



Microsoft Enterprise License Agreement

Presented to: Organizational,
Services & Performance Monitoring
Committee

July 12, 2022

History

- **From the early 1990's through 2019:** Primarily a Novell server computing environment, with Microsoft products on PC's and laptops.
- **In late 2019:** strategic decision was made to standardize on Microsoft as preferred platform.
- **In 2020:** A second Enterprise Agreement with Microsoft added Office 365 subscriptions; Migration to Microsoft Outlook was completed.
- **In 2021 and 2022:** Upgrades to other Microsoft products completed; New collaboration technology introduced.
- The two agreements allowed staff to extend the investment in on-premises Microsoft licenses made over the previous 20+ years, but the industry is trending toward a subscription license model for all software.

Background

This procurement allows staff to:

- Unify the Microsoft platform under a single Enterprise Agreement
- Standardize license types
- Utilize enhanced security features and functionality
- Increase the quantity of licenses to accommodate employee turn-over
- Take advantage of new software updates, as they are released

Alternatives

- Reject this procurement and cease use of subscription-based Office 365 software.
- Revert to a limited number of on-premises licenses of older software versions.

Procurement Overview

- Section 306.43 (H)(4) of the Ohio Revised Code provides political subdivisions, within the State of Ohio, the opportunity to participate in contracts executed by the State of Ohio, Department of Administrative Services.

Procurement Overview

- Microsoft Enterprise Licenses will be purchased from Dell Marketing, LP. through the State of Ohio, Department of Administrative Services, Cooperative Purchasing Program under State Contract #0A152.

Procurement Overview

License Cost Breakdown by Year:

Item	Cost
Year One	\$787,140.12
Year Two	\$895,096.92
Year Three	\$922,881.72
TOTAL	\$2,605,118.76

Procurement Overview

Recommendation:

- Staff requests that the Organizational, Services & Performance Monitoring Committee recommend to the Board of Trustees the award of a contract to Dell Marketing, LP. for Microsoft Enterprise Licenses in an amount not to exceed \$2,605,118.76 for a period of three years.

QUESTIONS?

