

**RESOLUTION AUTHORIZING THE CITY OF WINSTON-SALEM TO ENTER INTO A
NEW MICROSOFT ENTERPRISE LICENSE AGREEMENT WITH MICROSOFT, INC.**

WHEREAS, a strategic decision was approved by the Mayor and City Council in 2008 to establish an Enterprise Agreement (EA) with Microsoft based upon the long-term cost savings that could be achieved by extending the agreement across multiple years and eliminating the need to repurchase software as new versions are released; and

WHEREAS, this strategy was carried forward in 2011, 2014, 2017, and 2020 by Council's renewal of the agreement which resulted in savings to the City; and

WHEREAS, the Microsoft platform provides office and mobile access to network services, email, and the Microsoft Office suite for city employees; and

WHEREAS, Microsoft's subscription-based pricing model provides flexibility for our business needs; and

WHEREAS, Microsoft's Advanced Threat Protection offering included in the software services further enhances security measures against potential security breaches; and

WHEREAS, the new agreement will continue the same high level of licensing and services for 835 City employees and will extend important licensing upgrades, software access, and cybersecurity protections to an additional 800 City staff and 1265 Public safety staff; and

WHEREAS, a formal bid was advertised, and responses were received from five Microsoft resellers with the lowest qualified bid submitted by Dell Marketing L.P.; and

WHEREAS, the three-year contract amount will be \$2,409,224.67 with a first-year payment of \$803,074.89; and

WHEREAS, the second and third year payments may be adjusted based upon changes in use of the software or number of employees; and

WHEREAS, funding for the first year of the agreement is included in the FY 22-23 operating budget.

NOW, THEREFORE, BE IT RESOLVED that the Mayor and City Council of the City of Winston-Salem authorize the City Manager to enter into an agreement with Microsoft, Inc. and the reseller Dell Marketing L.P. for subscription services with a first-year cost of \$803,074.89 and total three-year cost of approximately \$2,409,224.67.

BE IT FUTHER RESOLVED that the City Manager is hereby authorized to execute the agreement on behalf of the City.