

Resolution #20-0025  
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**RESOLUTION APPROVING NEW MICROSOFT ENTERPRISE LICENSE  
AGREEMENT**

**WHEREAS**, a strategic decision was approved by the Mayor and City Council in 2008 to establish an Enterprise Agreement (EA) with Microsoft Inc. based upon the long-term cost savings that could be achieved by extending the agreement into future years; and

**WHEREAS**, this strategy was carried forward in 2011, 2014, and 2017 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 the City's business needs; and

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

**WHEREAS**, a formal bid was advertised and responses were received from six Microsoft resellers with the lowest qualified bid submitted by Insight Public Sector, Inc.; and

**WHEREAS**, based upon the quantity of licenses and subscriptions needed to accommodate current City employee needs, the three-year contract amount will total \$1,625,123.43, with a first-year payment of \$541,707.81 and second-year and third-year payments 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 19-20 operating budget.

**NOW, THEREFORE, BE IT RESOLVED** that the Mayor and City Council of the City of Winston-Salem hereby authorize the City Manager to enter into an agreement with Microsoft, Inc. and the reseller Insight Public Sector, Inc. for subscription services with a first-year cost of \$541,707.81 and a total three-year cost of approximately \$1,625,123.43.

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