hour, that caused me to question how the questionnaire was completed. If they weren't through the internal groups to really know what the security controls were being use sod your security team can know that your customers are being told the right thing. And from the campus perspective, they know that the internal security teams at your company has been involved in the development of those questions or the responses to those questions. So a couple -- hopefully I've sold you on HECVAT and Jon helped drive that home as well. But there are some down sides. Campuses will continue to keep asking for their own questionnaire. We keep work -- the working group, we keep reaching out to the higher ed community and trying to get more campuses involved in the community in using the HECVAT. And if you find a campus -- maybe they're not aware of the HECVAT, you can help educate them on or point them to us and we can help them understand that so you can potentially answering their unique questionnaire and save yourself some time. You're probably still going to need to continue to do SSAE 16 reports, things like that. Because that is not necessarily quite the same thing as the HECVAT. So some campuses may require a HECVAT and an SSAE 16 as part of their vendor risk management processes. Of course, we mentioned the questionnaire is relatively long. We try to be as comprehensive as we reasonably could within the limits of trying to keep a questionnaire that could be completed reasonably. And we have the HECVAT lite which was developed based upon feedback from the campus community. And then as part of using the HECVAT lite, if you decide you have a low-risk data classification, maybe you could just use the HECVAT lite rather than the full questionnaire. And also on a part that may be sometimes challenging is that scoping may depend on the campus. Is the campus going to include HIPPA data within this scope? So you may not be able to encompass because of the different ways that your customers could use your software within one question. So you may want to have compasses to help your campuses understand. It's not going to address every single question, it's not going to address all accessibility, it's not going to address everything around identity management, but we have tried to make it as reasonably comprehensive to represent what the community wants and what we need as a community. Now what do you need to do at your business? We want to you reach out to your internal teams on letting them know about the HECVAT and the working group and what we're trying to do. And then coordinate with them on answering the questionnaire and asking us if you have questions. And deciding on how you want to share it with your potential campus customers. Do you want to have it posted in the cloud broker index? Or how do you want it posted in the cloud broker index? And you may even want to identify several common use cases for scoping when you're answering the questions so you can provide that information to campuses when they review the questionnaires. So down this the mechanics, there's answering the questions. There's instructions in the work sheet. It's an excel work sheet. And you can go through and answer yes, no, add comments. Fill in the vendor and qualifier sections. There will be a spot for campus related information that you're F you're just doing for one campus that you can put in, but that may not be necessary for the cloud broker index. And then put additional clarifying information in the additional information section. So if you want to point where a campus could find more information in your SSAE 16, if they want to deep dive in something, but that's a hot button issue, then that campus can find that information. And do that review and analysis without having to engage significantly with your security team so, you can s still save that time. There are four use case specifications that help drive the questions that you feed to respond to. There's a third party, consulting, PCI and there's HIPPA so there's a certain number of questions. If you say no to HIPPA, you don't have to answer the 32 questions related to HIPPA. Same thing for PCI, you don't have to answer those 12 questions and that's to help try to save you some time and the campuses some time. Now I'll pass it over to Kim to talk about the cloud broker index.   
  
>> Thanks, Nick. And hello everyone. Let me give brief background. If you thought HECVAT is a funny name, now you get REN-ISAC. It stands for research and education networking information sharing and analysis center. And by executive order of the federal Government, U.S. federal Government, a couple decades ago iSACs were set up for every critical area of the infrastructure. And education is a sub sector of the critical infrastructure. So we set up an iSAC too. REN-ISAC is essentially for the higher education and those two are closely related. Many of the researchers live on campuses and work with campuses on a daily basis. That's what REN-ISAC does. We have about members and we focus on a closed trusted environment, a world of operational security practitioners focused on threat sharing and protection, discussion about protection. That's how we got involved with this. We started see more and more discussion about vendor, the need for controlling procurement, about how to do the assessments and things like that on our list. And we work very closely with internet2 And with EDUCAUSE and we started seeing and preparing it as Jon mentioned and thought we had a role in how we can help with this too. So we don't have procurement experts at REN-ISAC. I'm just not staffed that way. So I would send them to internet2 for help. And when they had questions about other aspects, poll is single digit aspects, I would send them to EDUCAUSE for review or assistance. But what we could help was setting up the cloud broker index. The cloud broker index is just a flat website where we have HECVAT -- this was one in HECVAT phase two and has the current version of the HECVAT questionnaire linked in. And it's meant as a convenient single source to all the vendors participating in the -- who have filled out a HECVAT. Whether it's the lite or full version, it doesn't matter. We will provide it. And we try to balance accessible and privacy. And I know Valerie provided the link to our website earlier. It's again on this slide. So you know, we do a few different things to get the word out. We reach out to vendors and we might do this if we find many departments are working with a vendor. Many universities are working with a vendor. They'll say, can you contact these people and see if they'll just put the HECVAT on the cloud broker index. And we will. We have vendors coming to REN-ISAC and requesting participation, we are seeing that more and more. And as word gets out, we hope to have for of that. And then universities working with vendors provide facilitation between the cloud broker index and the vendor as well. So Jon might be working with a vendor at a Baylor and we would come to us and say they're going to be contacting you about the cloud broker index. We currently have four interested vendors covering additional products and those are the ones we reached out to directly. You might have seen if you're gone to the website, we have nine vendors covering 14 products. Usually there's enough difference between your products to make sense to do a different HECVAT. In some instances, you might not need to do that. It's not a literal requirement. It really depends on the environments and contacts around your products. And we have others in the works. We started with -- I want to say six or eight months ago, so seeing great adoption there. And then people who are using HECVAT, remember, send your vendors to us. So we keep in front of them and look for ways to help them to provide outreach as needed. Membership in REN-ISAC is not required to participate in the cloud broker index. We will always have it on a public website so any university can get it, whether they are a member of REN-ISAC or not. Nor is it mandatory for vendors because you can't even join REN-ISAC. There's others you might be interested in joining but not REN-ISAC. And it's not mandatory to use the CBI. If you want to keep it private and go directly between you and the different schools, that is your call. We're not trying to the take over, just trying to provide assistance and convenience. Here's a list of the vendors we currently have. I know it's a little small, just wanted to give you a feeling of how it is. Everyone you will see we have the date of assessment. And then that is starts the clock ticking so. In about a year, we will go to our friends in June of 2019 go to our friends and say, hey, your assessment is about a year old. Have there been changes? Do you need to reup that? And give them the community to redo the parts of the questionnaire that might no longer be true. Maybe they moved to data center, maybe the security center changed, maybe they had a breach. We're giving vendors -- we will queue vendors to keep this updated. You will also notice right now it's a pretty, it's a flat list. Not even completely alphabetized that I look at it. And we're looking at ways to make it more engaging for vendors because you want to be proud of the site but we also want it to grab the attention of security practitioners so we will continue to work on that. We didn't have enough until recently to the start thinking about how it should look. There are ways that you can host, if you want to come to the CBIs, there are ways you can host it. Just publicly where you send your completed assessment and we link it to that website. So just a flat, you know, walk through to the completed assessment. And many of the vendors are using that. The public lesser degree of public but still fairly public, you have the link to the vendor maintains the link the questionnaire and you just provide with us the link and we post it on the CBI. So just make it available through our site. And again, we're just trying to drive people to a common site for convenience for everyone. Then the third is semi-public or semi-private, depending on your perspective. You host it, it's behind your firewall and you send us the link and information that's needed some maybe you would need to collect the person who is asking its name and email address. You would be able to tell us what you needed. And then we could manage that in the CBI so people what they get. And the last is completely private. You keep it private. And maybe you just say, call us at this number to request it. We would just link that on the page. So again really it's up to your needs as a vendor and corporation to help keep that completed. HECVAT. I would say we are still in stage one of CBI and we will continue to make it a more engaging page. I would love to hear from you if you have ideas or perspective on how to do so. And we want to continue to drive your value as well. You know, really to figure out how to best have the procurement conversation. And to get the focus off of everyone doing their own thing. And something that saves you time. We want to reduce redundant use in staff, both yours and at the campuses. And increase the quality assessments. We think having the common vetted assessment that, you know, this working group worked together a longtime to bring many different elements in and as Jon talked about, we think it's a high-quality assessment that will provide vendors with what they need to do to make informed decisions and. We believe that HECVAT will continue to drive that quality. In the marketplace, if you're the only vendor in the area that's on the CBI, that's going to look pretty good I would think. Or if you are the only one that can go back to the campus and say, I have HECVAT filled out already, they're going to love you for that. So really is a difference. It shows you're engaged with the community. We see this as an opportunity to partner with vendors and campuses, not just get services from vendor, not just get services and pay. So this is a way to have that partnership and be engaged at a different level. And then also getting contacts. So maybe your idea, the best use of the CBI is to put it behind a firewall, we have a link on the REN-ISAC site that links to you and you collect information about their name, email addresses set up time to talk to them about what they're looking for. Allows you to do promotional work around that in a way that you collect something from it too and we are still able to show that convenience and that focus on privacy and security. I think it's back over to Jon now to talk about the future phases.   
  
>> Thank you, Kim. Appreciate it. Hopefully that gave you guys great overview of what the HECVAT project has been about, where we are today, the cloud broker index. And now I would like to give you a preview of where we are going. We are in phase three and have key milestones for hopefully a fall release. We are updating the HECVAT. Now hold on, that doesn't mean we're changing from the ground up. Based off of feedback, we're going in and trying to update some questions, making sure they are current with the times, maybe there was some wording, maybe there was a typo. One thing we have committed to, we will only update once a year this allows vendors to have a known good that they don't have to complete it two months later. And we have committed to having a list of changes. If you have a current version, you can go in and understand what changes were made that we need to evaluate. Keep in mind, your products are changing as well. So we want to make sure if you have a major product change, you've gone in and updated your HECVAT and that's why REN-ISAC committed to ping vendors that participate on that portion to just make sure, are things still current and up to date? And our automated triage tool to make sure we get automated scoring built into the platform. And that's going to help in a couple ways. That's really to give a quick look at when you get an assessment in, does it meet the basic needs given the risk? And adding an additional crosswalk to the standard. This has been requested by a number of institutions and while it won't cover all of PCI, it will map to the questions that apply. With that, I want to open it up and get some questions answered. So I think the first question we have coming in is, are we engaged with any cloud ERP vendors? I can speak from our personal experience, this is Jon at Baylor, because we have currently just undergone an ERP evaluation process. I did mention to both vendors. One of them is evaluating completing and it the other one declined to complete it. It's something ongoing conversations, certainly if there are vendors interested, I think it would be something that would be helpful. Simplicity that is posted out there has ERP-type tools that would also probably fall in that category of a hosted ERP solution. So that's one that I would say absolutely is an area for growth.   
  
>> Great, thanks Jon. And I would note that we will keep updated the HECVAT CBI website as new vendors get added there so you can check back if And, and if you have cloud ERP or other vendors added in the near future. Any other questions for our speakers? Okay, well, I just wanted to quickly note -- well, I see someone typing but I will go ahead and provide this general contact information. If you have any questions about CBI specifically, you can send a note to HECVAT.REN-ISAC.net. I think we can go ahead and wrap up the web far for today. On behalf of EDUCAUSE and our speakers, this is Valerie Vogel, and I thank all of you for joining us from around the world today for an engaging session and conversation. Before you sign off, please click on the session evaluation link, which you will find in the bottom left corner of your screen. Your comments are very important to us. The session will be archived on the EDUCAUSE Live! website, including slides and a complete replay. Please feel free to share it with your colleagues. And finally, please keep an eye out for more information on the microlearning series that will be available early this fall. We'll be posting more information as it becomes available at www.educause.edu/about/corporate-participation. On behalf of EDUCAUSE, this is Valerie Vogel. Thanks for joining us for today's EDUCAUSE Corporate Learning Webinar! Have a great afternoon.

--End of Webinar--