



OFFICE OF CIO & DIRECTOR
JOHN A. MATELSKI

DeKalb County Government
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TO: Delois Robinson, Purchasing Manager, Purchasing & Contracting
FROM: Angela Green, IT Business Officer, Innovation & Technology *AG*
THROUGH: John A. Matelski, CIO & Director, Innovation & Technology *JAM*
RE: Microsoft Enterprise Agreement for Microsoft Licenses & Technical Support
with Microsoft Corporation / Dell (Reseller) via State Wide Contract
DATE: July 27, 2017

The Department of Innovation & Technology has received Microsoft Enterprise Agreement (EA) annual true-up and new license quotes for 2017 from Dell Corporation (Reseller) for existing Microsoft software licenses and support services. IT would like to renew current Software License and Technical Support contract to cover all of Microsoft Corporation proprietary software Licensed Products utilized by the DeKalb County.

Dell 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 8/31/2020 and the total monetary obligation of the County for software licensing and support for all years is \$6,649,513.08 (\$2,216,504.36 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: \$2,223,323.86
CDW-G: \$2,326,648.90
Dell: \$2,216,504.36

Additionally, Dell is our current Microsoft Enterprise Agreement provider and this request includes \$1,008,507.36. The true-up expenses are the result of increasing our SQL Server Database Management System software to accommodate new system installations including Electronic Warrant Interchange, Tyler Odyssey, and the upgrades to ESRI GIS. The annual true-up is in lieu of individual purchases throughout the year. The true-up cost includes the initial license cost and annual maintenance.

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, 2017, thus requiring that this request



be expedited. This request will be funded through Innovation & Technology 2017 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, 2017.

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

Attachments: Dell Quote