



NEW HAVEN PUBLIC SCHOOLS

Operations Memorandum

To: New Haven Board of Education Finance and Operations Committee
From: Gilda Herrera
Date: 11/13/2020
Re: Microsoft Contract Renewal

Contractor Name: SHI International Corp

Contractor Address: 290 Davidson Ave, Somerset NJ 08873

Is the contractor a Minority or Women Owned Small Business? No

Renewal or Award of Contract/Agreement? Renewal

Total Amount of Contract/Agreement and the Hourly or Service Rate:

Contract or Agreement #: 13PSX0280

Funding Source & Account #: Capital Projects 3C202075 58704

Key Questions: (Please have someone ready to discuss the details of each question during the Finance & Operations meeting or this proposal might not be advanced for consideration by the full Board of Education):

- 1. What specific service will the contractor provide:** Microsoft Product for Education
- 2. How was the contractor selected? Quotes? RFP? Sealed Bid or Sole Source? Please describe the selection process including other sources considered and the rationale for selecting this method of selection:** State Contract Renewal
- 3. If this is a renewal with a current vendor, has the vendor's performance been satisfactory under the existing contract or agreement?** Yes
- 4. If this Contract/Agreement is a Renewal has cost increased? If yes, by how much?**
Renewal, cost has decreased by \$174,488.56
- 5. If this Contractor is New has cost for service increased from previous years? If yes, by how much?** N/A
- 6. Is this a service existing staff could provide? Why or why not?** No, Microsoft services and products.



Pricing Proposal
 Quotation #: 19408894
 Created On: 9/14/2020
 Valid Until: 9/30/2020

New Haven Public Schools

Business Development Manager

William Zesner

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 New Haven, CT 05619
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Jeff Levin

290 Davidson Avenue
 Somerset, NJ 08873
 Phone: 860-872-5677
 Fax: 732-652-6654
 Email: Jeff_Levin@shi.com

All Prices are in US Dollar (USD)

| Product | Qty | Your Price | Total |
|--|-------|------------|-------------|
| 1 Microsoft 365 A3 - Subscription license - 1 user - hosted - academic - EES - All Languages Microsoft - Part#: AAD-38391 Contract Name: CT RESC Alliance Contract #: CT RESC Alliance Coverage Term: 11/1/2020 – 10/31/2021 Note: FAC | 1000 | \$55.70 | \$55,700.00 |
| 2 Microsoft 365 A3 - Subscription license - 1 user - hosted - academic, student - EES - All Languages Microsoft - Part#: AAD-38397 Contract Name: CT RESC Alliance Contract #: CT RESC Alliance Coverage Term: 11/1/2020 – 10/31/2021 Note: STU | 24500 | \$0.00 | \$0.00 |
| 3 Microsoft Office 365 (Plan A2) - Subscription license - 1 user - hosted - academic - Campus, School, EES - All Languages Microsoft - Part#: M6K-00001 Contract Name: CT RESC Alliance Contract #: CT RESC Alliance Coverage Term: 11/1/2020 – 10/31/2021 Note: FAC | 3800 | \$0.00 | \$0.00 |
| 4 Microsoft Phone System - Subscription license - 1 user - academic, Student, Faculty - Campus, School - add-on to Skype for Business Online - All Languages Microsoft - Part#: LK7-00001 Contract Name: CT RESC Alliance Contract #: CT RESC Alliance Coverage Term: 11/1/2020 – 10/31/2021 Note: ADP | 25 | \$32.70 | \$817.50 |
| 5 Microsoft Audio Conferencing - Subscription license - 1 user - academic, volume - All Languages Microsoft - Part#: LJ9-00001 Contract Name: CT RESC Alliance Contract #: CT RESC Alliance | 25 | \$18.00 | \$450.00 |

Coverage Term: 11/1/2020 – 10/31/2021

Note: ADP

| | | | | |
|---|--|----|----------|-------------|
| 6 | Microsoft SQL Server Standard Core Edition - License & software assurance - 2 cores - Enterprise, Select, SPLA, Select Plus, EES - Win - All Languages Microsoft - Part#: 7NQ-00302 Contract Name: CT RESC Alliance Contract #: CT RESC Alliance Coverage Term: 11/1/2020 – 10/31/2021 Note: ADP | 94 | \$290.00 | \$27,260.00 |
| 7 | Microsoft Windows Server Datacenter Edition - License & software assurance - 2 cores - Enterprise - All Languages Microsoft - Part#: 9EA-00039 Contract Name: CT RESC Alliance Contract #: CT RESC Alliance Coverage Term: 11/1/2020 – 10/31/2021 Note: ADP | 8 | \$37.40 | \$299.20 |
| 8 | Power BI Pro - Subscription license - 1 user - hosted - academic - Campus, School, EES - All Languages Microsoft - Part#: NK5-00001 Contract Name: CT RESC Alliance Contract #: CT RESC Alliance Coverage Term: 11/1/2020 – 10/31/2021 | 10 | \$24.20 | \$242.00 |
| | | | Subtotal | \$84,768.70 |
| | | | Total | \$84,768.70 |

Additional Comments

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

Thank you for choosing SHI International Corp! The pricing offered on this quote proposal is valid through the expiration date listed above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order. For any additional information including Hardware, Software and Services Contracts, please contact an SHI Inside Sales Representative at (888) 744-4084. SHI International Corp. is 100% Minority Owned, Woman Owned Business. TAX ID# 22-3009648; DUNS# 61-1429481; CCR# 61-243957G; CAGE 1HTF0

The products offered under this proposal are Open Market and resold in accordance with the terms and conditions at [SHI Online Customer Resale Terms and Conditions](#).



Previous Year Quote

Pricing Proposal
Quotation #: 17404819
Created On: 7/9/2019
Valid Until: 10/31/2019

New Haven Public Schools

Business Development Manager

Kevin Moriarty

54 Meadow Street
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Jeff Levin

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Email: Jeff_Levin@shi.com

All Prices are in US Dollar (USD)

| Product | Qty | Your Price | Total |
|---|-------|------------|--------------|
| 1 DsktpEdu ALNG LicSAPk MVL Pre2017EES ECAL Microsoft - Part#: 2UJ-00003 Contract Name: CT RESC Alliance Contract #: CT RESC Alliance Coverage Term: 11/1/2019 – 10/31/2020 | 3628 | \$54.00 | \$195,912.00 |
| 2 SQLSvrEntCore ALNG LicSAPk MVL 2Lic CoreLic Microsoft - Part#: 7JQ-00341 Contract Name: CT RESC Alliance Contract #: CT RESC Alliance Coverage Term: 11/1/2019 – 10/31/2020 | 30 | \$1,156.40 | \$34,692.00 |
| 3 SQLSvrStdCore ALNG LicSAPk MVL 2Lic CoreLic Microsoft - Part#: 7NQ-00302 Contract Name: CT RESC Alliance Contract #: CT RESC Alliance Coverage Term: 11/1/2019 – 10/31/2020 | 94 | \$301.52 | \$28,342.88 |
| 4 WinSvrDCCore ALNG LicSAPk MVL 2Lic CoreLic Microsoft - Part#: 9EA-00039 Contract Name: CT RESC Alliance Contract #: CT RESC Alliance Coverage Term: 11/1/2019 – 10/31/2020 | 8 | \$38.81 | \$310.48 |
| 5 O365EDUA1 ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: M6K-00001 Contract Name: CT RESC Alliance Contract #: CT RESC Alliance Coverage Term: 11/1/2019 – 10/31/2020 | 6000 | \$0.00 | \$0.00 |
| 6 O365EDUA1 ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: M6K-00001 Contract Name: CT RESC Alliance Contract #: CT RESC Alliance Coverage Term: 11/1/2019 – 10/31/2020 | 23000 | \$0.00 | \$0.00 |

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|---|--|-------|--------|--------|
| 7 | O365ProPlusEdu ALNG SubsVL MVL AddOn toOPP Microsoft - Part#: 5XS-00003 Contract Name: CT RESC Alliance Contract #: CT RESC Alliance Coverage Term: 11/1/2019 – 10/31/2020 | 6000 | \$0.00 | \$0.00 |
| 8 | O365ProPlusEdu ShrdSvr ALNG SubsVL MVL PerUsr STUUseBnft Microsoft - Part#: 5XS-00002 Contract Name: CT RESC Alliance Contract #: CT RESC Alliance Coverage Term: 11/1/2019 – 10/31/2020 | 23000 | \$0.00 | \$0.00 |

| | |
|----------|--------------|
| Subtotal | \$259,257.36 |
| Total | \$259,257.36 |

Additional Comments

Please send all POs to #PubNewEnglandK-12@SHI.com

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