

The Director and Chief Information Officer, Information Management Services Division, Department of Administrative Services (DAS-IMSD) requesting authorization to execute a three-year Enterprise Agreement for total fees not exceeding \$1,244,795.79 with Microsoft Corporation, 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 the various departments and divisions of the County, Crayon submitted the lowest price quote, and was selected to provide software products under the new Enterprise Agreement (Agreement) to the County; and

WHEREAS, in the second quarter of 2021, the Information Management Services Division (IMSD), Department of Administrative Services (DAS), hired a consulting firm, Directions on Microsoft, to help negotiate the license fees with Crayon and Microsoft under the new Agreement; and

WHEREAS, as a result of these negotiations, IMSD-DAS saved \$142,774.84 (compared to the amount originally quoted by Crayon) for the County over the three-year term of the Agreement; and

WHEREAS, negotiations took longer than anticipated due to the mission critical nature of these software products, which resulted in the expiration of the previous Microsoft Agreement; and

WHEREAS, IMSD-DAS requested, and Microsoft and Crayon agreed, to allow the County to use these products until the new Agreement was approved by the County Board; and

WHEREAS, the new Enterprise Agreement is a three-year term, under which the County is required to pay total fees not-to-exceed \$3,796,420.96, comprising of up to \$1,244,795.79 for the period July 1, 2021, through June 30, 2022; \$1,275,812.58 for the period July 1, 2022, through June 30, 2023; and \$1,275,812.58 for the period July 1, 2023, through June 30, 2024; and

45 WHEREAS, IMSD-DAS's adopted operating budget for Fiscal Year 2021 has
46 sufficient appropriations to pay year 1 fees of \$1,244,795.79 under this new Agreement;
47 and

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49 WHEREAS, IMSD-DAS's operating budget for 2022 and 2023 will need to
50 include the aforementioned amounts to pay years 2 and 3 fees under this Agreement;
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53 WHEREAS, the Committee on Finance, at its meeting of November 1, 2021,
54 recommended adoption of File No. 21-926 (vote 5-0); now, therefore,

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56 BE IT RESOLVED, the Information Management Services Division (IMSD),
57 Department of Administrative Services (DAS), is hereby authorized to enter into a
58 three-year Enterprise Agreement (Agreement), effective July 1, 2021, with Microsoft
59 Corporation (Microsoft), through its Large Account Reseller, Crayon Software
60 Experts, LLC, in an amount not-to-exceed \$3,796,420.96; and

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62 BE IT FURTHER RESOLVED, the Director and Chief Information Officer, IMSD-
63 DAS, Milwaukee County (the County) Comptroller, County Executive, and the Office of
64 Corporation Counsel, are authorized to sign and execute this Agreement with Microsoft;
65 and

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67 BE IT FURTHER RESOLVED, the Milwaukee County Board of Supervisors
68 hereby authorizes the Comptroller to process payment prior to services being
69 rendered each contract year.

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