

AGENDA ITEM REPORT

DATE: September 16, 2025
DEPARTMENT: Innovation & Technology
REQUESTER: Ashley Mason
TITLE: Approve Renewing Piggyback for Microsoft Enterprise Software Licensing

I. MOTION REQUESTED

- A. Approve Piggyback No. PB250305JAK to utilize pricing on the Sourcwell Contract No. 121923-SHI for Technology Products and Services 121923-SHI with SHI International Corp., for the purchase of Microsoft Enterprise software licensing, in the amount of \$1,280,351.14 annually for three years for a total expenditure of \$3,841,053.42.
- B. Authorize the Chair to execute the contract documents on behalf of the Board of County Commissioners.
- C. Grant the County Manager or designee the authority to renew the contract and to execute all associated documents, as approved in the departments' annual adopted budgets, if doing so is in the best interest of Lee County.

II. ITEM SUMMARY

Approves an annual piggyback of the Sourcwell contract for Technology Products and Services with SHI International Corp. The contract is in the amount of \$1,280,351.14 annually with a total expenditure of \$3,841,053.42 over a term of three years. Approval of this agreement provides continued use of Microsoft products.

Innovation and Technology worked with Microsoft's auditing team to true-up licensing across the enterprise. This resulted in a reduction of \$303,672.84 from the current agreement and ensures all users are appropriately equipped with the services they need to perform their role.

Using the piggyback method allows the County to take advantage of large-scale contract volume discounts. The County benefits from a shorter timeframe because a competitive procurement process has already been conducted. A market analysis was completed and the purchase under this contract will represent savings of \$790,877.58, or 17.07% over the three-year term.

III. BACKGROUND AND IMPLICATIONS OF ACTION

On September 20, 2022, the BoCC authorized PB220518LND - Microsoft Enterprise Agreement Renewal to utilize pricing on the Sourcwell Contract No. 081419-SHI for Technology Catalog Solutions, with SHI International Corp., for the purchase of a multitude of Microsoft enterprise licenses for County computers and servers, in the amount of \$1,381,575.42 annually for 3 years for a total expenditure of \$4,144,726.26.

IV. FINANCIAL INFORMATION

Current Year Dollar Amount: \$1,280,351
Included in the Current Budget?: Yes
Fund: ITG
Comments:

Is this a revenue or expense item? Expense
Is this Discretionary or Mandatory? Discretionary
Will this item impact future budgets? Yes
Program: KC - Innovation & Technology
Project: 51628 - Data
Account Strings: KC5162851500
Fund Type? Internal Services Fund

V. RECOMMENDATION

