

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25
26
27
28
29
30
31
32
33
34
35
36
37
38
39
40
41
42
43
44
45
46

From the Chief Information Officer, Information Management Services Division, Department of Administrative Services, requesting retroactive authorization to execute a Microsoft Enterprise Agreement with Microsoft Corporation, through Crayon Software Experts, LLC, in an amount not-to-exceed \$3,346,760 for the volume licensing of Microsoft software products for Milwaukee County systems and users for the period effective July 1, 2018, through June 30, 2021, by recommending adoption of the following:

A RESOLUTION

WHEREAS, Section 59.60(12), Wisconsin State Statutes, requires the Milwaukee County Board of Supervisors (County Board) to approve contracts that will use funds from future budgets; and

WHEREAS, Microsoft Corporation (Microsoft) is a global leader in core business software and Milwaukee County (the County) has been using various Microsoft products since the early 1990's for running its business operations; and

WHEREAS, in anticipation of the required renewal of Microsoft product licenses currently used by various County departments and divisions, the County invited quotes from various Microsoft Large Account Resellers (LAR) for prices of all Microsoft software licensed under a new Enterprise Agreement; and

WHEREAS, Crayon Software Experts, LLC (Crayon), submitted the lower price quote and was selected to provide software products under the new Enterprise Agreement to the County; and

WHEREAS, in the second quarter of 2018, the Information Management Services Division, Department of Administrative Services (IMSD-DAS), hired a consulting firm, Software Licensing Advisors, to help negotiate the license fees with Crayon and Microsoft under the new Enterprise Agreement; and

WHEREAS, as a result of these negotiations, IMSD-DAS saved \$218,000 (compared to the amount originally quoted by Crayon) for the County over the three-year term of the Enterprise Agreement; and

WHEREAS, negotiations took longer than anticipated, and due to the mission critical nature of these software products for the County's business operations, the previous Enterprise Agreement expired; and

WHEREAS, IMSD-DAS requested that Microsoft and Crayon allow the County to use the products until a new Enterprise Agreement is approved by the County Board, and Microsoft and Crayon granted the request; and

47 WHEREAS, the new Enterprise Agreement has a three-year term under which
48 the County is required to pay total fees not-to-exceed \$3,346,760, comprised of: up to
49 \$1,045,779 for the period effective July 1, 2018, through June 30, 2019; \$1,122,521 for
50 the period effective July 1, 2019, until June 30, 2020; and \$1,178,460 for the period
51 effective July 1, 2020, through June 30, 2021; and

52
53 WHEREAS, IMSD-DAS adopted the operating budget for Fiscal Year (FY) 2018
54 and has sufficient appropriations to pay Year 1 fees in the amount of \$1,045,779 under
55 this new Enterprise Agreement; and

56
57 WHEREAS, IMSD-DAS will be requesting additional funds of \$1,122,521 in its
58 operating budget request for FY 2019; and \$1,178,460 in its operating budget request
59 for FY 2020, in order to pay the fees for Years 2 and 3 under this Enterprise Agreement;
60 and

61
62 WHEREAS, the Committee on Finance and Audit, at its meeting of
63 September 13, 2018, recommended adoption of File No. 18-649 (vote 7-0); now,
64 therefore,

65
66 BE IT RESOLVED, the Information Management Services Division, Department
67 of Administrative Services (IMSD-DAS), is hereby authorized to enter into a three-
68 year Enterprise Agreement with Microsoft Corporation (Microsoft), through Crayon
69 Software Experts, LLC, in an amount not-to-exceed \$3,346,760 for the volume
70 licensing of Microsoft software products for Milwaukee County systems and users for
71 the period effective July 1, 2018, through June 30, 2021; and

72
73 BE IT FURTHER RESOLVED, the Chief Information Officer, IMSD-DAS,
74 Milwaukee County Comptroller, County Executive, and Corporation Counsel are
75 authorized to sign and execute this Enterprise Agreement with Microsoft.

76
77
78 srb
79 9/13/18
80 S:\Committees\2018\Sep\F&A\Resolutions\18-649 Microsoft Enterprise Agreement.docx