



OFFICE OF CIO & DIRECTOR
JOHN A. MATELSKI

DeKalb County Government
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TO: Phyllis Head, Purchasing Manager, Purchasing & Contracting
FROM: Angela Green, IT Business Officer, Innovation & Technology
THROUGH: John A. Matelski, CIO & Director, Innovation & Technology
RE: Microsoft Enterprise Agreement for Microsoft Licenses & Technical Support
with Microsoft Corporation / CDW-G (Reseller) via State Wide Contract
DATE: July 2, 2020

The Department of Innovation & Technology has received Microsoft Enterprise Agreement (EA) annual true-up and new license quotes for 2020 - 2023 from the firms included in the State of Georgia purchasing contract new and existing Microsoft software licenses and support services. DoIT received quotes from all three resellers included in the State of Georgia purchasing contract and recommends awarding to the lowest cost quote. The 3-year contract period begins at the expiration of our existing contract in August 2020 and ends in August 2023 and includes of our current Software License and Technical Support contract to cover all of Microsoft Corporation proprietary software Licensed Products utilized by the DeKalb County.

CDW-G Corporation is the State of Georgia authorized distributor of the MS Enterprise License & Select Agreement under the Georgia Technology Authority Contract. The Microsoft EA agreement is for three (3) years ending 8/31/2023 and the total monetary obligation of the County for software licensing and support for all years is \$10,226,232.48 (\$3,408,744.16 per year for 3 years). We solicited bids from Software House International, CDW-G, and Dell which are the three authorized Microsoft Enterprise Agreement included in the State of Georgia Microsoft Enterprise Contract. The bid responses are as follows:

SHI: \$3,433,101.18
CDW-G: \$3,408,744.16
Dell: \$3,472,135.85

Additionally, we are increasing our Azure monetary commitment credits to accommodate a significant increase in Azure compute resources to accommodate new system installations including CityWorks, Azure Storage Pools, and the upgrades to ESRI GIS.

The quoted price reflects a discount by utilizing the State of Georgia agreement which results in the highest level discount available to local governments within Georgia. The current Microsoft Corporation Licensing Agreement expiration date is August 31, 2020, thus requiring that this request



be expedited. This request will be funded through Innovation & Technology 2020 Maintenance and Repair Services budget using charge account number 01605.522201100.0000.0000.

IT requests that P&C submit an Agenda item to the BOC at the earliest date possible to ensure BOC approval before contract expires on August 31, 2020.

Thank you for your consideration of this request. If addition information is required, please contact Angela Green at 404-371-2374.

Attachments: CDW-G Quote
SHI Quote
Dell Quote