



County of Monterey

Item No.

Board Report

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Legistar File Number: A 24-039

February 27, 2024

Introduced: 2/5/2024

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Chief Information Officer to execute a non-standard Agreement with Dell Technologies, a Microsoft reseller of software licensing subscriptions maintenance and support for the term of May 1, 2024, through April 30, 2027, in an amount not to exceed \$5,280,131; and
- b. Authorize the Chief Information Officer or his designee to execute related order forms and such documents as necessary with Dell Technologies for purposes of this Agreement; and
- c. Authorize the Chief Information Officer or his designee the option to execute up to three (3) one (1) year future Amendments to this Agreement, each extending the term by one year, where the additional cost of each Amendment does not exceed 10% (\$176,005) of the original contract amount of \$1,760,044/year provided the terms of the Agreement remain substantially the same, bringing the maximum additional compensation to \$1,936,049 for each additional one-year term and potential overall Agreement aggregate not to exceed amount to \$11,088,276.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Information Officer to execute a non-standard Agreement with Dell Technologies, a Microsoft reseller of software licensing subscriptions maintenance and support for the term of May 1, 2024, through April 30, 2027, in an amount not to exceed \$5,280,131; and
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SUMMARY:

The approval of this non-standard agreement utilizing the County of Riverside's Master Agreement No. 8084445 with Microsoft Corporation will assist the Information Technology Department (ITD) in acquiring competitive pricing for Microsoft software products.

DISCUSSION:

The proposed Agreement is based on a Master Agreement between Microsoft and the County of Riverside, allowing Monterey County to take advantage of the price Riverside County negotiated at 7.5% less than the D-tier pricing offered by default to government customers.

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This Agreement covers enrollments for all Microsoft products licensed under the Master Agreement. Microsoft products and solutions are utilized by the County and is essential for business operations. Based upon the County's experience with this well-established company and the fact that the proposed Agreement allows the County to make purchases on an "as-needed" basis, the Chief Information Officer is recommending approval of this non-standard Agreement with Dell Technologies for Microsoft products to include maintenance and support of software license subscriptions.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved the non-standard Agreement with Dell Technologies. The Auditor-Controller reviewed the contract but disagreed with the non-standard payment provisions.

FINANCING:

Required funds will be included in each Recommended Budget for the Information Technology Department, ITD 1930, Appropriations Unit INF002.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Board's approval of the recommended agreement will assist in providing Microsoft software tools for County staff at competitive pricing.

- Economic Development
- Administration
- Health & Human Services
- Infrastructure
- Public Safety

Prepared by: Teresa Meister, Management Analyst II, 759-6938

Approved by:

 Date: 2/8/2024 | 11:33 AM PST
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Eric A. Chatham, Chief Information Officer, 759-6920

Attachments:

- Non-Standard Agreement
- Dell Technologies Quote
- Amendment No. 1