

October 31, 2023

TO: H. Samuel Orth, III, Director, Department of Technology

CC: Rick A. Wagner, Deputy Director, Department of Technology  
Pamela H. OGrady, Deputy Director, Department of Technology

From: Rick A. Wagner, Deputy Director, Department of Technology

Through: Ihab Tadros, Assistant Director, Department of Technology

SUBJECT: Award Letter for Microsoft Enterprise Agreement

The Department of Technology (DoT) in collaboration with the Department of Finance through utilization of a Request for Quotation process under RFQ025795, received bids from 3 resellers for the establishment of a new three year Microsoft Enterprise Agreement. The bids included separate sections as listed below

- Contract Pricing “as-is”
- Contract Pricing “M365 G3”
- True-up Year 1
- True-up Year 2
- True-up Year 3

The Department of Technology evaluated all bids from 3 out of 3 responses. The responses from Brown Enterprise Solutions, Dell Technologies, and GovConnect. The responses from all were evaluated for pricing, and MBE/WBE status. The Department of Technology is recommending that the award be made to the response from Brown Enterprise Solutions. Brown Enterprise Solutions had the highest overall average score. The scores are as follows:

<b>VENDOR</b>	<b>Average Score (Out of 100)</b>
Brown Enterprise Solutions	<b>100</b>
Dell Technologies	<b>97.64</b>
GovConnect	<b>94.67</b>

