

Microsoft Enterprise Agreement Contract Award

City Council Meeting
May 22, 2018
Item 3.4

Enterprise Agreement - Outcomes

Provide productivity and collaboration tools that enable all City staff to work effectively.

- Office Software and Email
- Enterprise Content Management
- Multi-Device + Mobile Use
- Anti-Spam/Phishing
- eDiscovery
- Computer Access Licenses
- Justice Systems (CJIS) Security

Enterprise Agreement - Purchasing

- The County of Riverside, California administers a cooperative Microsoft Enterprise License Agreement (“EA”) on behalf of State and Local public agencies throughout California.
- In 2013, City Council authorized leveraging the Riverside’s EA per San José Municipal Code 4.12.225; the City’s enrollment will expire May 2018.
- Riverside’s most recent competitive process concluded in late 2016, in which it identified eight Microsoft Licensed Solution Providers.

Enterprise Agreement - Purchasing

- By leveraging the Riverside EA, the City obtains a discount off of Microsoft's government rates.
- To seek and obtain additional discounts, the City conducted its own price-determinative Request for Bids ("RFB") with Riverside's Microsoft Licensed Solutions Providers in April 2018.
- After application of the City's local preference, Insight Public Sector was deemed the lowest cost responsive and responsible bidder.

Enterprise Agreement - Key Points

Results

- 3-year Agreement
- \$1.76M per year → \$5.27M total
- Additional Security Features
- Optimized Licenses with Departments
- Core Office Licenses Fully Budgeted in IT

Enterprise Agreement - Recommendation

- a) Approve the City's continued participation in Riverside's EA
- b) Approve enrollment with Insight Public Sector
- c) Adopt a resolution authorizing the City Manager to:
 - 1) Execute purchase orders and other required enrollment documentation to purchase Microsoft Office 365 and related enterprises license for an initial three year term through May 31, 2021 in amount not-to-exceed \$5,272,776 *
 - 2) Execute additional purchase orders and other required enrollment documentation to extend the term through May 31, 2027 *
 - 3) Execute additional purchase orders, change orders and other required enrollment documentation as required for unanticipated changes, including additional subscriptions *

* subject to the appropriation of funds

Microsoft Enterprise Agreement

Questions?

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