



Pinellas County

Staff Report

File #: 22-1126A, Version: 1

Subject:

First Amendment to the Purchase Authorization Agreement with SHI International Corp. for information technology solutions and services.

Recommended Action:

Approval of the First Amendment to the Purchase Authorization Agreement with SHI International Corp. (SHI) for information technology solutions and services.

- The County had an purchase authorization agreement with SHI through the State of Florida (State) for Microsoft purchases. Without advanced notice, the State terminated their contract with SHI voiding our purchase authorization.
- As a result, all County Microsoft licenses, maintenance, and related services will be transitioned through this Amendment to another County contract (No. 21-0201-PB) with Omnia, which is a large governmental purchase cooperative. This provides a reallocation of funds from one contract (the State) to another (Omnia). There is no change in pricing.
- SHI is the only designated administrative broker authorized by Microsoft of the County's Microsoft Enterprise Agreement.
- This was a multi-vendor purchase authorization, approved by the Board of County Commissioners (BCC) on November 9, 2021. Vendors associated with this purchase authorization include SHI and CDW Government, LLC (CDW); each awarded \$950,000.00 for a total contract award of \$1,900,000.00.
- This Amendment extends the purchase authorization through February 28, 2025 and increases the total not-to-exceed amount with SHI in the amount of \$6,550,000.00 for a SHI revised not to exceed amount of \$7,500,000.00 and a total contract not-to-exceed amount of \$8,450,000.00. The requested increase/amendment includes annual Microsoft maintenance, licenses and contingency funds.
- Pricing for this Purchase Authorization is based on Omnia Contract No. 2018011-01, effective through February 28, 2025.
- An increase and extension to the Agreement with CDW, currently awarded \$950,000.00, associated with this contract will be forthcoming for other non-Microsoft related purchases to support the Business Technology Services (BTS) Enterprise Infrastructure Services Operating Budget.
- Funding was approved as part of the BTS Enterprise Infrastructure Services Fiscal Year (FY) 2022 Adopted Operating Budget and is included in the FY23 Proposed Budget.

Contract No. 21-0201-PB increase in the amount of \$6,550,000.00, for a revised SHI total contract not-to-exceed amount of \$7,500,000.00 for a total contract not-to-exceed amount of \$8,450,000.00, effective through February 28, 2025; Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

Strategic Plan:

Deliver First Class Services to the Public and Our Customers

5.3 Ensure effective and efficient delivery of county services and support

Summary:

Approval and execution of this First Amendment allows for the following Microsoft Purchases to be renewed and/or purchased:

- Microsoft Office 365 (M365) applications such as standard office applications Word, Excel, and PowerPoint.
- SharePoint and OneDrive Cloud file sharing.
- Email System with public records compliance.
- Special purpose products to support business intelligence, project management, and process modeling.
- Microsoft Teams which have become a countywide adopted platform to sustain a virtual working environment.
- Security software to aid in protecting County equipment and staff from malicious software and cyber-attacks.
- Endpoint, Infrastructure data center, and database software licensing.
- Microsoft Azure Cloud technologies, including additional support security software for backend infrastructure systems.
- Added funds include the following estimated expenditures in FY23:
 - Annual Microsoft Maintenance \$2,445,000.00
 - Datacenter licenses \$27,000.00
 - Safety and Emergency Services licenses \$15,000.00
 - Unspecified funds \$263,000.00 for needs not known at this time in support of customer departments related to growth or a new need within the product and or service scope of this agreement.

Background Information:

Contract No. 145-0364-S Microsoft Enterprise Agreement unexpectedly ended. As a result, Microsoft licenses, maintenance, and related services are being added/shifted through this First Amendment.

Fiscal Impact:

SHI Agreement Not to Exceed:	\$ 950,000.00
Increase to the agreement with SHI in the amount of:	<u>\$6,550,000.00</u>
Revised total not to exceed through February 28, 2025 with SHI:	\$7,500,000.00

CDW Agreement Not to Exceed:	<u>\$ 950,000.00</u>
Revised total contract value with SHI and CDW:	\$8,450,000.00

Funding was approved as part of the BTS Enterprise Infrastructure Services FY22 Adopted Operating Budget and is included in the BTS FY23 Proposed Budget.

Staff Member Responsible:

Jeff Rohrs, Chief Information Officer, Business Technology Services

Merry Celeste, Division Director, Purchasing & Risk, Administrative Services

Joe Lauro, Director, Administrative Services

Partners:

N/A

Attachments:

First Amendment with SHI