



Monterey County

168 West Alisal Street,
1st Floor
Salinas, CA 93901
831.755.5066

Board Report

Legistar File Number: A 18-165

May 22, 2018

Introduced: 5/7/2018

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Authorize the Director of Information Technology to execute a State and Local Agency Enterprise Enrollment Volume Licensing Agreement with PCM-G, a Microsoft licensing reseller, for the provision of Microsoft Enterprise Mobility + Security licenses and maintenance/support, for the period of July 1, 2018 through June 30, 2021, for an annual cost of \$389,901.97, and a total maximum amount of \$1,169,705.91 for 4,739 County and agency users;
- b. Accept non-standard provisions as recommended by the Director of the Information Technology Department;
- c. Authorize the Director of Information Technology to purchase up to a maximum of 711 additional licenses during the term of the Agreement, to accommodate increases in the number of County employees and other personnel/agents, at a maximum additional cost of \$4,683.24; and
- d. Authorize the Director of Information Technology to sign purchase orders on an as-needed basis pursuant this Agreement over the period of July 1, 2018 through June 30, 2021.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Director of Information Technology to execute a State and Local Agency Enterprise Enrollment Volume Licensing Agreement with PCM-G, a Microsoft licensing reseller, for the provision of Microsoft Enterprise Mobility + Security licenses and maintenance/support, for the period of July 1, 2018 through June 30, 2021, for an annual cost of \$389,901.97, and a total maximum amount of \$1,169,705.91 for 4,739 County and agency users;
- b. Accept non-standard provisions as recommended by the Director of the Information Technology Department;
- c. Authorize the Director of Information Technology to purchase up to a maximum of 711 additional licenses during the term of the Agreement, to accommodate increases in the number of County employees and other personnel/agents, at a maximum additional cost of \$4,683.24; and
- d. Authorize the Director of Information Technology to sign purchase orders on an as-needed basis pursuant this Agreement over the period of July 1, 2018 through June 30, 2021.

SUMMARY:

It is requested that the Board authorize the Director of the Information Technology Department (ITD) to sign a non-standard State and Local Agency Enterprise Enrollment Volume Licensing Agreement (Agreement) with PCM-G, a wholly-owned subsidiary of PCM Inc. and Microsoft licensing reseller, and to sign purchase orders on an "as needed" basis, in the aggregate amount not to exceed \$1,169,705.91 over the period of July 1, 2018 through June 30, 2021. It is also requested that the Board authorize the purchase of additional licenses, as stated, to accommodate growth in the County workforce.

DISCUSSION:

Since 1990, software, licensing, subscription and maintenance have been provided directly through Microsoft or through an authorized third-party Microsoft vendor. The Microsoft authorized third party reseller to be used for the proposed Agreement is PCM-G. The County currently licenses 4,739 users and mobile devices licensed for Microsoft Enterprise Mobility + security services. These tools allow ITD to control email, calendar items and Outlook information for use by County users on mobile phones; they also allow ITD to set up applications on County user mobile phones and to require security settings on County user mobile phones. Under the proposed Microsoft EMS agreement, the County will renew these existing Microsoft licenses to enable ITD to continue to manage County network identity protection, mobile device management, and County data security.

The proposed Agreement is non-standard for the County, but is based upon a standard agreement that Microsoft uses throughout the state and nation for governmental bodies. The proposed Agreement also allows the County to enroll with PCM-G for access to current and future Microsoft Enterprise Mobility suite products; it provides the County with flexibility to determine the level of services, maintenance/support, and licensing of other Microsoft tools that are necessary to accomplish County business. The proposed agreement is priced based upon a master contract entered into between Microsoft re-seller PCM Inc. and Riverside County, and thereby affords the County 7.5 % cost savings compared to negotiating a standalone agreement. Based upon the County's past experience with this well-established company, and the fact that the proposed Agreement allows the County to make purchases an "as-needed" basis, the Director of ITD is recommending approval of this Agreement.

Under the terms of the proposed Agreement, the County will review the Enterprise Enrollment Agreement on a yearly basis, and at the end of the contract period of three years, to identify the software license, subscription, maintenance/support and Microsoft tools needed by the County and to issue payments only for those products needed. The authority requested is for a limited time period, July 1, 2018 through June 30, 2021, to ensure that the Board is provided an opportunity to review progress, as recommended and reported by the Director of ITD, during infrastructure upgrades.

Due to the annual fluctuation of the number of County employees, it is recommended that the Director of ITD have the authority to increase the number of licenses, as-needed, by no more than 15% over the term of the agreement to accommodate any staff increases that may occur.

Due to PCM-G internal process, Microsoft will sign after the County. Additionally, the watermark on the Enterprise Enrollment document will be removed upon execution by both parties.

OTHER AGENCY INVOLVEMENT:

The Agreement was not approved by County Counsel due to the presence of the following non-standard provisions: non-standard payment terms; non-standard termination provisions; absence of indemnity and insurance provisions.

FINANCING:

Funds for payment of this Agreement have been included in the FY 2018-19 Recommended Budget for the Information Technology Department, 1930, Budget Unit 8434, Appropriation unit INF002.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Microsoft Enterprise Mobility + Security will allow Monterey County ITD to control access to County information, protect against network attacks and securely manage mobile devices.

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

Prepared by: Lynnette Beardsall, Management Analyst, 759-6938

Approved by:

_____ Date: _____
Eric A. Chatham, Director of Information Technology, 759-6920

Attachments: PCM-G EMS Agreement

Attachments on file with the Clerk of the Board