



Collaboration In Action

**Shared Services for Data Privacy,
Security, and Vendor Management**



Welcome & Session Overview

SESSION GOALS

- Generate ideas for new field resources
- Identify cross-state collaboration opportunities
- Share resources and implementation approaches
- Build peer connections for ongoing collaboration

Session Agenda



Vendors: Data Security & Privacy



Vendors: Performance & Innovation



Data Security & Privacy Initiatives



Interactive Discussion & Brainstorming

Vendors: Data Security & Privacy

Key Focus Areas

- **Vendor Risk Classification:** Classify vendors by risk tier to prioritize resources and determine required controls
- **DPA & NDPA Compliance:** Negotiate standardized agreements, enable piggybacking, address vendor-specific needs
- **Security Posture Monitoring:** Encourage SOC audits, ISO 27001, GESS Vendor Certification completion
- **Incident & Breach Support:** Assist with data breaches, notification obligations, and vulnerability responses

National Data Privacy Agreement (NDPA)

Core NDPA Activities

- Facilitate centralized DPA *negotiations with attorneys*
- Address needs associated with *different partner types* (e.g, K-12 vendors, extracurricular providers, industry partners, and higher education)
- Support field *awareness* of priority *non-standard terms*
- Leverage Resource *Registry* NDPA for agreement management
- Ensure *data destruction* expectations at vendor relationship end

New Tool: Resource Registry NDPA • **Emerging:** GESS Vendor Certification

Interactive Activity: Table Discussions

Discussion Format

 **Topic Cards:** Each table receives topic cards.

Your Role:

- Select 2–3 topics
- Share your experiences and approaches
 - Identify collaboration opportunities and document ideas on worksheets



DISCUSSION

NDPA Negotiation Challenges

What NDPA **negotiation challenges** have you encountered?
Which **vendor types** present the most **complex** negotiations?
How do you address complaints about **NDPA violations**?
What state laws/regulations support your **NDPA enforcement**?



8 minutes | Table Discussion



Vendors: Performance & Innovation



Product Performance

- Track performance issues, document trends, inform procurement decisions



Product Modernization

- Communicate needs for new initiatives, set data protection expectations, influence product roadmaps



Procurement & Agreements

- Leverage RFPs for fiscal compliance, negotiate service agreements, integrate NDPA into procurement

Data Security & Privacy Ecosystem

Partner Network

- A4L, PTAC, K12 SIX, PIPC, FPF
- MS-ISAC, CIS, NIST, CISA, DHSES, State AG Offices, Law Enforcement

State & Regulatory Alignment

- Identify impractical laws/regulations that conflict with operations
- Work with partners to resolve, amend, or provide guidance
- Align local practices with legal requirements; balance security and privacy priorities

Training & Field Support

Building Capacity Across the Field

Educator Training: Data Protection Officers, teachers & administrators, technology coordinators, FERPA-focused content

Alliance Resources: A4L SDPC webinars, online courses, professional learning, security awareness tools

Vendor Guidance: Vendor-focused training, A4L online vendor courses, best practice sharing, compliance support

Events & Convenings: Conferences, virtual events, in-person workshops, peer collaboration

Data Protection Controls & Technologies

Supporting Districts

Templates & Recommendations: Procedural controls, technical controls, data protection plans, exemplar resources

Technology Implementation: MFA solutions, firewalls & endpoint protection, email security systems, DDoS mitigation

Focus Areas: Planning → Implementation → Ongoing Support

Cyber Threat Preparedness & Response

- 1. Preparedness:** Planning for ransomware and high-impact incidents
- 2. Practice:** Tabletop exercises for incident response roles and decision-making
- 3. Network:** Trusted cybersecurity colleagues network for intelligence sharing
- 4. Response:** Incident response support and SOC coordination
- 5. Partnership:** Government coordination for ransomware and significant incidents
- 6. Resilience:** Best practices to strengthen district resilience



DISCUSSION

Cross-State Collaboration Opportunities

What **resources** could be shared across state alliances?

Where would **joint development** save time and improve quality?

What **templates** or tools would benefit multiple states?

How can we better leverage collective **bargaining power**?



10 minutes | Brainstorming



Discussion Topics

Vendor Risk: How do you classify and tier vendors?

NDPA: Strategies for addressing non-standard terms

Vendor Certification: Leveraging GESS Vendor Certification

Training: Most effective training delivery methods

Technology: MFA implementation across districts

Response: Building cybersecurity colleague networks

Procurement: Integrating NDPA into RFP processes

Innovation: Influencing vendor product roadmaps

Collaboration: Resources ready for cross-state sharing



SMALL GROUP ACTIVITY

Expanding Alliance Offerings

1. Review your alliance's current offerings
2. Identify 2–3 gaps or expansion opportunities
3. Brainstorm implementation approaches
4. Consider resource and partnership needs
5. Prepare to share one key idea with the group



15 minutes

Table Report Out



Each Table Shares:

- One innovative idea for expanding alliance offerings
- One cross-state collaboration opportunity identified
- One resource or tool that could be shared
- One challenge where collective problem-solving would help

Key Takeaways

- State alliances have **successful** implementing **NDPA** nationwide
- **Emerging tools:** Resource Registry 2.0 & GESS Vendor Certification
- **Comprehensive support:** from vendor management to incident response
- **Cross-state collaboration** multiplies impact and efficiency
- **Strong partnerships** essential: A4L, state agencies, security organizations

Next Steps & Continued Collaboration

Immediate:

- Connect with peers at your table
- Access session materials & worksheets

Short-term:

- Join A4L SDPC working groups
- Learn about the GESS Vendor Certification Program

Long-term:

- Co-develop national resources
- Expand the collective impact

Resources & Stay Connected

A4L SDPC Resources

- **Resource Registry NDPA**
- **Online Courses & Webinars**
- **Templates & Exemplars**
- **GESS Vendor Certification**

Partner Organizations

A4L • PTAC • K12 SIX • PIPC • FPF • MS-ISAC • CISA • NIST

Thank You!

Questions & Discussion