

**CONTRACT: FIRM OFFER FOR SALE**

In consideration of one (1) dollar received by **Dell Marketing LP** “Contractor,” Contractor hereby offers to sell to City of Columbus, “Buyer”, who shall have until **December 31, 2023**, to exercise this option to purchase, at the price and on the terms set forth in the bid proposal which includes: Advertisement for Bids, (**RFQ016877**), Contract: Firm Offer for Sale and specifications set forth in **RFQ016877**, all of which are incorporated and agreed to by both parties as if fully rewritten herein. Buyer may exercise this option without limitation to the number of times or quantity purchase(s) provided that the total purchase(s) do not exceed twice the estimated quantity or dollar amount set forth in the proposal.

Should the City exercise its option, the contractor agrees with the City of Columbus to furnish and deliver, at their own cost and expense, all the equipment, machinery and supplies set forth in **RFQ016877 All Items and Catalog** in the proposal filed by the Contractor with the Buyer’s Purchasing Office on **November 12, 2020** in response to advertisement of bids for **Microsoft Enterprise Agreement UTC, RFQ016877**, according to specifications and plans therefore, thereto attached and for the prices set forth in said proposal.

**IN WITNESS WHEREOF**, the contractor and the City of Columbus have hereunto set their hands on this 9<sup>th</sup> day of December, 2020.

**Dell Marketing LP**

**City of Columbus, Ohio  
Purchasing Office**

Stephanie\_Storm Digitally signed by Stephanie\_Storm  
Date: 2020.12.09 16:26:04 -06'00'

Joseph A. Lombardi by Roblyn Slaughter Digitally signed by Joseph A. Lombardi by Roblyn Slaughter  
DN: cn=Joseph A. Lombardi by Roblyn Slaughter, o, ou=  
emhaller@slaughtercolumbus.gov, c=US  
Date: 2020.12.14 09:54:48 -05'00'

Signature \*To the best of my knowledge and belief.

Finance & Management Director,  
as authorized by  
Ordinance No. 2797-2020  
Passed: 12/11/2020

Title Contract Proposal Manager

**74-2616805**

Federal Identification Number

**010030**

Vendor Portal Account Number

## INFORMATION FOR BIDDERS

### SPECIAL CONDITIONS

Special conditions included in the specifications, if inconsistent with provisions included in "Information for Bidders", shall take precedence over any provisions in "Information for Bidders" to the extent inconsistent.

### SUBMISSION OF PROPOSAL

Responses must be entered and submitted electronically in the body of the RFQ. Some RFQs require pricing lists or additional documents to be attached to the RFQ response electronically. In rare instances documents require submission via regular mail delivery. Refer to the "Proposal Information" section of the specifications for instructions for submission. Any unauthorized conditions, limitations or provisions attached to the proposal may render the bid nonresponsive and result in its rejection.

### ACCEPTANCE AND REJECTION

This proposal submitted by the bidder to the City of Columbus will be accepted or rejected within a period of 180 days from bid opening date. The City reserves the right to waive technicalities, and to request a rebid on the required material. If more than one item, prices shall be quoted on the units requested. However, each item shall be considered a separate bid and the City reserves the right to award a contract on each item separately or on all items as a whole or any combination thereof. Bidders whose proposal is made on an "All or None" basis must clearly state such fact in the proposals.

Each RFQ issued by the City shall state that the RFQ may be cancelled and that any RFQ response may be rejected in whole or in part when it is for good cause and in the best interests of the City.

### WITHDRAWAL OF PROPOSALS

Bidders may withdraw their RFQ response at any time prior to the time specified in the advertisement as the closing time for the receipt of bids. However, no bidder shall withdraw or cancel his response for a period of 180 calendar days after said advertised closing time for the receipt of proposals.

### DEFAULT PROVISION

In case of default by the bidder or the contractor, the City of Columbus may procure the articles or services from other sources and hold the bidder or contractor responsible for any excess costs occasioned or incurred thereby.

### SIGNATURE REQUIRED

By submitting this response electronically, bidder/proposer is affixing an electronic signature as defined by the Ohio Uniform Transactions Act. Said signature represents that he/she has the authority to bind the entity to the terms and conditions contained herein.

### APPLICABLE LAWS

The Revised Code of the State of Ohio, the Charter of the City of Columbus, and all City ordinances insofar as they apply to the laws of competitive bidding, contracts, and purchases, are made a part hereof.

### PRICING

Bidders are to quote firm or fixed prices for the duration of any contract which may be a result of this proposal unless otherwise noted in the specifications. In case of discrepancy in computing the amount of the bid, the **UNIT PRICE** quoted will govern.

Quotations are requested F.O.B. destination. If quoted F.O.B. Shipping Point include freight estimate and full value insurance cost.

### CONTRACT AND BOND

The bidder to whom an award is made will be required to execute a written contract with the City of Columbus, Ohio within ten days after receiving such contract for execution, and if specified in the legal notice, furnish a good and approved bond conditioned upon the faithful performance of the same. The proposal, contract, proposal bond, (if applicable), and performance bond (if applicable) shall be in the form herein specified.

If, at any time during the continuance of the Contract, any surety shall, in the opinion of the Finance & Management Director, become irresponsible, then said Director shall have the right to require additional and sufficient surety or sureties. The Contractor shall furnish the surety or sureties to the satisfaction of the said Director, within ten (10) days after notice. In default thereof the default provision herein shall apply.

### LIABILITY, INSURANCE, LICENSES AND PERMITS

Where bidders are required to enter or go onto City of Columbus property to deliver materials or perform work or services as a result of bid award, the bidder will assume full duty, obligation and expense of obtaining all necessary licenses, permits, and insurance when required. The bidder shall be liable for any damages or loss to the City occasioned by negligence of the bidder (or his agent) or any person the bidder has designated in the completion of his contract as a result of his bid.

Particular attention is directed to the statutory requirements of the State of Ohio relative to the licensing of corporation organized under the Laws of any other State.

### TAXES

Federal and/or State Taxes are not to be included in prices quoted. The successful bidder will be furnished an exemption certificate if needed.

### SAMPLES

Samples, when requested, must be furnished free of expense to the City and if not destroyed, will upon request be returned at the bidder's expense.

### DELIVERY

Time will be of the essence for any orders placed as a result of this bid. Purchaser reserves the right to cancel such orders or any part thereof, without obligations if delivery is not made within the time(s) specified. Delivery shall be made during normal working hours and to the destination shown on the proposal.

### QUALITY

Unless otherwise stated by the bidder, the RFQ response will be considered as being in strict accordance with the specifications outlined in the Bid Document.

References to a particular trade, manufacturer's catalog or model number are made for descriptive purposes to guide the bidder in interpreting the requirements of the City. They should not be construed as excluding proposals on other types of materials, equipment and supplies. However, the bidder, if awarded the contract, will be required to furnish the particular item referred to in the specifications or description unless a departure or substitution is clearly noted and described in the proposal.

### CHANGES AND ADDENDA TO BID DOCUMENTS

Each change or addenda issued in relation to this bid document will be published on the City's Vendor Services website no less than five (5) working days prior to the scheduled bid opening date. In addition, to the extent possible, notice will be e-mailed to each person registered as having interest in the commodities selected for this bid. Total bid inquiry or specific item cancellations may be issued later than that time specified above.

### WITHHOLDING OF INCOME TAX

All bidders are advised that in order for a contract to bind the City, each contract must contain the provisions found in Section 361.34 C.C.C. with regard to income taxes due or payable to the City of Columbus for wages, salaries and commissions paid to the contractor's employees as well as requiring those contractors to ensure that subcontractors withhold in a like manner.

### CAMPAIGN CONTRIBUTIONS

Contractor hereby certifies the following: that it is familiar with Ohio Revised Code ("O.R.C.") Section 3517.13; that all applicable parties listed in Division (I)(3) or (J)(3) of O.R.C. Section 3517.13 are in full compliance with Divisions (I)(1) and (J)(1) of that Section; that it is eligible for this contract under the law and will remain in compliance with O.R.C. Section 3517.13 for the duration of this contract and for one year thereafter.

## INFORMATION FOR BIDDERS (Continued)

### IN THE EVENT OF A CONTRACT

1. Where applicable according to the specifications successful seller shall transfer and deliver to City goods which conform to the specifications.
2. The City shall accept from seller goods that conform to the specifications, and shall pay for the goods in accordance with the terms of an agreement, which may result from this proposal.
3. The risk of loss from any causality to the goods regardless of the cause of the casualty shall be on seller until the goods have been delivered at the address designated in the order and are approved after inspection by the City.
4. Seller warrants and represents that seller has absolute and good title to and full right to dispose of the goods, and that there are no liens, claims, or encumbrances of any kind against the goods, and at the time of delivery shall be free from any security interests or other lien or encumbrance.
5. If there is a breach by seller of the warranty against encumbrances granted by seller in an agreement, which may result from this proposal, the City shall have the option to cancel an agreement, which may result from this proposal.
6. Seller shall defend any action brought against the City so far as the action is based on a claim that the goods, or any part of the goods, furnished under an agreement which may result from this proposal constitutes an infringement of any patent of the United States or a trademark. Seller shall be notified promptly in writing of the action and be given authority, information, and assistance, at the expense of seller, for the defense of the action. Seller shall pay all damages and costs awarded in the action. In case the goods or a part thereof are held to constitute infringement and the use of the goods or part thereof is enjoined, seller shall, at the expense of the seller, either procure for the City the rights to continue using the goods, replace the goods or a part hereof with non-infringing goods of equal or better quality, modify the goods so that the goods become non-infringing while continuing to meet or exceed the original specifications, or retake the goods and refund the purchase prices and the transportation and installation costs of the goods at the option of the City.
7. Seller warrants that (1) the goods to be supplied pursuant to an agreement which result from this proposal are fit and sufficient for the purpose intended, (2) the goods are merchantable, of a good quality, and free from defects, whether patent or latent, in material or workmanship and (3) the goods sold to the City pursuant to an agreement which may result from this proposal conform to the specifications. The particular purpose of which the goods are required may be set forth in the specifications.
8. The benefit of any warranty made in an agreement which may result from this proposal by seller shall extend to the City and to the employees of the City, any employee of the City may bring an action directly against seller for damages or injuries sustained by the employee resulting from any breach of warranty by seller.
9. All goods ordered shall be subject to final inspection and approval at the facility of the City designated for delivery. Any goods, which do not conform to the order of the City, may be rejected by the City. The City may hold any goods rejected pending instructions from the seller or the City may return goods to seller at seller's expense.
10. If any tender or delivery by seller is rejected by the City for nonconformity, no notice of intention to cure can be effective unless it is received by the City agency within five (5) days after notice of rejection is sent to seller.
11. The liability of the City for either non-acceptance of conforming goods or repudiation of the agreement which might result from this proposal shall be limited to the difference between the market price at the time and place for tender of the goods and the unpaid sales price together with any incidental damages, but less expenses paid in consequence of the breach by the City.
12. An agreement which may result from this proposal shall not be modified or altered by any subsequent course of performance

- between parties or by additional terms contained in any subsequent documents unless said additional or differing terms are incorporated by contract modification authorized to be entered into by ordinance.
- 13 Contractor shall protect, indemnify and save the City harmless from and against any damage, cost, or liability, including reasonable attorneys' fees, resulting from claims for any or all injuries to persons or damage to property arising from intentional, willful or negligent acts or omissions of Contractor, its officers, employees, agents, or Subcontractors.
- 14 This Contract may not be assigned or otherwise transferred to others by the Contractor without the prior written consent of the City. If this Contract is so assigned, it shall inure to the benefit of and be binding upon any respective successors and assigns (including successive, as well as immediate, successors and assignees) of the Contractor.
- 15 The signatories to this Contract represent that they have the authority to bind themselves and their respective organizations to this Contract.

### LOCAL CREDIT

Pursuant to City of Columbus Ordinance # 2607-2012, in determining the lowest bid for a contract the local bidder credit will not be applied.

### ENVIRONMENTALLY PREFERABLE PURCHASING

In evaluating bids or offers for materials, supplies, equipment, construction and services, preference will be given to an environmentally preferable bidder who offers a product or service equal to or superior to that of a non-environmentally preferable bidder or offeror and that the environmentally preferable bid or offer does not exceed by more than 5% (up to a maximum of \$20,000) the lowest responsive and responsible and best bid from any non-environmentally preferable bid or offer. The environmentally preferable bidder will be required to demonstrate to the city agency procuring the product or service how their bid is equal to or superior to that of a non-environmentally preferable bidder. Where the bidder or offeror is local, the applicable credit for a local bidder or offeror shall be calculated first.

### CERTIFICATE OF TITLE ON EQUIPMENT

If applicable to this purchase, all documents required to obtain a State of Ohio Certificate of Title **must** be delivered to:

**Fleet Management Administrator  
City of Columbus/Fleet Management Div.  
4211 Groves Road  
Columbus, Ohio 43232**

After signature by the Fleet Management Administrator, an original title is to be delivered to the above address within three (3) days. No payment for vehicles requiring a title will be authorized by the Fleet Management Administrator until a valid title is received.

### REMEDIES

All claims, counterclaims, disputes and other matters in question between the City, its agents and employees, and the Contractor arising out of or relating to this agreement or its breach will be decided in a court of competent jurisdiction within the County of Franklin, State of Ohio.

### OFFERORS TERMS AND CONDITIONS

Terms and conditions, submitted with this proposal, which are contrary to City Code or Charter shall be disregarded for the purpose of any subsequent contract. The successful bidder shall be notified as to which terms and conditions, if any, have been deleted.

## EQUAL OPPORTUNITY CLAUSE

- (1) The contractor/vendor/bidder will not discriminate against any employee or applicant for employment because of race, sex, sexual orientation, gender identity or expression, color, religion, ancestry, national origin, age, disability, familial status or military status. The contractor will take affirmative action to ensure that applicants are employed, and that employees are treated during employment without regard to their race, sex, sexual orientation, gender identity or expression, color, religion, ancestry, national origin, age, disability, familial status or military status. Such action shall include, but not be limited to, the following: employment up-grading, demotion, or termination; rates of pay or other forms of compensation; and selection for training. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices summarizing the provisions of this Equal Opportunity Clause.
- (2) The contractor will, in all solicitations or advertisements for employees placed by or on behalf of the contractor, state that the contractor is an equal opportunity employer.
- (3) It is the policy of the City of Columbus that business concerns owned and operated by M/WBEs shall have the maximum practicable opportunity to participate in the performance of contracts awarded by the city.
- (4) The contractor shall permit access to any relevant and pertinent reports and documents by the ODI director for the sole purpose of verifying compliance with this Title and ODI regulations. All such materials provided to the ODI director by the contractor shall be considered confidential.
- (5) The contractor will not obstruct or hinder the ODI director or his/her deputies, staff and assistants in the fulfillment of the duties and responsibilities imposed by Title 39 of the Columbus City Codes.
- (6) The contractor and each subcontractor will include a summary of this Equal Opportunity Clause in every subcontract. The contractor will take such action with respect to any subcontractor as is necessary as a means of enforcing the provisions of the Equal Opportunity Clause.
- (7) The contractor agrees to refrain from subcontracting any part of this contract or contract modification thereto to a contractor not holding a valid certification number as provided for in Title 39.
- (8) Failure or refusal of a contractor or subcontractor to comply with the provisions of Title 39 may result in cancellation of this contract.

**ALL CONTRACTORS MUST HOLD A VALID CONTRACT COMPLIANCE CERTIFICATION NUMBER ISSUED BY THE OFFICE OF DIVERSITY AND INCLUSION.**

*To obtain a Contract Compliance number register at the City of Columbus Vendor Services website: <http://vendors.columbus.gov/sites/public>*

1. Login to the City of Columbus Vendor Services Site and register with the city of Columbus. Once that is completed and approved by the purchasing office, log back in and do the following:
2. Select **Questionnaires** from the Common menu located on the left navigation bar.
3. Next select EBO Quest. (this is the contract compliance application)
4. Question 1 will be displayed; Answer question 1 and select **Forward**.
5. Proceed through the questionnaire answering each question and selecting **Forward** to continue. Once you have reached and answered the last question select **End** to submit.
6. Then the questionnaire will be received by the ODI Office, reviewed and process within 2 business days or less. For additional questions regarding this process, contact the Office of Diversity Inclusion at 614-645-4764.

**City of Columbus Home Page: [www.columbus.gov](http://www.columbus.gov)**

**City of Columbus, Department of Finance and Management,  
Department of Technology  
Microsoft Enterprise Agreement**

**1.0 SCOPE AND CLASSIFICATION**

- 1.1 **Scope:** This proposal is to provide the City of Columbus with a Universal Term Contract to enter into a three (3) year Microsoft Enterprise Agreement with a qualified Microsoft Agreements and Enrollments Large Solution Providers (LSPs). Specifically, in order to provide software licensing and support for all of the Microsoft software licenses and quantities as defined in Attachment A and to provide fixed true-up pricing schedule from Microsoft's complete catalog of available products for each year of the contract. The proposed contract will be in effect January 1, 2021 through December 31, 2023.
- 1.2 **Classification:** The successful bidder will provide and deliver fixed yearly contract license pricing for all products indicated in Attachment A, and a fixed true-up pricing schedule from Microsoft's complete catalog of available products for each year of the contract. Bidders are required to show experience in providing this type of software licenses and support as detailed in these specifications.
- 1.2.1 **Bidder Experience:** The Offeror must submit an outline of its experience and work history in these types of materials and/or warranty service for the past five years.
- 1.2.2 **Bidder References:** The Offeror shall have documented proven successful contracts from at least four customers that the Offeror supports that are similar in scope, complexity, and cost to the requirements of this specification.
- 1.2.3 **Bidder Qualifications:** The Offeror shall have documented proof that they are a certified LSP for Microsoft and able to negotiate valid Microsoft Enterprise agreements on Microsoft's behalf.
- 1.3 **Specification Questions:** Questions regarding this bid must be submitted on the Bonfire portal by 1:00 PM, Thursday, October 29, 2020. Responses will be posted on the Bonfire portal no later than Thursday, November 5, 2020 at 1:00 PM.
- 1.4 For additional information concerning this bid, including how to submit a proposal, is available on the Bonfire portal web site at <https://columbus.bonfirehub.com/projects> under RFQ016877.

**2.0 APPLICABLE PUBLICATIONS AND STANDARDS**

- 2.1 Must meet or exceed all City, State, Federal safety guidelines and standards.
- 2.2 All OSHA applicable guidelines and standards.

**3.0 REQUIREMENTS**

**City of Columbus, Department of Finance and Management,  
Department of Technology  
Microsoft Enterprise Agreement**

**3.1 General Information**

3.1.1 **Term:** The proposed contract shall be in effect from 1/1/2021 up to and including 12/31/2023.

3.1.1.1 **Annual Extension:** Intentionally deleted

3.1.2 **Pricing:** Bidders are to bid firm or fixed prices, FOB Destination, Freight Prepaid and Allowed for the term of the contract. All pricing must include manufacturer warranty. All manufacturer warranties will be passed on to the City of Columbus.

3.1.2.1 **Escalator Clause:** Intentionally deleted.

3.1.2.2 **Price Documentation:** Intentionally deleted.

3.1.2.3 **Right of Cancellation:** Intentionally deleted.

3.1.3 **Quantity Estimate:** The City of Columbus estimates purchasing licensing in the quantities as specified in Attachment A in accordance with this contract. This is an estimate of the annual needs of the City under this contract and are for bidding purposes only. This estimate is not to be construed as representing an actual order for that amount, or a guarantee that any minimum amount will actually be purchased. The City reserves the right to purchase up to twice the estimated quantity.

3.1.4 **Quality Standards:** The City intends to renew licenses and support and potentially true-up for new additional licenses and support for each year of the contract. The specifications describe a minimum acceptable requirements which a bidder has to meet. However, the bidder is allowed to exceed a minimum requirement where the excess enhances the services offered, and which the City can accept. It is not acceptable for a bidder to exceed a maximum desired limit.

3.2 **Bidder Requirements:** The City will use the requirements of this section to determine if each bidder meets the minimum standards to be considered a responsible bidder. **Please print, complete and attach** Reference pages and attach any supplemental pages as may be necessary to meet these requirements.

3.2.1 **Experience Required:** Documentation shall include (at a minimum) information meeting the following criteria.

3.2.1.1 **Licensing and Support Capabilities:** Offerors must document, and submit in a letter attached to the bid, their capability of providing the licenses and support specified herein.

**City of Columbus, Department of Finance and Management,  
Department of Technology  
Microsoft Enterprise Agreement**

- 3.2.1.2 **Manufacturer Relationship:** The Offeror shall provide the history of their relationship with manufacturer(s) that will potentially be providing these types of software licenses and support for the past five years, including but not limited to the following:
- a) Length of the relationship
  - b) Level of the relationship
  - c) A brief history of the relationship
- 3.2.2 **References:** The Offeror shall have documented proven successful contracts from at least four customers that the Offeror supports that are similar in scope, complexity, and cost to the requirements of this specification.
- 3.2.2.1 **Contact Information Required:** The reference contact information shall include the customer name, customer e-mail address, street address, telephone number, fax number, contact name and equipment purchase date.
- 3.2.2.2 **Software License and Support Information:** A description of the software licenses and support provided.
- 3.2.3 **Subcontractor Information Required:** If subcontractor(s) are to be used, please list names, addresses, telephone numbers and a contact person for each subcontractor. All subcontractors must meet the qualifications as specified herein.
- 3.2.3.1 **Subcontractor Contact:** Should the Offeror use subcontractors, the City shall use the Offeror as the primary contact point.
- 3.2.4 **Specification Questions:** Questions regarding this bid including any exceptions and/or suggested changes to the requirements must be submitted on the Bonfire portal by 1:00 PM (local time) on Thursday, October 29, 2020. Responses and any necessary addenda will be posted as an amendment to this RFQ on the Bonfire portal no later than 1:00 PM (local time) on November 5, 2020. The City strongly encourages bidders to submit exceptions and/or changes during this stage of the process. Bidders submitting exceptions and/or changes before this date will greatly reduce the likelihood of their bid being rejected as non-responsive to the specifications.
- 3.3 **Product Requirement Specifications:**
- 3.3.1 See Attachment A for specified licenses and services.
- 3.3.2 Attach separate fixed true-up pricing schedule from Microsoft's complete catalog of available products for each year of the contract.
- 4.0 ORDERING, DELIVERY and INVOICING**

**City of Columbus, Department of Finance and Management,  
Department of Technology  
Microsoft Enterprise Agreement**

4.1 **Ordering Procedure:** A written purchase order will be established by the Director of Finance and Management. The Purchase Order will have the delivery information and invoice information.

4.2 **Invoicing:** Each invoice shall show the City Purchase Order number, a brief description identifying the item, the unit price, and the total amount. The invoice amount must exactly match the purchase order amount in accordance with the bid proposal. All Invoices should be mailed to the address shown on the purchase order ensure proper payment.

5.0 **NOTES**

5.1 **Universal Term Contract:** This proposal is bidder's offer to sell the item(s) set forth in the bidders' response to the RFQ at the price(s) quoted by bidder therein, under the terms and conditions of these bid documents. An estimated quantity or estimated annual expenditure is set forth in the proposal, Attachment A. Bidder is to take notice that the City makes no warranties or representations that the estimated quantity, or any quantity at all, will be ordered by the City even though bidder's proposal is accepted by the City and a firm offer for sale executed.

If bidder's proposal is accepted by the City and the firm offer for sale is executed the bidder is to take further notice that no act, failure to act, or order placed by the City shall constitute an order or contractually bind the City without the proper certificate by the City Auditor that funds sufficient for full payment due on any order are available. Each order placed under the firm offer for sale shall require execution of a purchase order. Therefore in consideration of one (1) dollar received by the awarded bidder, said bidder shall offer to sell buyer, City of Columbus, who shall have the Contract Term to exercise this option to purchase, at the price and on the terms set forth in this proposal.

The City shall not be precluded from buying the same or similar items from other suppliers.

5.2 **Online Bidding Instructions:** Bidders are requested to complete the proposal document, Attachment A, and all requested attachments, contained within the bid packet and attach it with their response. It is understood that all parts may not be specifically mentioned but must be included to make the licenses operational and complete.

5.3 **Warranty:** The equipment specified herein shall be covered by the manufacturer's warranty at no additional charge. Bidders shall submit warranty on a separate sheet attached to the bid proposal.



**City of Columbus, Department of Finance and Management,  
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- 5.3.1 **Warranty Period:** The warranty period shall be a minimum of 12 months at no additional charge. Bidders shall submit copies of the warranty as an attachment with the bid proposal.
- 5.4 **Cooperative Purchasing:** The successful bidder shall also supply all items under the terms and conditions of the proposed contract to agencies officially sanctioned by the City in its cooperative purchasing effort, the Central Ohio Organization of Public Purchasers (COOPP). Any agency that is not subject to a City of Columbus purchase order must be invoiced directly by the supplier. Those agencies participation is subject to a credit approval by the supplier, as the City of Columbus is in no way obligated to those agencies' financial commitments. The supplier shall be notified of any additional agencies sanctioned by the City of Columbus via letter signed by the Finance and Management Director.
- 5.5 **Correspondences:** During the bidding and evaluation process Offerors are strictly prohibited from communicating with any City employees or officers regarding the solicitation. Any communication from the vendor to the City should be limited to only the contact(s) listed in the RFQ and/or below. A violation of this section on the part of the Offeror may lead to disqualification.

Send all correspondences regarding this bid to [kahaytas@columbus.gov](mailto:kahaytas@columbus.gov)



Proposal for City of Columbus

RFQ016877

Monday, November 16, 2020



Monday, November 16, 2020

Richard Wagner  
City of Columbus  
90 W. Broad St  
Columbus, OH 43215

Dear Mr. Wagner,

Thank you for this opportunity to submit a proposal for City of Columbus' forthcoming technology project. We have studied the information provided to us about your business requirements and carefully analyzed your technology needs. The solution recommended for City of Columbus has been designed to meet your needs in the most cost-effective way without compromising on quality, service or ongoing support.

Dell is helping our customers to bring down the Total Cost of Ownership by simplifying IT. We are committed to providing solutions that will allow City of Columbus to reclaim time and cost and increase the productivity of your IT. In addition, we have built environmental consideration into every stage of the Dell product lifecycle including power consumption, helping our customers demonstrate environmentally responsible procurement.

Along with award winning products and services, Dell also offers you a dedicated program account team that is committed to working with you and your procurement needs. This team includes:

- An Account Manager to ensure overall account satisfaction
- System Consultants to provide a seamless deployment experience
- Technical Sales Representatives to facilitate order management
- Customer Service Representatives to provide post-sale support

Dell's receipt of an Award or Purchase Order for RFQ016877 from City of Columbus and subsequent performance in relation to this response shall be governed by and understood to indicate City of Columbus' acceptance of the Ohio STS Contract STS 0A1252. Any terms in RFQ016877 or on a resulting Purchase Order from City of Columbus to Dell shall not be applicable.

Dell looks forward to working with you on this project. Should you have any questions regarding this response, please contact me at 774.350.8261 or online at [Stacey.Skala@Dell.com](mailto:Stacey.Skala@Dell.com). For questions regarding Dell's proposed solution, please contact your dedicated Account Executive, Brian Tatum, at 440.334.9419 or online at [Brian.Tatum@Dell.com](mailto:Brian.Tatum@Dell.com).

Sincerely,

  
Stacey Skala  
Proposal Manager

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# Dell Technologies Profile

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At Dell Technologies, our purpose is to drive human progress on a global scale, through greater access to better technology, to create new markets, reshape industries, and improve the lives of every person on the planet. Our unique combination and unprecedented capabilities power true transformation for people and organizations everywhere.

Digital transformation has become essential to all businesses and we have expanded our portfolio to include holistic solutions that enable our customers to drive their ongoing digital transformation initiatives. Dell Technologies' integrated solutions help customers modernize their IT infrastructure, manage and operate in a multi-cloud world, address workforce transformation, and provide critical security solutions to protect against the ever increasing and evolving security threats.

With our extensive portfolio and our commitment to innovation, we have the ability to offer secure, integrated solutions that extend from the edge to the core to the cloud, and we are at the forefront of the software-defined and cloud native infrastructure era.

As a hybrid of digital experts, we deliver real results for customers across a spectrum of industries. Dell Technologies includes Dell, Dell EMC, Virtustream, Boomi, and publicly traded companies VMware and Secureworks in one company with the power to drive digital transformation and generate real results every day for the customers and people who partner with us.

## Dell Team Contacts

Name	Responsibility	Contact Information
Brian Tatum	Account Executive	<a href="mailto:Brian.Tatum@Dell.com">Brian.Tatum@Dell.com</a>
Matthew Lauer	Inside Account Manager	<a href="mailto:Matthew.Lauer@Dell.com">Matthew.Lauer@Dell.com</a>
Stacey Skala	Proposal Manager	<a href="mailto:Stacey.Skala@Dell.com">Stacey.Skala@Dell.com</a>

# Dell Response to RFQ016877

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## Document Checklist

**IN ORDER FOR YOUR BID TO BE CONSIDERED:** The following documents must be completed and attached to your response. Complete this checklist to confirm the items required in your bid. Failure to submit the listed documents may be cause for rejection of your bid:

- Pricing is to be entered into Attachment A
- Microsoft Certified Large Solution Providers
- Reference Pages
- Experience Documentation
- Subcontractor Information
- Warranty

## Requirements

3.2 Bidder Requirements: The City will use the requirements of this section to determine if each bidder meets the minimum standards to be considered a responsible bidder. Please print, complete and attach Reference pages and attach any supplemental pages as may be necessary to meet these requirements.

3.2.1 Experience Required: Documentation shall include (at a minimum) information meeting the following criteria.

3.2.1.1 Licensing and Support Capabilities: Offerors must document, and submit in a letter attached to the bid, their capability of providing the licenses and support specified herein.

**Dell Response:** Dell Microsoft Competency Certification Letter is attached to this response as Appendix A

3.2.1.2 Manufacturer Relationship: The Offeror shall provide the history of their relationship with manufacturer(s) that will potentially be providing these types of software licenses and support for the past five years, including but not limited to the following:

- a) Length of the relationship
- b) Level of the relationship
- c) A brief history of the relationship

**Dell Response:** Dell Software is a Microsoft LSP authorized to sell and administer the Microsoft Enterprise and Select/Select Plus Agreements. We are able to provide the entire Microsoft product line under the Enterprise Agreement.

Dell Software's experience in Microsoft licensing is second to none. We have been a Microsoft Reseller, and offered Microsoft software licensing to government customers since 1984.

Our expertise and familiarity can perhaps be best demonstrated by the number and types of Microsoft software contracts that we administer for government entities (state, local, academic and federal) throughout the United States. Looking at state government in particular, Dell Software is proud to administer statewide software contracts for a wide range of state government customers. Dell Software is currently a named reseller on 22 state contracts nationwide.

Following is a list of those 22 states and each of these states has affiliate enrollees under Microsoft Select and Enterprise Agreements.

- State of California
- State of Idaho
- State of Indiana
- State of Louisiana
- State of Maine
- Commonwealth of Massachusetts
- State of Michigan
- State of Montana
- State of North Carolina
- State of North Dakota
- State of New Jersey
- State of New York
- State of Ohio
- State of Oklahoma
- State of Oregon
- Commonwealth of Pennsylvania
- State of Rhode Island
- State of Tennessee
- State of Texas
- State of Virginia
- State of Vermont
- State of Wyoming

Each of these states represents a wide collection of purchasing entities with diverse needs. Dell Software has worked with each state to identify their unique needs, help negotiate and implement Microsoft Volume License Agreements, as appropriate, and then designed communications / educational campaigns to reach that state's eligible customers. Each state has its own story of why they selected Dell Software—in many cases not just once but through several renewal processes.

At Dell Software, we have an entire organization that focuses on state and local government and educational accounts; government is not an afterthought as it is in some companies. And we have staffed that department with capable, experienced, industry-savvy, and customer service oriented personnel. We understand that state and local government customers have unique needs when it comes to budgeting, procurement and payment processes, dissemination of knowledge and information, and in many other areas, and we are equipped to help meet those needs.

Dell goes beyond taking orders by providing advice for money-saving opportunities and long-term solutions. Dell analyzes your existing licensing programs and determines whether your current programs best meet your business needs. Our many years of experience managing customers' licensing agreements has taught us to easily identify the best offering for each unique customer. We are committed to providing the best valued solutions consistent with your requirements— technology suited to the way you operate and designed to deliver excellence, enable growth, and lower costs. The Account Teams for Dell are customized for your direct needs, and include the following members:

- Dell Software Account Executive – Your Software Account Executive is based out of Berea, Ohio and can provide professional expertise on licensing programs. Trained and certified with over 13 years of industry experience, he can answer your licensing questions and help you navigate complex licensing options to optimize your agreements and ensure their compliance.
- Dell Inside Software Specialist – Your Dell Inside Software Specialist is based out of Huntley, Illinois and is available via phone for licensing questions, quote requests, and contract maintenance. He has over 14 years of experience as a software specialist.
- Dell Inside Cloud Specialist - Your Dell Inside Cloud Specialist is based out of Round Rock, Texas and can help with the planning and execution of your cloud strategy whether you are just starting your transition to cloud or are further along in your transformation. He has over 2 years of experience as a cloud specialist.
- Publisher Resources – When needed, Dell can engage publisher resources to provide additional input on software products in order to best meet your needs.

Dell intends to be a partner for the City of Columbus, and communication is one of the keys to creating and maintaining this partnership. Dell will provide face-to-face Quarterly Business Reviews. We will present the quarterly licensing program activity, provide any suggested changes to licensing scenarios or benefit implementation, and gather feedback on our performance and any recommendations to enhance your experience.

- Exceptional Contract Management: Dell has experience administering volume license agreements and we are very familiar with the steps needed to maintain existing agreements and any agreement transitions.
- We extend an invite for a Post Award Kick-off Meeting to further discuss how we may assist with your software agreement, as well as plan roll-out activities to inform agencies. We would like to arrange this meeting to take place shortly after agreement start date.
- We will work with authorized users across the City of Columbus, ensuring they are familiar with the new agreement terms and make ourselves available to assist and collaborate as needed. We will ensure users have access to available publisher tools to adequately manage licenses for their organization.
- Contract Status Updates: Dell also believes that it is important for our customers to receive updates when there are changes in products, licensing options, or available benefits such as Software Assurance Benefits. When Microsoft introduces a new product or makes a major licensing change, for example, it can have a significant impact on how an organization purchases their Microsoft technologies. When this occurs, Dell can advise to ensure the City of Columbus responds to changes quickly and appropriately.



- Order Management: Dell acknowledges and accepts reporting requirements laid out in this RFP. We are happy to provide and review at the request of the state.
- Program Management Reviews: Dell will conduct Quarterly contract reviews. During the reviews Dell will discuss order history, contract requirements, provide industry trends and changes, and any other additional action items requested by your organization.

3.2.2 References: The Offeror shall have documented proven successful contracts from at least four customers that the Offeror supports that are similar in scope, complexity, and cost to the requirements of this specification.

3.2.2.1 Contact Information Required: The reference contact information shall include the customer name, customer e-mail address, street address, telephone number, fax number, contact name and equipment purchase date.

**Dell Response:** Please see completed forms included with response.

3.2.2.2 Software License and Support Information: A description of the software licenses and support provided.

**Dell Response:** Dell is unable to provide a description of the software licenses for the references listed due to existing Non -Disclosure Agreements with customers. We can only state that all of the references listed have at least one Microsoft Enterprise Agreement that is currently managed by Dell. In terms of a description of the support provided, that is explained in detail in the next section.

## Description of Dell Microsoft License Solution Provider (LSP) Services for Software Customers:

Dell provides comprehensive services around its software licensing business to more than 4500 Enterprise Agreement (EA) customers globally. The following is a brief overview of some of these services, which are fully included when you choose Dell as your Microsoft reseller/LSP.

1. Product level software licensing analysis and advice: Dell staff has accreditation in Microsoft technologies and programs and will offer detailed advice on product licensing and deployment scenarios. The team can also help outline the pros and cons of different licensing models potentially applicable to your specific environment.
2. Program level software licensing analysis and advice: Licensing programs continue to evolve as the broader technology landscape changes. Virtualization, technology refresh cycles and the move to Cloud and hybrid on-prem/Cloud deployments, means "one size" very often does not fit all. Dell can provide program-level advice to match even the most complex customer environment, and many of our customers have multiple licensing agreements to accommodate IT, geographic and deployment complexities.
3. Software Assurance (SA) benefits: SA benefits can be key to realizing the value of Microsoft software. In addition to providing the rights to deploy and use the latest versions of covered technologies, SA can provide incremental value, which directly impacts the cost and ease of implementing and running Microsoft software, including: technical and staff training, deployment planning, and product support. Dell understands SA, it's importance in any given technical environment, and can provide: (i) tools to estimate SA entitlements for a given product spend; (ii) detailed guidance on SA value by product and benefit; and (iii) advice and guidance on tracking and consuming SA benefits.

4. Pricing and contract negotiation: Dell will work closely with you to support the pricing and contract negotiation process. This can include the provision of comparative cost models across products and programs, setting the negotiation framework and timetable, or full management of the negotiation process on your behalf. Dell will meet with you to understand your preferred engagement style with Microsoft and will then support your objectives in pre-contract discussions.

5. Microsoft Certified Professional (MCP) resources: Dell has and maintains the highest levels of partner accreditation with Microsoft, including MCP-qualified staff in relevant Microsoft competencies. Dell executes ongoing efforts to keep all staff providing Microsoft-specific licensing advice MCP certified.

6. Dedicated account management and regular customer visits in specific countries such as France and UK : Dell has a dedicated, customer facing software solutions Account team. This team is in addition to the Sales team that support the full Dell Technologies solutions portfolio. The software solutions Account team not only provides field support to Dell's Microsoft EA and other principal customers, but also ensures that the full breadth of Dell software licensing knowledge is accessible by engaging highly trained team specialists to assist with your queries and support requests.

7. Product and licensing road-mapping and planning in specific countries such as France and UK: Dell provides technology and licensing road-mapping sessions to ensure that you are kept fully informed of our software partners' plans. These sessions can help ensure that technology developments are anticipated and planned for, and that the risks posed by ever-changing licensing models are properly managed.

8. Advisory and support services at key contract milestones, including sign-up, anniversaries, true-ups and renewals: Manufacturers impose tight performance expectations on their customers and channel partners who participate in, and support, licensing programs. Dell provides hands-on support to our EA customers at all key stages of the contract lifecycle, particularly annual true-ups. EA customers working with Dell can expect to be contacted by their software account executive up to several months in advance of true-ups to discuss software deployments, current reporting processes and any additional assistance that might be required.

9. Microsoft Cloud specialist team members: Dell has full-time specialist staff members with proficiency in Microsoft Cloud technologies and licensing.

10. Dedicated Microsoft operations team with expert knowledge of Microsoft contracts and program administration: The benefits of Microsoft licensing programs can be significant but getting the most from the various models that exist can mean working with lengthy contracts and complex systems. To guide customers through this process, Dell has a full time, dedicated Microsoft operations team with extensive experience of over 100 combined years.

11. Reporting: Dell can deliver reporting to assist you in the daily management of your licensing programs. We offer reports to show you the status of individual licensing programs, licensing entitlements by enrollment and general purchasing histories. In collaboration with Microsoft, Dell can provide comprehensive cross-program entitlement reporting to support internal or external SAM/Audit programs. In addition, Dell creates custom reports for you by enrollment to support your EA annual true-up. True-up reporting allows you to easily manage the true-up process, as well as calculate any fees due to incremental product usage.

3.2.3 Subcontractor Information Required: If subcontractor(s) are to be used, please list names, addresses, telephone numbers and a contact person for each subcontractor. All subcontractors must meet the qualifications as specified herein.

**Dell Response:** Not applicable to this response.

3.2.3.1 Subcontractor Contact: Should the Offeror use subcontractors, the City shall use the Offeror as the primary contact point.

**Dell Response:** Not applicable to this response.

5.3 Warranty: The equipment specified herein shall be covered by the manufacturer's warranty at no additional charge. Bidders shall submit warranty on a separate sheet attached to the bid proposal.

**Dell Response:** Dell does not provide warranty for third party products.

Warranty details: <https://www.dell.com/learn/us/en/uscorp1/terms-of-sale-consumer-warranties>

# References

**City of Columbus, Department of Finance and Management,  
Department of Technology  
Microsoft Enterprise Agreement**

**REFERENCES**

The bidder must briefly document its capabilities and submit an outline of its experience and work history in Microsoft Licensing for the past five (5) years by submitting the contact information of references from four (4) separate equipment sales. References should consist of projects of a similar scope, complexity, and cost.

Business Name: City of Cincinnati Tel # 513.352.6217

Address: 805 Central Ave, Suite 300, Cincinnati

E-mail Address: jeff.mccord@cincinnati-oh.gov Fax #

Contact: Jeff McCord Equipment purchase date:

Equipment Provided/ Warranty Service Performed:

Dell is unable to provide contract dates and a description of the software licenses for the references listed due to existing Non -Disclosure Agreements. Please see written response for a general description of support provided.

Business Name: City of Cleveland Tel # 216.857.7352

Address: 205 St. Clair, Cleveland, OH 44113

E-mail Address: farab@clevelandohio.gov Fax #

Contact: Faranak Arab Equipment purchase date:

Equipment Provided/ Warranty Service Performed:

Dell is unable to provide contract dates and a description of the software licenses for the references listed due to existing Non -Disclosure Agreements. Please see written response for a general description of support provided.

**City of Columbus, Department of Finance and Management,  
Department of Technology  
Microsoft Enterprise Agreement**

**References continued.**

Business Name: Cuyahoga County Tel # 216.443.8584

Address: 2079 E 9th St, 6th FL, Cleveland, OH 44115

E-mail Address: kkozer@cuyahogacounty.us Fax # \_\_\_\_\_

Contact: Keith Kozer Equipment purchase date: \_\_\_\_\_

Equipment Provided/ Warranty Service Performed: \_\_\_\_\_

Dell is unable to provide contract dates and a description of the software licenses for the references listed due to existing Non -Disclosure Agreements. Please see written response for a general description of support provided.  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Business Name: City of Dayton Tel # 937.333.6341

Address: 130 W 2nd St, Ste 320, Dayton, OH 45402

E-mail Address: shibu.varghese@daytonohio.gov Fax # \_\_\_\_\_

Contact: Shibu Varghese Equipment purchase date: \_\_\_\_\_

Equipment Provided/ Warranty Service Performed: \_\_\_\_\_

Dell is unable to provide contract dates and a description of the software licenses for the references listed due to existing Non -Disclosure Agreements. Please see written response for a general description of support provided.  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

# Subcontractors

**City of Columbus, Department of Finance and Management,  
Department of Technology  
Microsoft Enterprise Agreement**

SUBCONTRACTORS INFORMATION (IF APPLICABLE)

*Not applicable to this response.*

Business Name: \_\_\_\_\_ Tel # \_\_\_\_\_

Address: \_\_\_\_\_

E-mail Address: \_\_\_\_\_ Fax # \_\_\_\_\_

Contact: \_\_\_\_\_

Business Name: \_\_\_\_\_ Tel # \_\_\_\_\_

Address: \_\_\_\_\_

E-mail Address: \_\_\_\_\_ Fax # \_\_\_\_\_

Contact: \_\_\_\_\_

Business Name: \_\_\_\_\_ Tel # \_\_\_\_\_

Address: \_\_\_\_\_

E-mail Address: \_\_\_\_\_ Fax # \_\_\_\_\_

Contact: \_\_\_\_\_

Business Name: \_\_\_\_\_ Tel # \_\_\_\_\_

Address: \_\_\_\_\_

E-mail Address: \_\_\_\_\_ Fax # \_\_\_\_\_

Contact: \_\_\_\_\_

## Appendix A – Microsoft Certification Letter

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October 21, 2019

RE: Dell Marketing LP, ID: 1359050

To Whom It May Concern:

Dell Marketing LP is a globally recognized Microsoft Partner. Additionally, each location profiled under the parent membership is recognized with the following active competencies:

- Gold Application Development
- Gold Application Integration
- Gold Cloud Customer Relationship Management
- Gold Cloud Platform
- Gold Cloud Productivity
- Gold Collaboration and Content
- Gold Communications
- Gold Data Analytics
- Gold Data Platform
- Gold Datacenter
- Gold Enterprise Mobility Management
- Gold Messaging
- Gold Small and Midmarket Cloud Solutions
- Gold Windows and Devices
- Silver Cloud Business Applications
- Silver Security

Having demonstrated superior levels of successful implementations, capabilities and technical certifications, Dell Marketing LP has met the rigorous requirements for each specified competency. Dell Marketing LP has reached the status of Gold recognition by exhibiting increased levels of real world experience and expertise through projects that were independently verified by Microsoft.

Should you have any questions regarding Dell's achievements please feel free to reach out to me directly at [v-roedel@microsoft.com](mailto:v-roedel@microsoft.com).

Regards,

Robin Edelmann

*Robin Edelmann*

Global Support Team PM  
Microsoft Corporation

**RFQ016\_\_**  
**Attachment A Contract Pricing**

Item Number	Qty.	Part #	Description	List Price	Unit Price	Extended Price	Vendor Notes
1.0	7729	W06-01072	CoreCAL ALNG SA MVL Pltfrm UsrCAL	\$ 55.00	\$ 43.94	\$339,612.26	Payment 1 of 3 equal payments
2.0	7292	269-12442	OfficeProPlus ALNG SA MVL Pltfrm	\$ 115.00	\$ 92.61	\$675,312.12	Payment 1 of 3 equal payments
3.0	7292	KV3-00353	WINENTperDVC ALNG SA MVL Pltfrm	\$ 51.00	\$ 41.09	\$299,628.28	Payment 1 of 3 equal payments
4.0	250	AAA-11889	O365GovE3 ShrdSvr ALNG SubsVL MVL AddOn touserCoreCALw/OPP	\$ 82.80	\$ 65.28	\$16,320.00	Payment 1 of 3 equal payments
5.0	14	395-02504	EXCHGSVRENT ALNG SA MVL	\$ 870.00	\$ 706.42	\$9,889.88	Payment 1 of 3 equal payments
6.0	3	312-02257	EXCHGSVRSTD ALNG SA MVL	\$ 152.00	\$ 123.28	\$369.84	Payment 1 of 3 equal payments
7.0	85	H30-00238	PRJCTPRO ALNG SA MVL W1PRJCTSVRCAL	\$ 232.00	\$ 187.83	\$15,965.55	Payment 1 of 3 equal payments
8.0	5	076-01912	Prjct Std ALNG SA MVL	\$ 141.00	\$ 113.93	\$569.65	Payment 1 of 3 equal payments
9.0	275	D87-01159	VISIOPRO ALNG SA MVL	\$ 121.00	\$ 97.58	\$26,834.50	Payment 1 of 3 equal payments
10.0	12	H04-00268	SHAREPOINTSvr ALNG SA MVL	\$ 1,459.00	\$ 1,184.64	\$14,215.68	Payment 1 of 3 equal payments
11.0	3	DDJ-00001	PwrBIProGCC ShrdSvr ALNG SubsVL MVL PerUsr	\$ 112.80	\$ 88.44	\$265.32	Payment 1 of 3 equal payments
12.0	39	77D-00111	VSPROSUBMSDN ALNG SA MVL	\$ 369.00	\$ 299.27	\$11,671.53	Payment 1 of 3 equal payments
13.0	6	MX3-00117	VSEntSubMSDN ALNG SA MVL	\$ 1,287.00	\$ 1,045.01	\$6,270.06	Payment 1 of 3 equal payments
14.0	100	6VC-01253	WINRMTDSKTPSRVCSAL ALNG SA MVL DVCCAL	\$ 22.00	\$ 17.53	\$1,753.00	Payment 1 of 3 equal payments
15.0	64	7JQ-00343	SQLSvrEntCore ALNG SA MVL 2Lic CoreLic	\$ 2,698.00	\$ 2,191.15	\$140,233.60	Payment 1 of 3 equal payments
16.0	38	7NQ-00292	SQLSvrStdCore ALNG SA MVL 2Lic CoreLic	\$ 704.00	\$ 571.42	\$21,713.96	Payment 1 of 3 equal payments
17.0	312	9GA-00313	CISSteStdCore ALNG SA MVL 2Lic CoreLic	\$ 41.00	\$ 33.04	\$10,308.48	Payment 1 of 3 equal payments
18.0	666	9GS-00135	CISSteDCCore ALNG SA MVL 2Lic CoreLic	\$ 200.00	\$ 162.01	\$107,898.66	Payment 1 of 3 equal payments
19.0						\$0.00	
20.0						\$0.00	
21.0						\$0.00	
22.0						\$0.00	
23.0						\$0.00	
24.0						\$0.00	
25.0						\$0.00	
<b>Total Bid Price</b>						<b>\$1,698,832.37</b>	



**RFQ016**

**Attachment A True Up Year 1 Pricing**

Item Number	Part #	Description	List Price	TrueUp Year 1 Unit Price	Vendor Notes
1.0	W06-01072	CoreCAL ALNG SA MVL Pltfrm UsrCAL	\$ 324.00	\$ 261.25	
2.0	269-12442	OfficeProPlus ALNG SA MVL Pltfrm	\$ 543.00	\$ 440.91	
3.0	KV3-00353	WINENTperDVC ALNG SA MVL Pltfrm	\$ 183.00	\$ 148.27	
4.0	AAA-11889	O365GovE3 ShrdSvr ALNG SubsVL MVL AddOn touserCoreCALw/OPP	\$ 82.80	\$ 65.28	12 month pricing
5.0	395-02504	EXCHGSVRENT ALNG SA MVL	\$ 5,655.00	\$ 4,591.63	
6.0	312-02257	EXCHGSVRSTD ALNG SA MVL	\$ 987.00	\$ 801.46	
7.0	H30-00238	PRJCTPRO ALNG SA MVL W1PRJCTSVRCAL	\$ 1,377.00	\$ 1,117.25	
8.0	076-01912	Prjct Std ALNG SA MVL	\$ 837.00	\$ 677.53	
9.0	D87-01159	VISIOPRO ALNG SA MVL	\$ 717.00	\$ 580.53	
10.0	H04-00268	SHAREPOINTSvr ALNG SA MVL	\$ 9,483.00	\$ 7,700.01	
11.0	DDJ-00001	PwrBIProGCC ShrdSvr ALNG SubsVL MVL PerUsr	\$ 112.80	\$ 88.44	12 month pricing
12.0	77D-00111	VSPROSUBMSDN ALNG SA MVL	\$ 1,080.00	\$ 875.01	
13.0	MX3-00117	VSEntSubMSDN ALNG SA MVL	\$ 7,653.00	\$ 6,215.81	
14.0	6VC-01253	WINRMTDSKTPSRVCSCAL ALNG SA MVL DVCCAL	\$ 171.00	\$ 136.90	
15.0	7JQ-00343	SQLSvrEntCore ALNG SA MVL 2Lic CoreLic	\$ 17,538.00	\$ 14,242.39	
16.0	7NQ-00292	SQLSvrStdCore ALNG SA MVL 2Lic CoreLic	\$ 4,575.00	\$ 3,714.20	
17.0	9GA-00313	CISSteStdCore ALNG SA MVL 2Lic CoreLic	\$ 267.00	\$ 216.07	
18.0	9GS-00135	CISSteDCCore ALNG SA MVL 2Lic CoreLic	\$ 1,299.00	\$ 1,053.42	
19.0					
20.0					
21.0					
22.0					
23.0					
24.0					
25.0					

RFQ016\_\_

## Attachment A True Up Year 2 Pricing

Item Number	Part #	Description	List Price	TrueUp Year 2 Unit Price	Vendor Notes
1.0	W06-01072	CoreCAL ALNG SA MVL Pltfrm UshrCAL	\$ 272.00	\$ 219.57	
2.0	269-12442	OfficeProPlus ALNG SA MVL Pltfrm	\$ 452.00	\$ 366.77	
3.0	KV3-00353	WINENTperDVC ALNG SA MVL Pltfrm	\$ 150.00	\$ 121.51	
4.0	AAA-11889	O365GovE3 ShrdSvr ALNG SubsVL MVL AddOn touserCoreCALw/OPP	\$ 82.80	\$ 65.28	12 month pricing
5.0	395-02504	EXCHGSVRENT ALNG SA MVL	\$ 4,784.00	\$ 3,885.21	
6.0	312-02257	EXCHGSVRSTD ALNG SA MVL	\$ 836.00	\$ 678.18	
7.0	H30-00238	PRJCTPRO ALNG SA MVL W1PRJCTSVRCAL	\$ 1,146.00	\$ 929.42	
8.0	076-01912	Prjct Std ALNG SA MVL	\$ 694.00	\$ 563.60	
9.0	D87-01159	VISIOPRO ALNG SA MVL	\$ 596.00	\$ 482.95	
10.0	H04-00268	SHAREPOINTSvr ALNG SA MVL	\$ 8,022.00	\$ 6,515.38	
11.0	DDJ-00001	PwrBIProGCC ShrdSvr ALNG SubsVL MVL PerUsr	\$ 112.80	\$ 88.44	12 month pricing
12.0	77D-00111	VSPROSUBMSDN ALNG SA MVL	\$ 710.00	\$ 575.74	
13.0	MX3-00117	VSEntSubMSDN ALNG SA MVL	\$ 6,368.00	\$ 5,170.80	
14.0	6VC-01253	WINRMTDSKTPSRVCSCAL ALNG SA MVL DVCCAL	\$ 144.00	\$ 115.82	
15.0	7JQ-00343	SQLSvrEntCore ALNG SA MVL 2Lic CoreLic	\$ 14,838.00	\$ 12,051.23	
16.0	7NQ-00292	SQLSvrStdCore ALNG SA MVL 2Lic CoreLic	\$ 3,870.00	\$ 3,142.78	
17.0	9GA-00313	CISSteStdCore ALNG SA MVL 2Lic CoreLic	\$ 226.00	\$ 183.03	
18.0	9GS-00135	CISSteDCCore ALNG SA MVL 2Lic CoreLic	\$ 1,098.00	\$ 891.41	

Attachment A True Up Year 3 Pricing

Item Number	Part #	Description	List Price	TrueUp Year 3 Unit Price	Vendor Notes
1.0	W06-01072	CoreCAL ALNG SA MVL Pltfrm UsrCAL	\$ 219.00	\$ 177.88	
2.0	269-12442	OfficeProPlus ALNG SA MVL Pltfrm	\$ 361.00	\$ 292.64	
3.0	KV3-00353	WINENTperDVC ALNG SA MVL Pltfrm	\$ 117.00	\$ 94.74	
4.0	AAA-11889	O365GovE3 ShrdSvr ALNG SubsVL MVL AddOn touserCoreCALw/OPP	\$ 82.80	\$ 65.28	12 month pricing
5.0	395-02504	EXCHGSVRENT ALNG SA MVL	\$ 3,914.00	\$ 3,178.79	
6.0	312-02257	EXCHGSVRSTD ALNG SA MVL	\$ 684.00	\$ 554.89	
7.0	H30-00238	PRJCTPRO ALNG SA MVL W1PRJCTSVRCAL	\$ 914.00	\$ 741.60	
8.0	076-01912	Prjct Std ALNG SA MVL	\$ 554.00	\$ 449.67	
9.0	D87-01159	VISIOPRO ALNG SA MVL	\$ 475.00	\$ 385.36	
10.0	H04-00268	SHAREPOINTSvr ALNG SA MVL	\$ 6,564.00	\$ 5,330.74	
11.0	DDJ-00001	PwrBIProGCC ShrdSvr ALNG SubsVL MVL PerUsr	\$ 112.80	\$ 88.44	12 month pricing
12.0	77D-00111	VSPROSUBMSDN ALNG SA MVL	\$ 341.00	\$ 276.47	
13.0	MX3-00117	VSEntSubMSDN ALNG SA MVL	\$ 5,080.00	\$ 4,125.79	
14.0	6VC-01253	WINRMTDSKTPSRVCSCAL ALNG SA MVL DVCCAL	\$ 117.00	\$ 94.74	
15.0	7JQ-00343	SQLSvrEntCore ALNG SA MVL 2Lic CoreLic	\$ 12,140.00	\$ 9,860.08	
16.0	7NQ-00292	SQLSvrStdCore ALNG SA MVL 2Lic CoreLic	\$ 3,166.00	\$ 2,571.37	
17.0	9GA-00313	CISSteStdCore ALNG SA MVL 2Lic CoreLic	\$ 185.00	\$ 149.99	
18.0	9GS-00135	CISSteDCCore ALNG SA MVL 2Lic CoreLic	\$ 899.00	\$ 729.40	
19.0					
20.0					
21.0					
22.0					
23.0					
24.0					
25.0					