



Board Agenda Item 24

DATE: June 10, 2025

TO: Board of Supervisors

SUBMITTED BY: John Zaroni, Sheriff-Coroner-Public Administrator

SUBJECT: Agreement with Dell Inc. for Microsoft Enterprise Software

RECOMMENDED ACTION(S):

Approve and authorize the Chairman to execute a Microsoft Enterprise Agreement with Dell Inc. for software licenses and technical support services of Microsoft products, effective July 1, 2025, not to exceed three years, total not to exceed \$4,060,364.

There is no additional Net County Cost associated with the recommended action which would allow the Sheriff's Office to maintain the access and usage of Microsoft subscriptions used on servers, database, computers and other devices.

ALTERNATIVE ACTION(S):

If the recommended action is not approved, the Sheriff's Office will lose access to all the Microsoft cloud subscriptions, email access and window desktop licenses.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended actions. Appropriations will be budgeted in the Sheriff's Office Org 3111 for future budget periods.

DISCUSSION:

On February 12, 2025, the Sheriff's Office, IT Division with the approval of County Purchasing Division released an informal Request for Quotation (RFQ) FSO No. 25-090. Quotations were requested from qualified resellers with the intention of creating a Board agreement to provide continued access to all Microsoft cloud subscriptions. Microsoft no longer offers direct sell of their products. RFQ FSO No. 25-090 closed on February 19, 2025, with four bids being provided from Shi International Corporation, CDW-Government, LLC, Dell Inc., and Insight Public Sector.

After reviewing the bids provided, the Sheriff's Office and County Purchasing agreed with proceeding with the execution of an agreement with Dell Inc., as they were the lowest bidder for the Microsoft Enterprise Agreement.

The Microsoft Enterprise Agreement is for the term of three years, as Microsoft no longer allows any term outside of the 3 years. The maximum compensation for the term of the Microsoft Enterprise Agreement is \$4,060,634 which includes the annual payment of \$1,103,454.52 for the Microsoft cloud subscriptions for all the Sheriff's Office employees and a total of \$750,000 for the azure overages that the Sheriff's Office anticipates will be billed monthly as the Sheriff's Office incurs overages.

The recommended agreement significantly deviates from the County's boilerplate agreement, including non-standard limitations on liability, but these Enterprise Agreements and Volume Licensing agreement forms are largely non-negotiable; however the Sheriff's Office believes the benefits of the recommended agreement outweigh any potential risks and recommends approval of the agreement as a prudent business decision.

ATTACHMENTS INCLUDED AND/OR ON FILE:

On file with Clerk - Microsoft Enterprise Agreement with Dell Inc.

CAO ANALYST:

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