



City of San Leandro

Meeting Date: November 18, 2019

Staff Report

File Number: 19-596 **Agenda Section:** CONSENT CALENDAR

Agenda Number: 8.J.

TO: City Council

FROM: Jeff Kay
City Manager

BY: Jeff Kay
City Manager

FINANCE REVIEW: David Baum
Finance Director

TITLE: Staff Report for a City of San Leandro City Council Resolution to Approve Annual Renewals for Fiscal Years 2019-2020 and 2020-2021 with SoftChoice Corporation, Inc. for the Microsoft Enterprise Agreement for the Combined Amount of \$366,478.46 (Approves One Annual Renewal of \$183,239.23 in Fiscal Year 2019-2020 and One Annual Renewal of \$183,239.23 plus up to a 10% increase in Fiscal Year 2020-2021).

SUMMARY AND RECOMMENDATIONS

Staff recommends that the City Council approve a resolution authorizing the City Manager to approve payments to SoftChoice Corporation, Inc. of \$183,239.23 in Fiscal Year 2019-2020 and \$183,239.23 plus up to a 10% increase in Fiscal Year 2020-2021 for renewal of the Microsoft Enterprise Agreement, which includes subscriptions and licenses for Microsoft Windows, Office 365 Email, OneDrive, Skype, SharePoint and more.

BACKGROUND

The City of San Leandro utilizes a Microsoft Enterprise Agreement plan for all Microsoft products, including Windows desktop and server operating systems, SQL databases, and the Office 365 platform.

Analysis

The City of San Leandro is required to make an annual payment to maintain its Microsoft software infrastructure. This includes all Windows operating systems for City-owned desktops and laptops; all Windows server operating systems and SQL databases servers in the City's data centers; and the full suite of Office 365 for all City employees. Office 365 includes Exchange email with Advanced Threat Protection, OneDrive, SharePoint Online, Skype for Business, Teams, Audio Conferencing, and the full Office suite of applications (Word, Outlook, Excel, Access, PowerPoint, EndNote).

This annual contract covers all the licenses needed by the City for all Microsoft products along with technical support, new software upgrades, security patches, and all cloud computing services on Microsoft Azure. Payment is made through SoftChoice Corporation, a Microsoft certified partner. In 2016, the City selected SoftChoice Corporation as its Microsoft Value-Added Reseller (VAR) after using a competitive process.

Previous City Council Actions

- On November 5, 2018, the City Council approved a Microsoft Enterprise Agreement annual renewal with SoftChoice Corporation for FY18-19 for the amount of \$144,666.14, Reso No. 2018-147;
- On October 16, 2017, the City Council approved a Microsoft Enterprise Agreement annual renewal with SoftChoice Corporation for FY17-18 for the amount of \$134,829.34, Reso No. 2017-144.

Legal Analysis

The City Attorney's office reviewed and approved the purchase agreements.

Fiscal Impacts

The total annual software and maintenance cost for Fiscal Year 2019-2020 is \$183,239.23. Fiscal Year 2020-2021 is expected to be \$183,239.23 plus up to a 10% increase.

Budget Authority

The Finance Director has verified there are sufficient funds in the FY19-20 operating budget, Account 688-13-001-5311, and FY20-21 adopted budget, Account 688-13-001-5311.

PREPARED BY: Tony Batalla, Chief Technology Officer, City Manager's Office



City of San Leandro

Meeting Date: November 18, 2019

Resolution - Council

File Number: 19-597 **Agenda Section:** CONSENT CALENDAR

Agenda Number:

TO: City Council

FROM: Jeff Kay
City Manager

BY: Jeff Kay
City Manager

FINANCE REVIEW: David Baum
Finance Director

TITLE: RESOLUTION of the City of San Leandro City Council to Approve Annual Renewals for Fiscal Years 2019-2020 and 2020-2021 with SoftChoice Corporation for the Microsoft Enterprise Agreement for the Combined Amount of \$366,478.46 (Approves One Annual Renewal of \$183,239.23 in Fiscal Year 2019-2020 and One Annual Renewal of \$183,239.23 plus up to a 10% increase in Fiscal Year 2020-2021).

WHEREAS, a quote for the annual renewal from SoftChoice Corporation for Microsoft Enterprise Agreement was presented to this City Council; and

WHEREAS, the City Council is familiar with the contents thereof; and

WHEREAS, the City Manager recommends approval of said agreement.

NOW, THEREFORE, the City Council of the City of San Leandro does RESOLVE as follows:

The City Manager is hereby authorized and directed, on behalf of the City Council of the City of San Leandro, to execute payment on behalf of the City, in a form approved by the City Attorney; and

The City Manager is authorized to take all actions necessary or appropriate to carry out and implement the terms of the agreement and to administer the City's obligations, responsibilities and duties to be performed under the agreement; and

The City Manager is further authorized to approve up to one additional annual renewal in Fiscal Year 2020-2021, in an amount not to exceed 10% above the amount of the current renewal; and

That said renewal for FY 2019-2020 with SoftChoice Corporation for the Microsoft

Enterprise Agreement is in the amount of \$183,239.23; and

That said amount of \$183,239.23 is in the FY2019-2020 Operating Budget Account 688-13-001-5311 and said amount of \$183,239.23 plus up to a 10% increase is in the FY2020-2021 adopted budget, Account 688-13-001-5311.

Attachment(s) to Resolution

- SoftChoice Corporation Microsoft Renewal Quote: 8843968



Softchoice Corporation
100 Spear St, Suite 200
San Francisco, CA, 94105

Sales/Order desk
Phone: (800) 268-7638 Fax: (800) 268-7639

Quote	8843968
Date	10-Oct-2019
Reference	01102031

QUOTE

Ship To: 1001269

Bill To: 1001269

CITY OF SAN LEANDRO
835 E 14TH ST
SAN LEANDRO, CA 94577

CITY OF SAN LEANDRO
835 E 14TH ST
SAN LEANDRO, CA 94577

Attn:

Attn:

All currency in this quote is in US dollars.

Quote Prepared For	Phone: Fax:
Quote Sent By	Douglas Burge Douglas.Burge@softchoice.com Phone: (312) 655-9002 x323356 Fax: (800) 268-7639
Comments: Microsoft Renewal	

Item #	Mfg Sku #	Description	Qty	Unit Price	Extended Price
MEMO		Core O365 Products			
UF3249	AAA-11924 VL-YSLG	MS ENTERPRISE AGREEMENT SLG - O365GOVE3FROMSA SHRDSVR ALNG SUBSVL MVL PERUSR ALL LANGUAGES SAAS MS EA-ADD D SLG	371	\$184.12	\$68,308.52
UF3213	AAA-11894 VL-YSLG	MS ENTERPRISE AGREEMENT SLG - O365GOVE3 SHRDSVR ALNG SUBSVL MVL PERUSR ALL LANGUAGES SAAS MS EA-ADD D SLG	181	\$216.62	\$39,208.22
UK7598	AAA-12417 VL-YSLG	MS ENTERPRISE AGREEMENT SLG - CCALBRDGO365FSA ALNG MONTHLYSUB PLATFORM PER USE ALL LANGUAGES SAAS MS EA-LVL D SLG	371	\$16.21	\$6,013.91
UD4394	AAA-12415 VL-YSLG	MS ENTERPRISE AGREEMENT SLG - CCALBRDGO365 ALNG MONTHLYSUB PLATFORM PER USER ALL LANGUAGES SAAS MS EA-ADD D SLG	183	\$19.35	\$3,541.05
VX9516	T2N-00001 VL-YSLG	MS ENTERPRISE AGREEMENT SLG - O365GCCE5 SHRDSVR ALNG SUBSVL MVL PERUSR SAAS MS EA-ADD D SLG	2	\$379.08	\$758.16
TT4695	3NS-00003 VL-YSLG	MS ENTERPRISE AGREEMENT SLG - EXCHG ONLINE PLAN2 GOV SHARED SVR SUBSVL MVL PER USER ALL LANGUAGES SAAS MS EA-ADD D SLG	50	\$75.14	\$3,757.00
MEMO		O365 Add-ons			
VE6588	3GU-00001 VL-YSLG	MS ENTERPRISE AGREEMENT SLG - O365ATPGOV SHRDSVR ALNG SUBSVL MVL PERUSR ALL LANGUAGES SAAS MS EA-LVL D SLG	602	\$18.85	\$11,347.70
UT9725	LK3-00001 VL-YSLG	MS ENTERPRISE AGREEMENT SLG - SFBPSTNCONFGOV SHRDSVR ALNG SUBSVL MVL PERUSR ALL LANGUAGES SAAS MS EA-ADD D SLG	55	\$44.23	\$2,432.65
VX3798	LN9-00001 VL-YSLG	INTLCALLINGPGCC SHRDSVR ALNG SUBSVL MVL PERUSR SAAS MS EA-ADD D SLG	2	\$265.38	\$530.76
UT9724	7MS-00001 VL-YSLG	MS ENTERPRISE AGREEMENT SLG - PROJONLNPROFGOV SHRDSVR ALNG SUBSVL MVL PERUSR ALL LANGUAGES SAAS MS EA-ADD D SLG	16	\$281.97	\$4,511.52
VE6590	P3U-00001 VL-YSLG	MS ENTERPRISE AGREEMENT SLG - VISIOONLN2G SHRDSVR ALNG SUBSVL MVL PERUSR ALL LANGUAGES SAAS MS EA-ADD D SLG	27	\$140.98	\$3,806.46



Softchoice Corporation
 100 Spear St, Suite 200
 San Francisco, CA, 94105

Sales/Order desk
 Phone: (800) 268-7638 Fax: (800) 268-7639

Quote	8843968
Date	10-Oct-2019
Reference	01102031

QUOTE

Item #	Mfg Sku #	Description	Qty	Unit Price	Extended Price
VE6591	9K4-00003 VL-YSLG	MS ENTERPRISE AGREEMENT SLG - VISIOONLNP2GFROMSA SHRDSVR ALNG SUBSVL MVL PERUSR ALL LANGUAGES SAAS MS EA-ADD D SLG	3	\$119.87	\$359.61
MEMO		Server Products			
AK0187	395-02504 VL- YSLG1A	MS ENTERPRISE AGREEMENT SLG - EXCHANGE SVR ENT SA MVL ALL LANGUAGES E-CERTIFICATE MS EA-ADD D SLG	1	\$749.53	\$749.53
TN1127	359-00792 VL- YSLG1A	MS ENTERPRISE AGREEMENT SLG - SQLCAL SA MVL1LICENSE DVCCAL 1 YR REMAINING ALL LANGUAGES E-CERTIFICATE MS EA-LVL D SLG	60	\$35.31	\$2,118.60
FA9559	228-04433 VL- YSLG1A	MS ENTERPRISE AGREEMENT SLG - SQLSVRSTD ALNG SA MVL E- CERTIFICATE MS EA-ADD D SLG	7	\$151.79	\$1,062.53
MR3025	7NQ-00292 VL-YSLG1A	MS ENTERPRISE AGREEMENT SLG - SQL SERVER STANDARD CORE2CORE LIC SA RENEWAL ALL LANG ALL LANGUAGES E-DOWNLOAD MS EA-ADD D SLG	26	\$606.28	\$15,763.28
MEMO		Windows Desktop Products			
UD1304	KV3-00353 VL-YSLG1A	MS ENTERPRISE AGREEMENT SLG - WINENT ALNG SA MVL PLTFRM LISTED LANGUAGES E-CERTIFICATE MS EA-ADD D SLG	371	\$42.71	\$15,845.41
UT7921	9EA-00278 VL-YSLG1A	MS ENTERPRISE AGREEMENT SLG - WINSVRDCCORE ALNG SA MVL2LIC CORELIC ALL LANGUAGES E-CERTIFICATE MS EA-ADD D SLG	24	\$130.18	\$3,124.32
MEMO		Annualized			
				SUB TOTAL	\$183,239.23
				DELIVERY: Economy	NO CHARGE
All currency in this quote is in US dollars.				TOTAL - USD	\$183,239.23
Lease and Financing payment options are available, please call for special pricing*					

*Please note that the estimated monthly payment shown above is an option based on a 36 month term with a USD\$1.00 buyout at the end of the term. Fair market value buyout and monthly payments may vary depending on your creditworthiness as determined by Softchoice. 1 and 2 year Service Agreements, Subscriptions, License and Support contracts are not eligible for 36 month payment plans; 12 or 24 month payment options may be available upon request. Shipping and applicable taxes are not included in the above estimate. Payment options in the United States of America are in US Dollars and not billable in other currencies. All monthly lease payment options are subject to credit approval and execution of a lease contract.

Pricing, availability and special offers are subject to change at any time.

Softchoice Corporation is legally obligated to collect fees levied under the Electronic Waste Recycling Fee Program (California State Board of Equalization) associated with the transaction(s) listed on this document

This purchase is subject to Softchoice's online terms of sale, unless you have a separate purchase agreement signed by both your company and Softchoice, in which case, that separate agreement will govern. Softchoice's terms of sale can be found at:
<http://m.softchoice.com/files/pdf/terms/TermsAndConditionsForProductPurchases.pdf>