



HISTORIC
FRANKLIN
TENNESSEE

ITEM #30
BOMA 01/12/10

MEMORANDUM

December 11, 2009

TO: Board of Mayor and Aldermen

FROM: Eric Stuckey, City Administrator *ESS*
Fred Banner, MIT Director

SUBJECT: Microsoft Enterprise Application Agreement

Purpose

The purpose of this memorandum is to present information to the Board of Mayor and Aldermen (BOMA) to consider a fixed price three-year renewal agreement with Dell for the City's annual software support of Microsoft products.

Background

Three years ago we signed an enterprise application agreement with Dell/ASAP for the right to add Microsoft products and receive upgrades to our existing software during the year without having to pay as we go. Dell/ASAP has the state contract (3006#4032142). This agreement covers our Windows operating systems, MS Office products, our server software, online MS education and thirty days of classroom training. By signing this agreement we received a guaranteed price for three years with an option to get discounted pricing for the next three years.

Financial Impact

The annual cost of this agreement is \$72,148.89. Each November we do an audit with Microsoft to account for any additional software that we may have acquired during the year or any that we no longer use that was under this agreement. An adjustment to the cost may occur in the ensuing years. For the past three years our cost was \$122,059.11 annually. This item is included in the MIT budget for the current year.

Recommendation

The approval of the proposed agreement is recommended.



Quotation

Quote Number: CXW09082507-R05
Quote Expires: Dec 31, 2009

Celeste Williams
 Inside Account Manager
 850 Asbury Dr.
 Buffalo Grove, IL 60089
 P: (847) 465-3700
 F: (866) 549-8212
 Celeste_Williams@Dell.com

Customer: TN-L City of Franklin
Contact: Jason Potts
Customer #: 300972
Phone: (615) 550-6981
Fax:
E-mail: jason.potts@franklin.tn.gov
Date of Issue: Dec 07, 2009

PLEASE SEE IMPORTANT TERMS AND CONDITIONS AT THE BOTTOM OF THIS QUOTATION

State Contract: SWC 3006#4032142

Product Description	EA RENEWAL	Mfg #	Quantity	Unit Price	Ext. Price
OFFICEPROPLUS ALNG SA MVL PLTFRM	ENTERPRISE PRODUCT	269-12442	400	\$81.50	\$32,600.00
WINPRO ALNG SA MVL PLTFRM	ENTERPRISE PRODUCT	FQC-02460	400	\$31.80	\$12,720.00
CORECAL ALNG SA MVL PLTFRM USRCAL	ENTERPRISE PRODUCT	W06-01072	400	\$29.34	\$11,736.00
SQLSVRENT ALNG SA MVL 1PROC	ADDITIONAL PRODUCT	810-03307	1	\$3,823.98	\$3,823.98
SQLSVRSTD ALNG SA MVL 1PROC	ADDITIONAL PRODUCT	228-03148	7	\$917.69	\$6,423.83
WINSVRENT ALNG SA MVL	ADDITIONAL PRODUCTS	P72-00188	5	\$377.34	\$1,886.70
EXCHGVSRENT ALNG SA MVL	ADDITIONAL PRODUCTS	395-02504	1	\$647.92	\$647.92
OFFICESHAREPOINTS VR ALNG SA MVL	ADDITIONAL PRODUCTS	H04-00268	1	\$716.38	\$716.38
PRJCT ALNG SA MVL	ADDITIONAL PRODUCTS	076-01912	12	\$90.46	\$1,085.52
VISIOSTD ALNG SA MVL	ADDITIONAL PRODUCTS	D86-01253	13	\$39.12	\$508.56

Quote Prepared By: Celeste Williams

- Customer's purchase is subject to the terms and conditions of the above referenced contract.
- Sales/use tax is based on the "ship to" address on your invoice. Please indicate your taxability status on your purchase order. If exempt, Customer must have an Exemption Certificate on file, including non-federal government customers. If you have a questions re: your tax status, please contact your inside sales representative listed above.
- Shipments to California: for certain products, a State Environmental Fee of up to \$10 per item may be applied to your invoice. Prices do not reflect this fee unless noted. For more information, refer to www.dell.com/environmentalfee. This applies unless this provision is specifically excluded in the above referenced contract.
- All product descriptions and prices are based on latest information available and are subject to change within the terms of the above referenced contract.
- Unless specified otherwise in the above referenced contract, all prices are based on Net 30 terms. If not shown, shipping, handling, taxes and other fees will be added at the time of the order where applicable.
- Customer understands and acknowledges that all warranties, representations and returns are subject to the manufacturer, publisher or distributor guidelines.



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Notes:

AGREEMENT #: 01E60327
ENROLLMENT #: 5273405
EA EXPIRES- 30-NOV-2009

Annual Payment option for year 1 of 3 payments. Annual Payment Amount- \$72,148.89

Physical PO's should be made out to:
Dell Marketing L.P.
850 Asbury Drive
Buffalo Grove, IL 60089
Tax ID# 74-2616805

Dell Marketing L.P. REMIT TO ADDRESS:
Atlanta Dell Marketing L.P.
c/o Dell USA L.P.
P.O. Box 534118
Atlanta, GA 30353-4118

Product Sub Total
Grand Total

\$72,148.89
\$72,148.89
USD

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