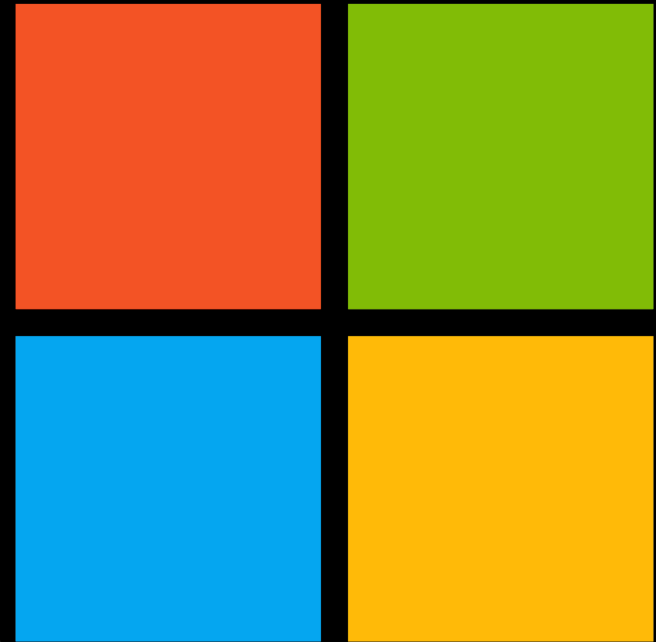


June 9, 2022

**Lisa Kent
Chief Information Officer**

**Bert Quarfordt
Assistant Director - Infrastructure**

**SHI / Microsoft
Enterprise
Agreement
TTI Presentation**



Bottom Line Up Front



Vendor	SHI / MICROSOFT Microsoft Enterprise License Agreement (EA)
Purpose:	<p>In 2019 HITS <i>consolidated Microsoft agreements</i> where possible, and <i>co-termed separate department agreements</i>.</p> <p>The upcoming council action will:</p> <ul style="list-style-type: none"> • Authorize spending authority for new 3-year agreements through 9/30/2025 for all city departments • Presenting this early to capitalize on multi-million dollar discounts • Continue with all City departments in a single EA except HPD & certain education-related (e-rate) discounts that apply only to HPL • Allow growth to comply with annual license true-up requirements as well as planned / upcoming initiatives • Upgrade license model from Microsoft M365 E3 to M365 E5 level for added value, including Advanced Security tools, Advanced Compliance and eDiscovery tools, Teams voice capability, and Advanced Power BI Real-time reporting functionality for all City departments
Previous Contract Amount (Combined – HITS + HPD EAs):	\$30,726,542.46
New Contract Amount (Combined – HITS + HPD EAs):	\$40,146,953.96
Contract Term:	3 years (10/1/2022 through 9/30/2025)

Summary of Changes

- Consolidating / simplifying to a more efficient bundled pricing model (M365 E5), which includes
 - Current Products
 - Office 365 Enterprise + Windows 10 Enterprise + Enterprise Mobility Suite
 - Identity & Access Management
 - Identity-Driven Security
 - Managed Mobile Productivity & Security
 - Information Protection
 - Expanding license subscription to include **more products**
 - Advanced Security Tools
 - Advanced Compliance and eDiscovery Tools
 - New Teams voice capability
 - Advanced PowerBI Real-time reporting functionality

Annual Spending Forecast – where are the increases?



Agreements		Current Annual	New Annual (Average)
Enterprise License (EA)	HITS	\$6,355,918.63	\$9,035,141.36
	HAS	\$540,902.51	\$819,529.91
	HPD	\$2,338,033.01	\$3,527,646.72
Total		\$9,234,854.15	\$13,382,317.99

Departments	Year 1	Year 2*	Year 3*	Total
HITS	\$7,723,189.20	\$9,492,913.17	\$9,889,321.70	\$27,105,424.07
HAS	\$771,785.91	\$825,353.91	\$861,449.91	\$2,458,589.73
HPD	\$3,319,393.36	\$3,553,050.28	\$3,710,496.52	\$10,582,940.16
Total	\$11,814,368.47	\$13,871,317.36	\$14,461,268.13	\$40,146,953.96

*Includes 10% contingency for growth

Refresher: What do Microsoft Enterprise Agreements provide?

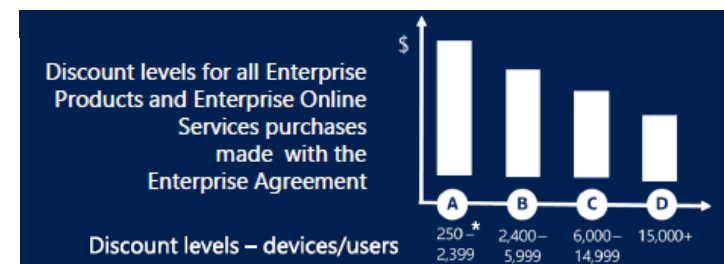


Definitions

- “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
- 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



Microsoft 365 E5 Value

Microsoft 365 E5 provides additional value to Microsoft 365 E3 across these solution areas

Step-up to E5 to get all the value with extra savings

Microsoft 365 E5

Step-up from Microsoft 365 E3



Security

Extends identity and threat protection to help stop damaging attacks with integrated and automated security



Compliance

Brings together information protection & advanced compliance capabilities to protect and govern data while reducing risk



Calling & Meetings

Adds audio conferencing and calling capabilities in the cloud to enable your teams



Analytics

Adds Power BI Pro capabilities that help you realize significant business value from your data

Microsoft 365 E3

Enterprise Mobility & Security capabilities



Identity and access management



Identity Driven Security



Managed Mobile Productivity



Information Protection



Key Components of Microsoft 365



Power BI Pro



Windows 11

Windows 11

Designed for hybrid work



Best **productivity** and **collaboration** experiences

Empower flexible workstyles



Industry-leading **security** from chip to cloud

Secure your corporate data, content, and apps on any device



Simplicity and lowest **TCO**

Streamline deployment and management for distributed workforces

Questions?