



County of Monterey

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

Board Report

File #: A 18-332, Version: 1

Approve and authorize the Auditor-Controller to process payment in the amount of \$28,338 to Software House International (SHI) per Quote No. 15342364 on behalf of Natividad Medical Center (Natividad) for additional Microsoft licenses owed and as required by the existing Microsoft Enterprise Enrollment Program Agreement, increasing the total cost of that agreement from \$1,057,860 to \$1,086,199, with no change to the term of the agreement of September 1, 2015 through August 31, 2018.

RECOMMENDATION:

It is recommended the Board of Supervisors:

Approve and authorize the Auditor-Controller to process payment in the amount of \$28,338 to Software House International (SHI) per Quote No. 15342364 on behalf of Natividad Medical Center (Natividad) for additional Microsoft licenses owed and as required by the existing Microsoft Enterprise Enrollment Program Agreement, increasing the total cost of that agreement from \$1,057,860 to \$1,086,199, with no change to the term of the agreement of September 1, 2015 through August 31, 2018.

SUMMARY/DISCUSSION:

Natividad's contract with the Microsoft Corporation authorized Natividad to procure volume Microsoft licenses under a Microsoft Enterprise Enrollment Program Agreement. Under the Enterprise Agreement, Natividad is allowed to install additional product licenses for new users as they come on board, but is required annually to perform a "True-Up" of the actual licenses in use. This capability is in the best interest of the County as it mitigates the potential of over purchasing costly licenses. Initially, licenses were acquired to support 1000 workforce members. Natividad's current Enterprise Enrollment agreement expires end of August 2018.

On December 5, 2017 the Monterey County Board of Supervisors approved SHI Quotation No. 13796352 for the Year 2 (2017) True-Up fees in the amount of \$121,820 as the count needed to be adjusted upwards by 721 licenses to support email and general system usage. This was due to additional Trauma Center and other staff and contractors acquired subsequent to the original agreement.

The cost of the annual True-Up is variable and based on the type and quantity of licensing or services consumed. This year's True-Up cost is significantly lower at \$28,338 due to a lesser demand for new licensing and a shorter timeline between our Year 2 and Year 3 True-Up.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this request as has the County Auditor-Controller. This request has also been reviewed and approved by Natividad's Finance Committee on June 28, 2018 and by its Board of Trustees on July 13, 2018.

FINANCING:

The cost for request is \$28,339, all of which was included in the FY18-19 Adopted Budget for the Microsoft Enterprise Enrollment Program Agreement.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This payment facilitates the utilization of collaborative IT tools by new Natividad workforce members.

- Economic Development
- ☒ Administration
- Health and Human Services
- Infrastructure
- Public Safety

Prepared by: Ari Entin, Chief Information Officer, 783-2564

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

SHI Quote No. 15342364 (2018 True-Up)

SHI Quote No. 13796352 (2017 True-Up) with Board Order

Enterprise Enrollment Agreement with the Microsoft Corporation (current)

Attachments on file with the Clerk of the Board