

Slater, Brett T.

From: Fouts, Sean S.
Sent: Tuesday, February 16, 2021 2:55 PM
To: Slater, Brett T.; Haytas, Kathleen
Cc: Tadros, Ihab A.; Wagner, Richard A.; Diamond, Thomas S.
Subject: RE: Adobe Renewal Quotes

Yes, it is required to have the Procurement Manager's permission.

I approve.

From: Slater, Brett T. <BTSlater@Columbus.gov>
Sent: Tuesday, February 16, 2021 2:39 PM
To: Haytas, Kathleen <KAHaytas@columbus.gov>; Fouts, Sean S. <SSFouts@columbus.gov>
Cc: Tadros, Ihab A. <IATadros@columbus.gov>; Wagner, Richard A. <RIWagner@columbus.gov>; Diamond, Thomas S. <TSDiamond@Columbus.gov>
Subject: RE: Adobe Renewal Quotes

Kathleen,

Correct, a single portal that DoT manages for our customers throughout the city.

Ultimately I believe we've been encouraged to reach out to Sean and his team for any State Contracts we look to leverage. I know we've been using this contract but simply wanted to ensure I followed the process that I believe has been communicated.

Again, appreciate the feedback and approval.

Brett

From: Haytas, Kathleen <KAHaytas@columbus.gov>
Sent: Tuesday, February 16, 2021 2:36 PM
To: Fouts, Sean S. <SSFouts@columbus.gov>
Cc: Slater, Brett T. <BTSlater@Columbus.gov>; Tadros, Ihab A. <IATadros@columbus.gov>; Wagner, Richard A. <RIWagner@columbus.gov>; Diamond, Thomas S. <TSDiamond@Columbus.gov>
Subject: RE: Adobe Renewal Quotes

I see no reason not to continue to use the DAS Master Agreement, MCSA-0016 for Adobe software. This assumes a single agency portal is for the City, and not a portal for each agency within the City.

Kathleen Haytas
PROCUREMENT SPECIALIST

THE CITY OF
COLUMBUS
ANDREW J. GINTHER, MAYOR
DEPARTMENT OF FINANCE
AND MANAGEMENT

77 N. Front St.
Columbus, OH 43215



From: Fouts, Sean S.

Sent: Tuesday, February 16, 2021 1:48 PM

To: Slater, Brett T. <BTSlater@Columbus.gov>

Cc: Tadros, Ihab A. <IATadros@columbus.gov>; Wagner, Richard A. <RIWagner@columbus.gov>; Diamond, Thomas S. <TSDiamond@Columbus.gov>; Haytas, Kathleen <KAHaytas@columbus.gov>

Subject: RE: Adobe Renewal Quotes

Ok.

I'll wait for Kathleen to chime in before I make a final decision.

From: Slater, Brett T. <BTSlater@Columbus.gov>

Sent: Tuesday, February 16, 2021 1:31 PM

To: Fouts, Sean S. <SSFouts@columbus.gov>

Cc: Tadros, Ihab A. <IATadros@columbus.gov>; Wagner, Richard A. <RIWagner@columbus.gov>; Diamond, Thomas S. <TSDiamond@Columbus.gov>; Haytas, Kathleen <KAHaytas@columbus.gov>

Subject: RE: Adobe Renewal Quotes

Sean,

We would continue to use the DAS Master Agreement, MCSA-0016.

The part that changes is them going from an ETLA for the whole state – to having an LGA (Local Government Agreement).

My speculation is that Adobe had a hard time getting all of the state agencies to renew their contracts all at once as they all had the same due date.

As such, I think the State wanted more flexibility, which is accomplished through a LGA.

So for example, I asked Adobe if I could look at paying for 14 months of license renewals to get us out of this window so close to a budget just getting passed and Legislation being required for the renewal. They stated not this year but once we are in the LGA, we should be able to do for the following year – whereas the ETLA does not give us this flexibility.

Hopefully that makes sense.

Thanks,

Brett

From: Fouts, Sean S. <SSFouts@columbus.gov>

Sent: Tuesday, February 16, 2021 1:15 PM

To: Slater, Brett T. <BTSlater@Columbus.gov>

Cc: Tadros, Ihab A. <IATadros@columbus.gov>; Wagner, Richard A. <RIWagner@columbus.gov>; Diamond, Thomas S. <TSDiamond@Columbus.gov>; Haytas, Kathleen <KAHaytas@columbus.gov>

Subject: RE: Adobe Renewal Quotes

Cc'ing your Procurement Specialist Kathleen Haytas for her opinion.

My first question. It appears that this would therefore be a bid waiver instead of the use of a State DAS contract. Am I understanding that correctly?

From: Slater, Brett T. <BTSlater@Columbus.gov>

Sent: Tuesday, February 16, 2021 12:57 PM

To: Fouts, Sean S. <SSFouts@columbus.gov>

Cc: Tadros, Ihab A. <IATadros@columbus.gov>; Wagner, Richard A. <RIWagner@columbus.gov>; Diamond, Thomas S. <TSDiamond@Columbus.gov>

Subject: FW: Adobe Renewal Quotes

Sean,

I wanted to consult you on the approval of our continued use the State of Ohio MCSA-0016 for renewing our Adobe Product subscriptions.

<https://das.ohio.gov/Divisions/Information-Technology/Telecommunications-Services#4089198-cloud-services>

After having a quick conversation with Adobe, it appears they are wanting to migrate from using an ETLA, but rather establish individual contracts with each state department/agency as well as the City of Columbus. This is what they are referring to an LGA agreement. We get the same volume discount that the rest of the State agencies are getting, but the flexibility of having our own portal to manage our licenses rather than co-mingled with the State as they are today.

If there are no objections, I would follow the same process as last year. I would identify the resellers we reached out to last year and obtain quotes from them. I believe two of the three resellers are MBE's. The different will be a Terms and Conditions document that they want us to agree to for the LGA. I've requested this ASAP.

Please let me know if this is acceptable to proceed with.

Regards,

Brett

From: Ashley Bryan <Ashley.Bryan@Carahsoft.com>

Sent: Wednesday, February 10, 2021 5:01 PM

To: Slater, Brett T. <BTSlater@Columbus.gov>

Subject: [EXTERNAL] RE: Adobe Renewal Quotes

Thanks, Patrick!

Hi Brett – Adobe and the state of Ohio have recently established a linked LGA for level 8 pricing. I am working with Adobe on getting all the agencies that purchased off the OH MCSA ETLA agreement over to their own LGA agreements.

I already went ahead and sent a quote for LGA over to SHI, I'll have 2 other quotes sent to Brown and Digitek.

Please let me know if you'd like to hop on a quick call with myself and the Adobe rep for Ohio to discuss this transition.

Thanks,

ASHLEY BRYAN

ACCOUNT REPRESENTATIVE | ADOBE

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ASHLEY.BRYAN@CARASOFT.COM | WWW.CARASOFT.COM | CONNECT.CARASOFT.COM/ASHLEYBRYAN

From: Patrick Lockett

Sent: Wednesday, February 10, 2021 3:16 PM

To: Slater, Brett T. <BTSlater@Columbus.gov>

Cc: Ashley Bryan <Ashley.Bryan@Carahsoft.com>

Subject: RE: Adobe Renewal Quotes

Hi Brett,

There are some changes happening this year with the renewal. Ashely Bryan is now the new Carahsoft rep that covers the state. She will be able to answer any questions you may have and be able to assist sending your quotes for the renewal.

Thanks,

PATRICK LUCKETT

ACCOUNT REPRESENTATIVE

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PATRICK.LUCKETT@CARASOFT.COM | WWW.CARASOFT.COM | CONNECT.CARASOFT.COM/PATRICKLUCKETT

From: Slater, Brett T. [<mailto:BTSlater@Columbus.gov>]

Sent: Wednesday, February 10, 2021 2:19 PM

To: Patrick Lockett <Patrick.Lockett@Carahsoft.com>

Subject: RE: Adobe Renewal Quotes

Patrick,

I guess perhaps I'm looking at the Ohio MCSA-0016 and knowing when it expires?
Ultimately I'm wanting to renew our licenses of the state of Ohio contract.

Thanks,

Brett

| | | |
|-------------------|------------------------|------------------------------------|
| OHIO MCSA-0016 | OHIO MCSA-0016 | OHIO MCSA-0016 |
| Expires 6/30 2020 | Expires 6/30 2020 | Expires 6/30 2020 |
| QUOTE #1 | QUOTE #2 | QUOTE #3 |
| Brown Enterprise | Digitek Software, Inc. | Software House International (SHI) |

From: Slater, Brett T.
Sent: Wednesday, February 10, 2021 2:13 PM
To: 'Patrick Lockett' <Patrick.Lockett@Carahsoft.com>
Subject: RE: Adobe Renewal Quotes

Patrick,

Are you able to provide quotes again from the same vendors below? Was hoping to have quotes by Friday if at all possible?

I would need to know the dollar amount for the individual products and part #'s.

I am wanting to complete an internal document I use for our fiscal office. I need to plug in the cost per product and then the part#.

The "Use for Quote" XLS document is so you have record on how I concluded my count from the portal.

Also, can you confirm the States contract is still STS 534354 – and the expiration is 6/30/2021

| | | | |
|----------------------------|--|-----------------------------------|----------------------------|
| <u>Contract Type:</u> | State Term Schedule | <u>Supplier:</u> | Carahsoft 1 |
| <u>Contract Status:</u> | Amended | <u>Supplier OAKS Contract ID:</u> | 534354 |
| <u>Commodity Category:</u> | Computers, Software, Supplies & Services | <u>Dealers(s):</u> | View |
| <u>Schedule Number:</u> | 534354 | <u>Comments/Memo:</u> | Current Co |
| <u>Index Number:</u> | STS-033 | <u>Expiration Date:</u> | 6/30/2021 |

Thanks,

Brett

Brett T. Slater

Client Architect

(614) 645-5761



DEPARTMENT OF
TECHNOLOGY

BTSlater@columbus.gov