



City of San Leandro

Meeting Date: November 1, 2021

Staff Report

File Number: 21-592 **Agenda Section:** CONSENT CALENDAR

Agenda Number: 8.G.

TO: City Council

FROM: Fran Robustelli
City Manager

BY: Fran Robustelli
Interim City Manager

FINANCE REVIEW: Susan Hsieh
Finance Director

TITLE: Staff Report for a City of San Leandro City Council Resolution to Approve Annual Renewals for Fiscal Years 2021-2022 and 2022-2023 with SoftChoice Corporation, Inc. for the Microsoft Enterprise Agreement for the Combined Amount of \$410,559.51 (Approves One Annual Renewal of \$195,504.53 in Fiscal Year 2021-2022 and One Annual Renewal of \$215,054.98 plus up to a 10% increase in Fiscal Year 2022-2023).

SUMMARY AND RECOMMENDATIONS

Staff recommends that the City Council approve a resolution authorizing the City Manager to approve payments to SoftChoice Corporation, Inc. of \$195,504.53 in Fiscal Year 2021-2022 and \$215,054.98 plus up to a 10% increase in Fiscal Year 2022-2023 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, pursuant to a competitive process the City selected SoftChoice Corporation as its Microsoft Value-Added Reseller (VAR), due to its low pricing.

Previous City Council Actions

- On November 11, 2019, the City Council approved a Microsoft Enterprise Agreement for annual renewals with SoftChoice Corporation for FY2019-2020 and 2020-2021 for the combined amount of \$366,478.46 (Approved 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), Reso. No. 2019-192;
- On November 5, 2018, the City Council approved a Microsoft Enterprise Agreement annual renewal with SoftChoice Corporation for FY2018-2019 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 FY2017-2018 for the amount of \$134,829.34, Reso. No. 2017-144.

Legal Analysis

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

Fiscal Impacts

The total annual software and maintenance cost for Fiscal Year 2021-2022 is \$195,504.53. Fiscal Year 2022-2023 is expected to be \$215,054.98 plus up to a 10% increase.

Budget Authority

This project requires no additional appropriations. There are sufficient funds in the FY2021-2022 operating budget and FY2022-2023 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 1, 2021

Resolution - Council

File Number: 21-593 **Agenda Section:** CONSENT CALENDAR

Agenda Number:

TO: City Council

FROM: Fran Robustelli
City Manager

BY: Fran Robustelli
Interim City Manager

FINANCE REVIEW: Susan Hsieh
Finance Director

TITLE: RESOLUTION of the City of San Leandro City Council to Approve Annual Renewals for Fiscal Years 2021-2022 and 2022-2023 with SoftChoice Corporation for the Microsoft Enterprise Agreement for the Combined Amount of \$410,559.51 (Approves One Annual Renewal of \$195,504.53 in Fiscal Year 2021-2022 and One Annual Renewal of \$215,054.98 plus up to a 10% increase in Fiscal Year 2022-2023).

WHEREAS, a quote for the annual renewal from SoftChoice Corporation for the Microsoft Enterprise Agreement is 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 of San Leandro City Council hereby RESOLVES as follows:

That the annual renewals are approved, and that the City Manager is hereby authorized and directed, on behalf of the City Council, to execute payment on behalf of the City, in a form approved by the City Attorney; and

That 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

That the City Manager is further authorized to approve up to one additional annual renewal in Fiscal Year 2022-2023, in an amount not to exceed 10% above the amount of the current renewal; and

That said renewal for FY 2021-2022 with SoftChoice Corporation for Microsoft Enterprise Agreement is in the amount of \$195,504.53; and

That said amount of \$195,504.53 is in the FY 2021-2022 Operating Budget Account 688-13-001-5311 and said amount of \$215,054.98 plus up to a 10% increase is in the FY 2022-2023 adopted budget, Account 688-13-001-5311.

Attachment(s) to Resolution

- SoftChoice Corporation Microsoft Renewal Quote # 786212



Softchoice
 20 Mowat Avenue
 Toronto, ON M6K 3E8

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

Quote	Q-786212
Date	15-Oct-2021

Quote

Ship To :
 Anton Batalla
 City Of San Leandro
 835 E 14TH ST
 SAN LEANDRO, CA 94577

Bill To:
 Anton Batalla
 City Of San Leandro
 835 E 14TH ST
 SAN LEANDRO CA
 94577

Quote Prepared For	Anton Batalla City Of San Leandro Phone: 510-577-3385 Email: tbatalla@sanleandro.org
Quote Sent By	Douglas Burge douglas.burge@softchoice.com Phone: (312) 655-9002 Fax:
Anniversary Date	02-Dec-2021
Authorization Number	56066178
Agreement End Date	30-Nov-2022
Comments	

SLG EA - Year 3 Scheduled Billing - Enr: 56066178

Item #	Mfg SKU #	Description	Qty	Billing Frequency	Start Date	End Date	Usage Country	License Type	Unit Price	Extended Price
2000410513	LK3-00001	AudioConfGCC ShrdSvr ALNG SubsVL MVL Per	100	Upfront	01-Dec-2021	30-Nov-2022	United States	Subscription	\$44.23	\$4,423.00
2000401990	AAA-12415	CoreCALBridgeO365 ALNG SubsVL MVL Pltfrm PerUsr	183	Upfront	01-Dec-2021	30-Nov-2022	United States	Subscription	\$19.35	\$3,541.05
2000401992	AAA-12417	CoreCALBridgeO365FromSA ALNG SubsVL MVL Pltfrm PerUsr	371	Upfront	01-Dec-2021	30-Nov-2022	United States	Subscription	\$16.21	\$6,013.91

2000410561	3GU-00001	O365AdvThrtPrtctPln1GCC ShrdSvr ALNG Sub	602	Upfront	01-Dec-2021	30-Nov-2022	United States	Subscription	\$18.85	\$11,347.70
2000410765	LM9-00001	DmstcCallingPGCC ShrdSvr ALNG SubsVL MVL	28	Upfront	01-Dec-2021	30-Nov-2022	United States	Subscription	\$132.69	\$3,715.32
2000547065	MEZ-00001	Microsoft Dynamics 365 for Customer Service Professional - Subscription license - 1 user - hosted - GOV - Government Community Cloud - All Languages	1	Upfront	01-Dec-2021	30-Nov-2022	United States	Subscription	\$552.90	\$552.90
2000410250	3NS-00003	ExchgOnlnP2GCC ShrdSvr ALNG SubsVL MVL P	100	Upfront	01-Dec-2021	30-Nov-2022	United States	Subscription	\$75.14	\$7,514.00
2000401807	395-02504	ExchgSvrEnt ALNG SA MVL	1	Upfront	01-Dec-2021	30-Nov-2022	United States	Maintenance	\$749.53	\$749.53
2000410557	LN9-00001	IntlCallingPGCC ShrdSvr ALNG SubsVL MVL	2	Upfront	01-Dec-2021	30-Nov-2022	United States	Subscription	\$265.38	\$530.76
2000410715	AAA-11894	O365GCCE3 ShrdSvr ALNG SubsVL MVL PerUsr	181	Upfront	01-Dec-2021	30-Nov-2022	United States	Subscription	\$216.62	\$39,208.22
2000410260	AAA-11924	O365GCCE3fromSA ShrdSvr ALNG SubsVL MVL	371	Upfront	01-Dec-2021	30-Nov-2022	United States	Subscription	\$184.12	\$68,308.52
2000410343	T2N-00001	O365GCCE5 ShrdSvr ALNG SubsVL MVL PerUsr	2	Upfront	01-Dec-2021	30-Nov-2022	United States	Subscription	\$379.08	\$758.16

2000410345	LK9-00003	PhoneSysGCC ShrdSvr ALNG SubsVL MVL PerU	30	Upfront	01-Dec-2021	30-Nov-2022	United States	Subscription	\$74.98	\$2,249.40
2000410277	7MS-00001	Project Plan3 GCC Shared All Lng Subs VL	16	Upfront	01-Dec-2021	30-Nov-2022	United States	Subscription	\$281.97	\$4,511.52
2000401799	359-00792	SQLCAL ALNG SA MVL DvcCAL	60	Upfront	01-Dec-2021	30-Nov-2022	United States	Maintenance	\$35.31	\$2,118.60
2000401785	228-04433	SQLSvrStd ALNG SA MVL	7	Upfront	01-Dec-2021	30-Nov-2022	United States	Maintenance	\$151.79	\$1,062.53
2000401901	7NQ-00292	SQLSvrStdCore ALNG SA MVL 2Lic CoreLic	26	Upfront	01-Dec-2021	30-Nov-2022	United States	Maintenance	\$606.28	\$15,763.28
2000410572	9K4-00003	VisioPlan2FrmSAGCC ShrdSvr ALNG SubsVL M	3	Upfront	01-Dec-2021	30-Nov-2022	United States	Subscription	\$119.98	\$359.94
2000410645	P3U-00001	VisioPlan2GCC ShrdSvr ALNG SubsVL MVL Pe	27	Upfront	01-Dec-2021	30-Nov-2022	United States	Subscription	\$140.98	\$3,806.46
2000402163	KV3-00353	WINENTperDVC ALNG SA MVL Pltfrm	371	Upfront	01-Dec-2021	30-Nov-2022	United States	Maintenance	\$42.71	\$15,845.41
2000401914	9EA-00278	WinSvrDCCore ALNG SA MVL 2Lic CoreLic	24	Upfront	01-Dec-2021	30-Nov-2022	United States	Maintenance	\$130.18	\$3,124.32
GROUP TOTAL										\$195,504.53

SUBTOTAL										\$195,504.53
DELIVERY: Ground - 3 to 5 days										\$0.00
State Tax										\$0.00

	Local Tax	\$0.00
All currency in this quote is in (USD).	TOTAL	\$195,504.53

Payment options are only available in listed currency and not billable in other currencies. Pricing, availability, and special offers are subject to change at any time. This document and the transaction(s) to which it pertains are governed by Softchoice's online terms of sale, unless a separate purchase agreement was signed by both your company and Softchoice, in which case, that separate agreement will govern. Softchoice's terms of sale can be found <http://www.softchoice.com/softchoice-terms-and-conditions-for-products>

As noted in the Microsoft Enterprise Agreement, any online subscription services within this quote will automatically renew annually unless Softchoice is notified in writing at least 30 days prior to your anniversary. If you are within the final year of your agreement the previous statement does not apply; new products and quantities will be reviewed in your renewal process.

Signature :

Name :

Title :

Date :

PO# : {{PO_es :signer1}}