

# FORSYTH COUNTY

## BOARD OF COMMISSIONERS

MEETING DATE: FEBRUARY 6, 2020 AGENDA ITEM NUMBER: 9

**SUBJECT: RESOLUTION AUTHORIZING EXECUTION OF A SOFTWARE SERVICE AND SUBSCRIPTION AGREEMENT BETWEEN FORSYTH COUNTY AND SHI INTERNATIONAL CORP. TO PROVIDE DATACENTER, E-MAIL, WORD PROCESSING, AND DATA COLLABORATION SOLUTIONS (MANAGEMENT INFORMATION SERVICES)**

**COUNTY MANAGER'S RECOMMENDATION OR COMMENTS:** Recommend Approval

**SUMMARY OF INFORMATION:** See Attached

**ATTACHMENTS:**  YES  NO

**SIGNATURE:** f. Dudley Watts, Jr. /AMS **DATE:** February 3, 2020  
COUNTY MANAGER

**RESOLUTION AUTHORIZING EXECUTION OF A SOFTWARE SERVICE AND  
SUBSCRIPTION AGREEMENT BETWEEN FORSYTH COUNTY AND SHI  
INTERNATIONAL CORP. TO PROVIDE DATACENTER, E-MAIL, WORD  
PROCESSING AND DATA COLLABORATION SOLUTIONS  
(MANAGEMENT INFORMATION SERVICES)**

**WHEREAS** Forsyth County maintains a Microsoft Enterprise Agreement for subscription and software services for Microsoft products and services and proposals were solicited and received for comparable e-mail, word processing, and data collaboration solutions;

**WHEREAS** in prior years the Forsyth County Sheriff's Office also maintained a separate Microsoft Enterprise Agreement for subscription and software services for Microsoft products and services;

**WHEREAS** N.C.G.S. 143-129(e)(7) authorizes Forsyth County to make purchases of information technology through contracts established by the Department of Information Technology as provided in Article 15 of Chapter 143B of the General Statutes;

**WHEREAS** it is the recommendation of the County Manager, the Chief Technology Officer, and the Sheriff's IT Manager to realize the efficiencies of consolidating the Microsoft Enterprise Agreement for subscription and software services for Microsoft products and services;

**WHEREAS**, pursuant to the terms of the State contract, the North Carolina Department of Information Technology has awarded the State contract for the provision of Microsoft subscription and software services to SHI International Corp.;

**WHEREAS** SHI International Corp. can provide Forsyth County such services as set forth in Attachment A attached hereto and incorporated herein by reference; and

**WHEREAS** it is the recommendation of the County Manager, the Chief Technology Officer, and the Sheriff's IT Manager, that a contract be awarded to SHI International Corp. for a consolidated three-year term Microsoft Enterprise Agreement for Datacenter, E-Mail, and Data Collaboration Solutions in an annual amount not to exceed \$544,192.82 to provide the services set forth in Attachment A;

**NOW, THEREFORE, BE IT RESOLVED**, that the Forsyth County Board of Commissioners hereby authorizes the County Manager and Clerk to the Board to execute, on behalf of Forsyth County, a contract with SHI International Corp. for consolidated Microsoft Enterprise Agreement subscription services, at such rates set forth in the North Carolina Department of Information Technology contract, for a three-year term at an annual cost not to exceed \$544,192.82, with options to renew the contract for two subsequent one-year terms, subject to a pre-audit certificate thereon by the County Chief Financial Officer, where applicable, and approval as to form and legality by the County Attorney; and

**BE IT FURTHER RESOLVED**, that the County Manager is hereby authorized to amend such contract within budgeted appropriations for the duration of the contract.

Adopted this 6<sup>th</sup> day of February 2020.



Pricing Proposal  
Quotation #: 18314978  
Created On: 1/16/2020  
Valid Until: 1/31/2020

**NC FORSYTH COUNTY**

**Gary Koontz**

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**James Tsipas**

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All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 SQLSvrStdCore ALNG SA MVL 2Lic CoreLic Microsoft - Part#: 7NQ-00292 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C Note: Annual Pricing - Year 1 of 3	54	\$576.58	\$31,135.32
2 O365GCCE1FromSA ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: 7R6-00001 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C Note: Annual Pricing - Year 1 of 3	1550	\$64.86	\$100,533.00
3 SysCtrStdCore ALNG SA MVL 2Lic CoreLic Microsoft - Part#: 9EN-00198 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C Note: Annual Pricing - Year 1 of 3	16	\$18.02	\$288.32
4 VSEntSubMSDN ALNG SA MVL Microsoft - Part#: MX3-00117 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C Note: Annual Pricing - Year 1 of 3	14	\$1,054.05	\$14,756.70
5 WinRmtDsktpSrvcsCAL ALNG SA MVL UsrCAL Microsoft - Part#: 6VC-01254 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C Note: Annual Pricing - Year 1 of 3	100	\$21.29	\$2,129.00
6 WinSvrDCCore ALNG SA MVL 2Lic CoreLic Microsoft - Part#: 9EA-00278 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C Note: Annual Pricing - Year 1 of 3	72	\$124.49	\$8,963.28

7	WinSvrSTDCore ALNG SA MVL 2Lic CoreLic Microsoft - Part#: 9EM-00270 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C <b>Note:</b> Annual Pricing - Year 1 of 3	200	\$18.02	\$3,604.00
8	CoreCALBridgeO365FromSA ALNG SubsVL MVL PerUsr Microsoft - Part#: AAA-12416 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C <b>Note:</b> Annual Pricing - Year 1 of 3	1800	\$16.31	\$29,358.00
9	WINENTperDVC ALNG SA MVL Microsoft - Part#: KV3-00368 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C <b>Note:</b> Annual Pricing - Year 1 of 3	1800	\$44.23	\$79,614.00
10	EOArchExchOnInGCC ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: 4ES-00001 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C <b>Note:</b> Annual Pricing - Year 1 of 3	1550	\$26.54	\$41,137.00
11	O365GCCE3 ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: AAA-11894 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C Coverage Term: 3/1/2020 – <b>Note:</b> Annual Pricing - Year 1 of 3	250	\$216.22	\$54,055.00
12	O365AdvThrtPrctPln1GCC ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: 3GU-00001 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C <b>Note:</b> Annual Pricing - Year 1 of 3	1800	\$18.67	\$33,606.00

\*Tax \$26,944.62  
Total \$426,124.24

\*Tax is estimated. Invoice will include the full and final tax due.

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



Pricing Proposal  
 Quotation #: 18315025  
 Created On: 1/16/2020  
 Valid Until: 1/31/2020

**NC FORSYTH COUNTY**

**Gary Koontz**

Forsyth County Government Center  
 201 N. Chestnut St  
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**Inside Account Manager**

**James Tsipas**

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 Fax: 800-211-7954  
 Email: James\_Tsipas@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 SQLSvrStdCore ALNG SA MVL 2Lic CoreLic Microsoft - Part#: 7NQ-00292 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C Note: Annual Pricing - Year 1 of 3	2	\$576.58	\$1,153.16
2 WinSvrDCCore ALNG SA MVL 2Lic CoreLic Microsoft - Part#: 9EA-00278 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C Note: Annual Pricing - Year 1 of 3	96	\$124.49	\$11,951.04
3 CoreCALBridgeO365FromSA ALNG SubsVL MVL PerUsr Microsoft - Part#: AAA-12416 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C Note: Annual Pricing - Year 1 of 3	500	\$16.31	\$8,155.00
4 WINENTperDVC ALNG SA MVL Microsoft - Part#: KV3-00368 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C Note: Annual Pricing - Year 1 of 3	700	\$44.23	\$30,961.00
5 O365GCCE1FromSA ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: 7R6-00001 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C Note: Annual Pricing - Year 1 of 3	500	\$64.86	\$32,430.00
6 EOArchExchOnInGCC ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: 4ES-00001 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C Note: Annual Pricing - Year 1 of 3	700	\$26.54	\$18,578.00

7	O365GCCE3 ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: AAA-11894 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C <b>Note:</b> Annual Pricing - Year 1 of 3	100	\$216.22	\$21,622.00
8	O365AdvThrtPrctPln1GCC ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: 3GU-00001 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C <b>Note:</b> Annual Pricing - Year 1 of 3	700	\$18.67	\$13,069.00
9	O365GCCE1 ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: U4S-00002 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C <b>Note:</b> Annual Pricing - Year 1 of 3	100	\$78.62	\$7,862.00
10	CoreCALBridgeO365 ALNG SubsVL MVL PerUsr Microsoft - Part#: AAA-12414 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C <b>Note:</b> Annual Pricing - Year 1 of 3	200	\$19.26	\$3,852.00

\*Tax \$10,100.24

Total \$159,733.44

\*Tax is estimated. Invoice will include the full and final tax due.

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