

## Board Meeting

November 14, 2019

### Approve Cooperative Purchase and Contract for Microsoft Volume Licenses through Software House International, Inc. (SHI)

Item IV.B.

---

**Recommended Action:** Approve State of Florida Cooperative Purchase and Contract for Microsoft Volume Licenses through Software House International, Inc.

**Strategic Plan Alignment:** Administration

---

The Microsoft Enterprise Agreement for Microsoft Volume Licenses must be renewed every three years. This request is for the renewal agreement for the next three years utilizing the State of Florida contract.

This agreement allows JWB to use and receive updates to all of our Microsoft products including Office, Exchange, Windows, SQL Server, SharePoint, and various other products. Software House International, Inc. (SHI) is a Value Added Reseller (VAR) that negotiated with Microsoft for our pricing.

In 2016, the State of Florida competitively procured the Licensing Solutions Providers of Microsoft Software and Services through an Intention to Negotiate. SHI International Corp was awarded the contract, #43230000-15-02, for the provision of Microsoft License, Maintenance, and Services based off of the State of Florida Enterprise Agreement, #01E73902. This contract allows eligible users, such as JWB, to purchase through SHI against the state contract and enterprise agreement. State pricing is 18.2 percent lower than retail (see attachment). The contract also contains favorable terms for JWB, such as termination provisions, public records recognition, and indemnification language that a smaller agency such as JWB cannot negotiate with Microsoft or SHI.

During the renewal process, a true up was completed to account for all license quantities. During this process, additional virtual servers were added for Data Analytics, SharePoint, and other JWB critical servers which require higher amounts of processors to efficiently process data. Because of the greater processing power required, this resulted in an increase to the number of licenses required for this renewal.

Based off of the favorable pricing and contract terms and conditions, JWB staff recommends utilizing the State of Florida contract, and thus awarding the purchase through SHI for Microsoft licensing, software, and services. The annual cost of the agreement is \$81,662.51.

Attachment: SHI Pricing Proposal and Microsoft State Pricing

Staff Resource: Brian Jaruszewski  
Laura Peele  
Diana Carro  
Lorrayne Hayes



Pricing Proposal  
 Quotation #: 17861840  
 Created On: 10/8/2019  
 Valid Until: 11/7/2019

---

## Juvenile Welfare Board of Pinellas County

---



---

## Inside Account Executive

---

### Laura Peele

14155 58th Street North  
 Clearwater, FL 33760  
 United States  
 Phone: 727.453.5644  
 Fax:  
 Email: LPeele@jwbpinellas.org

### Evan Ely

290 Davidson Ave.  
 Somerset, NJ 08873  
 Phone: 732-652-0273  
 Fax: 732-564-8224  
 Email: Evan\_Ely@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 O365E3FromSA ShrdSvr ALNG SubsvL MVL PerUsr Microsoft - Part#: AAA-10758 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract #: 43230000-15-02	70	\$183.60	\$12,852.00
2 CoreCALBridgeO365FromSA ALNG SubsvL MVL PerUsr Microsoft - Part#: AAA-12416 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract #: 43230000-15-02	70	\$16.32	\$1,142.40
3 ExchgSvrStd ALNG SA MVL Microsoft - Part#: 312-02257 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract #: 43230000-15-02	2	\$124.34	\$248.68
4 PrjctPro ALNG SA MVL w1PrjctSvrCAL Microsoft - Part#: H30-00238 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract #: 43230000-15-02	20	\$189.78	\$3,795.60
5 SharePointSvr ALNG SA MVL Microsoft - Part#: H04-00268 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract #: 43230000-15-02	1	\$1,193.46	\$1,193.46
6 SQLSvrEntCore ALNG LicSAPk MVL 2Lic CoreLic Microsoft - Part#: 7JQ-00341 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract #: 43230000-15-02	6	\$5,149.31	\$30,895.86

7	SQLSvrEntCore ALNG SA MVL 2Lic CoreLic Microsoft - Part#: 7JQ-00343 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract #: 43230000-15-02	6	\$2,206.96	\$13,241.76
8	SQLSvrEnt ALNG SA MVL Microsoft - Part#: 810-04760 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract #: 43230000-15-02	3	\$1,379.15	\$4,137.45
9	SQLSvrStd ALNG SA MVL Microsoft - Part#: 228-04433 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract #: 43230000-15-02	2	\$144.79	\$289.58
10	SQLCAL ALNG SA MVL UsrCAL Microsoft - Part#: 359-00961 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract #: 43230000-15-02	70	\$33.54	\$2,347.80
11	SysCtrStdCore ALNG SA MVL 16Lic CoreLic Microsoft - Part#: 9EN-00195 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract #: 43230000-15-02	3	\$142.33	\$426.99
12	VisioPro ALNG SA MVL Microsoft - Part#: D87-01159 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract #: 43230000-15-02	20	\$98.98	\$1,979.60
13	WinRmtDsktpSrvcsCAL ALNG SA MVL UsrCAL Microsoft - Part#: 6VC-01254 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract #: 43230000-15-02	15	\$21.27	\$319.05
14	WinSvrDCCore ALNG SA MVL 2Lic CoreLic Microsoft - Part#: 9EA-00278 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract #: 43230000-15-02	42	\$124.34	\$5,222.28
15	O365AdvThrtPrtctnPln1 ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: KF5-00002 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract #: 43230000-15-02	70	\$18.60	\$1,302.00
16	CloudAppSec ALNG SubsVL MVL PerUsr Microsoft - Part#: 2ER-00002 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract #: 43230000-15-02	70	\$32.40	\$2,268.00
			Total	\$81,662.51

---

*The products offered under this proposal are resold in accordance with the terms and conditions of the Contract referenced under that applicable line item.*

Part Number	Item Name	Product Type	Purchase Period	Purchase Unit	Estimated Retail Price	Florida Cost	Discount	
AAA-10758	O365E3FromSA ShrdSvr ALNG SubsVL MVL PerUsr	Non-Specific	1 Month(s)		\$ 18.70	\$ 15.30	18.20%	x 12 months= \$183.60 annually
AAA-12416	CoreCALBridgeO365FromSA ALNG SubsVL MVL PerUsr	Non-Specific	1 Month(s)		\$ 1.66	\$ 1.36	18.20%	x 12 months= \$16.32 annually
312-02257	ExchgSvrStd ALNG SA MVL	Software Assurance	1 Yr(s) Remaining	1 Year(s)	\$ 152.00	\$ 124.34	18.20%	
H30-00238	PrjctPro ALNG SA MVL w1PrjctSvrCAL	Software Assurance	1 Yr(s) Remaining	1 Year(s)	\$ 232.00	\$ 189.78	18.20%	
H04-00268	SharePointSvr ALNG SA MVL	Software Assurance	1 Yr(s) Remaining	1 Year(s)	\$ 1,459.00	\$ 1,193.46	18.20%	
7JQ-00341	SQLSvrEntCore ALNG LicSAPk MVL 2Lic CoreLic	License/Software Assurance Pack	Added at Signing	1 Year(s)	\$ 6,295.00	\$ 5,149.31	18.20%	
7JQ-00343	SQLSvrEntCore ALNG SA MVL 2Lic CoreLic	Software Assurance	1 Yr(s) Remaining	1 Year(s)	\$ 2,698.00	\$ 2,206.96	18.20%	
810-04760	SQLSvrEnt ALNG SA MVL	Software Assurance	1 Yr(s) Remaining	1 Year(s)	\$ 1,686.00	\$ 1,379.15	18.20%	
228-04433	SQLSvrStd ALNG SA MVL	Software Assurance	1 Yr(s) Remaining	1 Year(s)	\$ 177.00	\$ 144.79	18.20%	
359-00961	SQLCAL ALNG SA MVL UsrCAL	Software Assurance	1 Yr(s) Remaining	1 Year(s)	\$ 41.00	\$ 33.54	18.20%	
9EN-00195	SysCtrStdCore ALNG SA MVL 16Lic CoreLic	Software Assurance	1 Yr(s) Remaining	1 Year(s)	\$ 174.00	\$ 142.33	18.20%	
D87-01159	VisioPro ALNG SA MVL	Software Assurance	1 Yr(s) Remaining	1 Year(s)	\$ 121.00	\$ 98.98	18.20%	
6VC-01254	WinRmtDsktpSrvcsCAL ALNG SA MVL UsrCAL	Software Assurance	1 Yr(s) Remaining	1 Year(s)	\$ 26.00	\$ 21.27	18.20%	
9EA-00278	WinSvrDCCore ALNG SA MVL 2Lic CoreLic	Software Assurance	1 Yr(s) Remaining	1 Year(s)	\$ 152.00	\$ 124.34	18.20%	
KF5-00002	O365AdvThrtPrctnPln1 ShrdSvr ALNG SubsVL MVL PerUsr	Non-Specific	1 Month(s)		\$ 1.90	\$ 1.55	18.20%	x 12 months= \$18.60 annually
2ER-00002	CloudAppSec ALNG SubsVL MVL PerUsr	Non-Specific	1 Month(s)		\$ 3.30	\$ 2.70	18.20%	x 12 months= \$32.40 annually