


May 28, 2019

**Lisa Kent
Chief Information Officer**

**SHI / Microsoft
TTI Presentation**



Bottom Line Up Front

<p>Vendor</p>	<p align="center">SHI / MICROSOFT Microsoft Enterprise License (EA) & Server Cloud Enrollment (SCE) Agreements</p> 
<p>Purpose:</p>	<p>In 2016 HITS began to <i>consolidate Microsoft agreements</i> where possible, and to <i>co-term separate department agreements</i>. City Council was advised this process would take 2-3 years to phase-in (as existing agreements expired); annual true-ups would occur going forward.</p> <p>The upcoming council action will:</p> <ul style="list-style-type: none"> • Authorize spending authority for new 3-year agreements through 9/30/2022 for all city departments; • Consolidate all City departments into a single EA except HPD & certain education-related (e-rate) discounts that apply only to HPL • Co-term and align scope of HPD EA & SCE agreements rest of City • Allow growth to comply with annual license true-up requirements as well as planned / upcoming initiatives; • Migrate HPD from legacy on-premise email system to cloud-based O365 • Add security and data protection tools for all City departments
<p>Previous Contract Amount (Combined):</p>	<p align="center">\$17,076,545.96</p>
<p>New Contract Amount (Combined):</p>	<p align="center">\$40,331,428.25</p>
<p>Contract Term:</p>	<p align="center">3 years (10/1/2019 through 9/30/2022)</p>

Summary of Changes

- Consolidating / simplifying to a more efficient bundled pricing model (M365), which includes:
 - ✓ Office 365 Enterprise + Windows 10 Enterprise + Enterprise Mobility Suite
- Expanding license subscription to include **more products**
 - ✓ Identity & Access Management
 - ✓ Identity-Driven Security
 - ✓ Managed Mobile Productivity & Security
 - ✓ Information Protection
- Increasing licenses for Microsoft Dynamics, Power BI, Visio
- Increasing HAS subscribers to accommodate growth
- Reducing licenses for Microsoft Project
- Significant increase in forecasted Azure (cloud IaaS) usage for HPD & several HITS-supported platforms

Annual Spending Forecast – where are the increases?



Agreements		Current Annual	New Annual
Enterprise License (EA)	• HITS	\$4,017,470.38	\$6,386,300.83
	• HAS	\$383,808.30	\$573,625.55
	• HPD	\$1,359,330.29	\$2,323,016.96
Subtotal:		\$5,760,608.97	\$9,282,943.34
Server Cloud Enrollments (SCE)	• HITS	\$596,782.94	\$818,932.76
	• HAS	\$354,773.80	\$438,984.60
	• HPD	\$84,579.00	\$873,324.88
	• HPW	\$109,954.81	\$177,484.59
Subtotal:		\$1,146,090.55	\$2,308,726.83
Total		\$6,906,699.52	\$11,591,670.17

3 Year Spending Forecast – all departments



Services	Dept.	Fund	FY2020	FY2021	FY2022	Totals
Enterprise Agreement	Houston IT Services	1002 - Revolving Fund	\$ 6,386,300.83	\$ 7,024,930.91	\$ 7,727,424.00	\$ 21,138,655.75
	Houston Airport System		\$ 573,625.55	\$ 630,988.11	\$ 694,086.92	\$ 1,898,700.57
	Houston Police Department		\$ 2,323,016.96	\$ 2,555,318.66	\$ 2,810,850.52	\$ 7,689,186.14
subtotals			\$ 9,282,943.34	\$ 10,211,237.67	\$ 11,232,361.44	\$ 30,726,542.46
Server Cloud Agreement	Houston IT Services	1002 - Revolving Fund	\$ 818,932.76	\$ 1,550,826.04	\$ 2,303,908.64	\$ 4,673,667.44
	Houston Airport System		\$ 438,984.60	\$ 482,883.06	\$ 531,171.37	\$ 1,453,039.03
	Houston Police Department		\$ 873,324.88	\$ 960,657.36	\$ 1,056,723.10	\$ 2,890,705.34
	Houston Public Works		\$ 177,484.59	\$ 195,233.05	\$ 214,756.35	\$ 587,473.99
subtotals			\$ 2,308,726.83	\$ 3,189,599.51	\$ 4,106,559.46	\$ 9,604,885.79
Total by Fiscal Year			\$ 11,591,670.17	\$ 13,400,837.18	\$ 15,338,920.90	\$ 40,331,428.25

Refresher: What do Microsoft Enterprise Agreements provide?

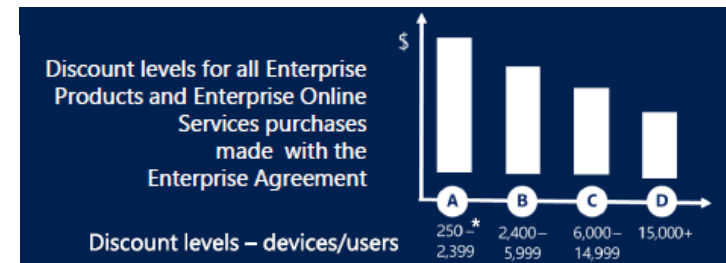


Definitions

- “EA”, or Enterprise Agreement

- Volume licensing that covers **USERS** and **END-POINT DEVICES** for Windows operating system, Office 365 applications, email, business intelligence, security & data protection tools
- Software Assurance provides 24x7 technical support, access to most current version of all applications, planning services, end-user and technical training
- Permits use of Microsoft *cloud* versions of the applications, *on-premises* versions loaded locally on devices, or a *mix of both*
- Allows flexibility to add licenses as needed with annual true-up process
- The City already achieves the highest volume discount level across all EA agreements, and leveraged improved discounting for additional bundled services

The Enterprise Agreement life cycle



Key Components of Office 365



Visual Studio



Microsoft Project



SharePoint



Windows 10



OneDrive



Microsoft Dynamics™



Microsoft

Remote Desktop Services



Office 365



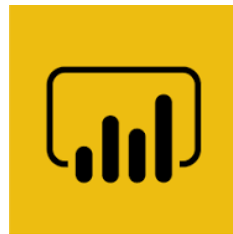
Microsoft Security Solution



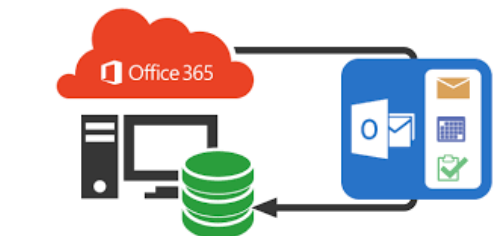
Visio



Cloud PBX Skype for Business



Power BI Pro



Exchange Server

Refresher: What do Microsoft Server Cloud Enrollments provide?

- “SCE”, or Server Cloud Enrollment
 - Volume licensing for Windows **server operating systems** and **System Center** (infrastructure administration tools)
 - **SQL database** & Visual Studio Enterprise licenses
 - SharePoint server
 - **Azure = cloud infrastructure-as-a-service (run our software in Microsoft’s data center on their equipment)



Office 365 Enterprise capabilities



APPS

Cloud Productivity & Mobility

Office Pro Plus:

Office apps on up to 5 PCs & Macs

Mobile Office Apps:

Office Apps for Tablet & Smartphones

SERVICES

Rich Communication and Collaboration

Exchange :

Business-class email & Calendar

OneDrive:

Cloud Storage and file sharing

SharePoint:

Team sites & internal portals

Skype for Business:

Online Meetings, IM, video chat

Yammer:

Private social networking

SECURITY

Advanced Enterprise Protection



ANALYTICS

Insights for Everyone

Power BI Pro – Quantity 100:

Live business analytics and visualization

My Analytics:

Individual and team effectiveness

Power BI Premium:

Ability to share dashboards across the enterprise for consumption purposes

VOICE

Complete Cloud Communication

PSTN Conferencing:

Worldwide dial-in for your online meetings

Cloud PBX:

Business phone system in the cloud

PSTN Calling:

Cost effective cloud based dial tone (add-on) - * Add on to E5

Office 365 E3

Office 365 E5



Windows 10 Enterprise capabilities



The most trusted platform

Enterprise Data Protection
Prevent accidental leaks by separating personal and business data

Windows Hello for Business
Enterprise grade biometric and companion device login

Credential Guard
Protects user access tokens in a hardware-isolated container

AppLocker
Block unwanted and inappropriate apps from running

Device Guard
Device locked down to only run fully trusted apps



More productive

Azure Active Directory Join
Streamline IT process by harnessing the power of the cloud

MDM enablement
Manage all of your devices with the simplicity of MDM

Windows Store for Business, Private Catalog
Create a curated store experience for employee self-service

Application Virtualization (App-V)
Simplify app delivery and management

Cortana Management
Create, personalize, and manage Cortana profiles through Azure Active Directory



More personal

User Experience Virtualization (UX-V)
OS and app settings synchronized across Windows instances

Granular UX Control
Enterprise control over user experience

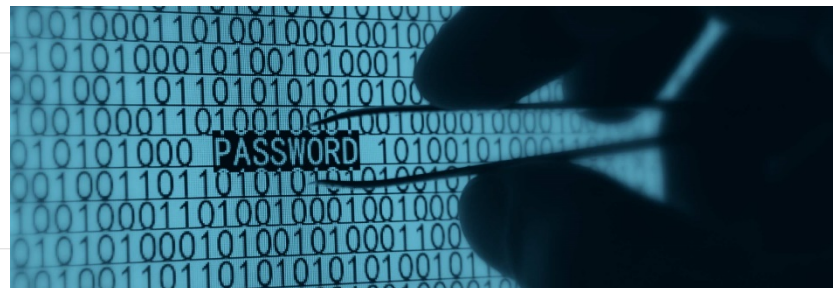


The most versatile devices

Windows 10 for Industry Devices
Turn any inexpensive, off-the-shelf device, into an embedded, handheld, or kiosk experience

Windows 10 Enterprise E5

Windows 10 Enterprise E3



Enterprise Mobility & Security capabilities



Identity and access management



Identity Driven Security



Managed Mobile Productivity



Information Protection



Questions?