

Cost Analysis

Software and Ancillary Services (Microsoft Enterprise Software) SWC 99999-SPD-SPD0000060-0003

Pricing, percentage discounts and total savings for utilizing the above SWC:

DESCRIPTION	* TOTAL MARKET AVG.	SHI INTERNATIONAL CORP.	TOTAL SAVINGS	TOTAL DISCOUNT
Microsoft Enterprise Agreement License Subscription (Subscription Period Years 1 – 3)	\$16,524,200.22	\$14,003,559.51	(\$2,520,640.71)	18%

** Market AVG. based on 2 market vendors providing the same quotes.*

Vendor No. 1 – CDW-Government

Vendor No. 2 – Dell Marketing/ Dell Financial

Utilizing this vendor would offer a cost savings of 18%.

By utilizing this SWC, the County is saving on average \$2,520,640.71 (\$840,213.57 annually) with a total overall percentage savings discount of 18%. It is recommended approval for the use of this contract to avoid adversely impacting continuity of operations throughout the County.

Created by: Jovan Hooper, Procurement Agent, Team B