

CITY OF HIGH POINT

AGENDA ITEM



Title: Microsoft Enterprise Agreement

From: Steve Lingerfelt, Director of Information
Technology Services

Meeting Date: November 19, 2018

Public Hearing: No

**Advertising Date /
Advertised By:**

Attachments: SHI Enterprise Agreement Quote
Formal Bid Recommendation

PURPOSE:

The City needs to renew the Microsoft Enterprise Agreement with the Office 365 component. This is a three year contract.

BACKGROUND:

Information Technology Services is recommending the City of High Point renew the three year Microsoft Enterprise Agreement which includes the Office 365 component to efficiently provide email archival storage and take advantage of cloud based services.

This contract includes the software advantage feature which allows for product upgrades as they are released by Microsoft without any additional cost. This agreement also includes the employee purchase program.

BUDGET IMPACT:

The City of High Point will use existing funds in the FY 2018-19 budget to purchase the Microsoft Enterprise Agreement. The total cost of the agreement is \$570,267.09 annually for three years. This purchase utilizes the North Carolina State contract number 208C pricing.

RECOMMENDATION / ACTION REQUESTED:

The Department of Information Technology Services recommends approval of the contract and that the appropriate City official be authorized to execute all necessary documents.



**FORMAL BID RECOMMENDATION
REQUEST FOR COUNCIL APPROVAL**

DEPARTMENT: **Information Technology Services**

COUNCIL AGENDA DATE: **November 19, 2018**

BID NO.: CONTRACT NO.: **NC 208C** DATE OPENED:

DESCRIPTION:

This is the Microsoft Enterprise Agreement for the City of High Point. It is a three year contract that licenses the Microsoft products used by the City.

PURPOSE:

This agreement licenses the Office 365 product suite as well as SQL server used by the City. It also includes software assurance for product updates.

COMMENTS:

RECOMMEND AWARD TO: **SHI** AMOUNT: **\$570,267.09**

JUSTIFICATION:

Microsoft requires licensing to use it's office and server products. Utilizing an Enterprise Agreement reduces the cost of the licensing.

ACCOUNTING UNIT	ACCOUNT	ACTIVITY	CATEGORY	BUDGETED AMOUNT
101241	527216			\$570,267.09
TOTAL BUDGETED AMOUNT				\$570,267.09

DEPARTMENT HEAD: **Steve Lingerfelt** Digitally signed by Steve Lingerfelt
Date: 2018.11.12 13:44:41 -05'00' DATE: **November 12, 2018**

The Purchasing Division concurs with recommendation submitted by the **Information Systems** and recommends award to the lowest responsible, responsive bidder **SHI** in the amount of \$ **570,267.09**.

PURCHASING MANAGER: **Erik Conti** Digitally signed by Erik Conti
DN: cn=Erik Conti, o, ou,
email=erik.conti@highpointnc.gov, c=US
Date: 2018.11.12 13:58:43 -05'00' DATE: **Nov 12, 2018**

Approved for Submission to Council
FINANCIAL SERVICES DIRECTOR: **Kelly Latham** Digitally signed by Kelly Latham
DN: cn=Kelly Latham, o, ou,
email=kelly.latham@highpointnc.gov, c=US
Date: 2018.11.12 14:31:21 -05'00' DATE: **11/12/2018**

CITY MANAGER: **Greg Demko** Digitally signed by Greg Demko
DN: cn=Greg Demko, o=High Point, ou=High Point,
email=greg.demko@highpointnc.gov, c=US
Date: 2018.11.12 14:39:08 -05'00' DATE: **Nov 12, 2018**



Pricing Proposal
Quotation #: 16170729
Reference #: EA# 48341687
Created On: 10/26/2018
Valid Until: 11/30/2018

City of High Point

Allen Eudy

211 S Hamilton St
High Point, NC 27261
UNITED STATES
Phone: 336.883.3698
Fax:
Email: allen.eudy@highpointnc.gov

Account Executive

Dean Blackmon

Phone: 910-538-6804
Fax:
Email: Dean_Blackmon@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 M365 E3 FromSA GCC ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: AAA-11984 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C	900	\$295.82	\$266,238.00
2 M365 E3 GCC ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: AAA-11982 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C	300	\$353.81	\$106,143.00
3 O365GCCE1 ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: U4S-00002 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C	420	\$78.62	\$33,020.40
4 EntMobandSecE3FromSAGCC ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: AAA-11235 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C	420	\$73.71	\$30,958.20
5 VisioOnlnP2GCC ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: P3U-00001 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C	25	\$138.57	\$3,464.25
6 ProjOnlnProfGCC ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: 7MS-00001 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C	10	\$276.17	\$2,761.70
7 ExchgSvrStd ALNG SA MVL Microsoft - Part#: 395-02504 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C	3	\$712.53	\$2,137.59
8 SQLSvrStdCore ALNG SA MVL 2Lic CoreLic Microsoft - Part#: 7NQ-00292	60	\$576.58	\$34,594.80

Contract Name: Microsoft Software - Enterprise Agreement
Contract #: 208C

9	VSPSubMSDN ALNG SA MVL Microsoft - Part#: 77D-00111 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C	6	\$302.21	\$1,813.26
10	VSEntSubMSDN ALNG SA MVL Microsoft - Part#: MX3-00117 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C	1	\$1,054.05	\$1,054.05
11	CISStdCore ALNG SA MVL 2Lic CoreLic Microsoft - Part#: 9GA-00313 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C	88	\$33.58	\$2,955.04
12	CISStdCCore ALNG SA MVL 2Lic CoreLic Microsoft - Part#: 9GS-00135 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C	180	\$163.80	\$29,484.00
13	WinSvrCCore ALNG SA MVL 2Lic CoreLic Microsoft - Part#: 9EA-00278 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C Note: **Includes pending True Up	56	\$124.49	\$6,971.44
14	CISStdCCore ALNG LicSAPk MVL 2Lic woWinSvrLic CoreLic Microsoft - Part#: 9GS-00735 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C	56	\$225.22	\$12,612.32

Subtotal	\$534,208.05
*Tax	\$36,059.04
Total	\$570,267.09

*Tax is estimated. Invoice will include the full and final tax due.

Additional Comments

Thank you for choosing SHI International Corp! The pricing offered on this quote proposal is valid through the expiration date listed above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order. For any additional information including Hardware, Software and Services Contracts, please contact an SHI Inside Sales Representative at (888) 744-4084.

SHI International Corp. is 100% Minority Owned, Woman Owned Business.
TAX ID# 22-3009648; DUNS# 61-1429481; CCR# 61-243957G; CAGE 1HTF0

The Products offered under this proposal are resold in accordance with the [SHI Online Customer Resale Terms and Conditions](#), unless a separate resale agreement exists between SHI and the Customer.