

# LIVONIA PUBLIC SCHOOLS

---

*Sheila A. Alles, Director*

*Academic Services Department*

DATE: April 1, 2014

TO: Dr. Randy A. Liepa  
Superintendent

FROM: Sheila A. Alles

**SUBJECT: Microsoft Operating System Proposal**

I am requesting an opportunity to discuss a Microsoft Operating System Proposal at the Monday, April 7, 2014 Finance Committee meeting. Please find attached a recommendation memo from Carol Tinney, former Administrator of Technology outlining the rationale for the agreement, the pros and cons of it, and a sales quote to enter into such an agreement. In addition, a one page sheet is attached that explains each of the items listed on the attached quote. Also note the resource for the annual subscription will be from the District's Technology Replacement Fund.

Steve Mezzadri, Network Administrator, Technology Department, will also be available on Monday evening to assist in the presentation.

Thanks for your consideration of this request.

Attachments

# **LIVONIA PUBLIC SCHOOLS**

---

## **Department of Technology**

**Date:** February 10, 2014

**To:** Dr. Randy Liepa, Superintendent

**From:** Carol Tinney, Administrator of Technology

**Subject:** Microsoft Enterprise Agreement

To date the district has purchased Microsoft licenses on a per computer or server basis. For many years that has worked well for our district, except it did not allow for upgrades to newer versions of software. The district is at a point where it is time to consider moving to an enterprise agreement, where the licenses are an annual subscription based on staff FTE count for the following reasons:

- Currently Information Technology is supporting six different versions of the operating system and six different versions of Microsoft Office. This agreement would allow the district to keep the Microsoft software current on all Windows computers and servers. This would allow for the same versions to be installed on all devices. To upgrade the 5,000 individual licenses from Office 2007 to Office 2013 would cost \$258,050 (\$51.61 x 5,000 computers). We are not recommending this. In addition, to upgrade our current fleet of servers to the latest Microsoft Operating system would be approximately \$40,242 every 3-4 years, but would be included with a yearly subscription.
- Staff members, especially in the administrative area, are experiencing compatibility issues when sharing files with outside entities that are using the latest version of Office. By updating our Microsoft Office to version 2013 and beyond, we will have the latest version available at all times. We are currently limited to Microsoft Office 2007 or older on the majority of our computers.
- Windows XP will be out of support from Microsoft sometime after April 2014 and may no longer receive security upgrades. The current version of operating software is Windows 8.1 (we are 3 versions behind). The upgrade cost for our 5,000 computers would be \$244,700 (\$48.94 x 5,000). Again, we would avoid this cost by going with the Enterprise Agreement.
- All computers owned by LPS are covered in the annual subscription, so as we add more devices or replace devices they will automatically be licensed by moving to a subscription model based on staff FTE count.
- Provides a discount for students and staff to purchase Microsoft Office (for Windows or Mac) and/or the Microsoft Windows Operating System for home use. The cost would be approximately \$11-16 per license. The process would be administered through the vendor, whereas those with LPS email addresses (5<sup>th</sup>-12<sup>th</sup> grade students and faculty) would purchase the license from the vendor and the information is sent to their email.

The only disadvantage is that the Enterprise agreement is an annual subscription. If funding reductions occur and the district is no longer able to afford the subscription, we will be left without software on any of the Windows computers or servers.

The annual subscription amount for the Microsoft Enterprise agreement is \$ 81,495.27 based on 1500 FTE\*. This is the REMC bid price, which meets the competitive bidding requirements. As a comparison, we obtained two additional quotes. One quote is the price of the Enterprise Agreement without the REMC price and it was \$104,327.99. The other was from another state/national contract and that quote was \$100,928.57.

Information Technology is recommending a 3 year contract, which would secure the pricing for 3 years at \$81,495.27 per year. It will be paid for from the Technology Replacement Budget.

Please contact me if you have any questions.

Attachment

\*Microsoft calculates FTE as: Full time staff or faculty = 1, Part time staff = 1/2, Part time faculty= 1/3



CDWG.com | 800.594.4239

OE400SPS

## SALES QUOTATION

QUOTE NO.	ACCOUNT NO.	DATE
FBRG618	1271134	2/13/2014

**BILL TO:**  
LIVONIA PUBLIC SCHOOLS  
15125 FARMINGTON RD

**SHIP TO:**  
LIVONIA PUBLIC SCHOOLS  
Attention To: STEVE MEZZADRI  
15125 FARMINGTON RD

Accounts Payable  
LIVONIA , MI 48154-5474

LIVONIA , MI 48154-5474  
Contact: STEVE  
MEZZADRI 734.744.2555

Customer Phone #

Customer P.O. # EES NO CONTRACT  
QUOTE

ACCOUNT MANAGER		SHIPPING METHOD	TERMS	EXEMPTION CERTIFICATE	
KIRK WOJAK 866.253.5524		DROP SHIP-GROUND	NET 30 Days-Govt/Ed	GOVT-EXEMPT	
QTY	ITEM NO.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE	
1500	2320206	MS OVE DT EDU LIC/SA Mfg#: 2UJ-00012 Contract: MARKET Electronic distribution - NO MEDIA	55.85	83,775.00	
1500	2360655	MS OVE WIN RMT DT SVC LIC/SA Mfg#: 6VC-01517 Contract: MARKET Electronic distribution - NO MEDIA	7.97	11,955.00	
2	2320322	MS OVE WIN RIGHTS MGT DT SVC LIC/SA Mfg#: 6XC-00320 Contract: MARKET	882.78	1,765.56	
7	2673549	MS OVE SQL SRV STD CORE LIC/SA Mfg#: 7NQ-00051 Contract: MARKET	339.14	2,373.98	
15	2320068	MS OVE WIN SRV EXT CONN LIC/SA Mfg#: R39-01108 Contract: MARKET	191.51	2,872.65	
30	2803445	MS OVE WIN SRV STD LIC/SA LF 2PROC Mfg#: P73-05567 Contract: MARKET Electronic distribution - NO MEDIA	52.86	1,585.80	
SUBTOTAL				104,327.99	
FREIGHT				0.00	
TAX				0.00	
				US Currency	
TOTAL				104,327.99	

CDW Government  
230 North Milwaukee Ave.  
Vernon Hills, IL 60061

Fax: 312.705.0416

**Please remit payment to:**  
CDW Government  
75 Remittance Drive  
Suite 1515  
Chicago, IL 60675-1515



## SALES QUOTATION

QUOTE NO.	ACCOUNT NO.	DATE
FBRG651	1271134	2/13/2014

**BILL TO:**  
LIVONIA PUBLIC SCHOOLS  
15125 FARMINGTON RD

**SHIP TO:**  
LIVONIA PUBLIC SCHOOLS  
Attention To: ROBIN SCHWARZ  
15125 FARMINGTON RD

Accounts Payable  
LIVONIA , MI 48154-5474

LIVONIA , MI 48154-5474  
Contact: STEVE  
MEZZADRI 734.744.2555

Customer Phone #

Customer P.O. # EES NJPA STATE  
CONTRACT

ACCOUNT MANAGER		SHIPPING METHOD	TERMS	EXEMPTION CERTIFICATE	
KIRK WOJAK 866.253.5524		DROP SHIP-GROUND	NET 30 Days-Govt/Ed	GOVT-EXEMPT	
QTY	ITEM NO.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE	
1500	2320206	MS OVE DT EDU LIC/SA Mfg#: 2UJ-00012 Contract: National IPA Technology Solutions Education 130733	54.03	81,045.00	
1500	2360655	Electronic distribution - NO MEDIA MS OVE WIN RMT DT SVC LIC/SA Mfg#: 6VC-01517 Contract: National IPA Technology Solutions Education 130733	7.71	11,565.00	
2	2320322	Electronic distribution - NO MEDIA MS OVE WIN RIGHTS MGT DT SVC LIC/SA Mfg#: 6XC-00320 Contract: National IPA Technology Solutions Education 130733	854.09	1,708.18	
7	2673549	MS OVE SQL SRV STD CORE LIC/SA Mfg#: 7NQ-00051 Contract: National IPA Technology Solutions Education 130733	328.12	2,296.84	
15	2320068	Electronic distribution - NO MEDIA MS OVE WIN SRV EXT CONN LIC/SA Mfg#: R39-01108 Contract: National IPA Technology Solutions Education 130733	185.29	2,779.35	
30	2803445	MS OVE WIN SRV STD LIC/SA LF 2PROC Mfg#: P73-05567 Contract: National IPA Technology Solutions Education 130733 Electronic distribution - NO MEDIA	51.14	1,534.20	
SUBTOTAL				100,928.57	
FREIGHT				0.00	
TAX				0.00	

CDW Government  
230 North Milwaukee Ave.  
Vernon Hills, IL 60061

Fax: 312.705.0416

**Please remit payment to:**

CDW Government  
75 Remittance Drive  
Suite 1515  
Chicago, IL 60675-1515

US Currency

**TOTAL** ➔ **100,928.57**

This quote is subject to CDW's Terms and Conditions of Sales and Service Projects at <http://www.cdw.com/content/terms-conditions/product-sales.asp>  
For more information, contact a CDW account manager.



## SALES QUOTATION

QUOTE NO.	ACCOUNT NO.	DATE
FBMJ806	1271134	2/10/2014

**BILL TO:**  
LIVONIA PUBLIC SCHOOLS  
15125 FARMINGTON RD

**SHIP TO:**  
LIVONIA PUBLIC SCHOOLS  
Attention To: STEVE MEZZADRI  
15125 FARMINGTON RD

Accounts Payable  
LIVONIA , MI 48154-5474

LIVONIA , MI 48154-5474  
Contact: STEVE  
MEZZADRI 734.744.2555

Customer Phone #

Customer P.O. # EES PROPOSAL QUOTE

## ACCOUNT MANAGER

KIRK WOJAK 866.253.5524

## SHIPPING METHOD

ELECTRONIC  
DISTRIBUTION

## TERMS

NET 30 Days-Govt/Ed

## EXEMPTION CERTIFICATE

GOVT-EXEMPT

QTY	ITEM NO.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1500	2374846	MS EES DT EDU LIC/SA LB Mfg#: 2UJ-00001 Contract: REMC Software 2012 Software 2012 Electronic distribution - NO MEDIA	44.09	66,135.00
7	2670099	MS EES SQL SRV STD CORE LIC/SA Mfg#: 7NQ-00302 Contract: REMC Software 2012 Software 2012 Electronic distribution - NO MEDIA	293.41	2,053.87
1500	2486057	MS EES WIN REM DT SVC DCAL LIC/SA Mfg#: 6VC-01251 Contract: REMC Software 2012 Software 2012 Electronic distribution - NO MEDIA	5.34	8,010.00
30	2825250	MS EES WIN SRV STD LIC/SA 2PROC Mfg#: P73-05897 Contract: REMC Software 2012 Software 2012 Electronic distribution - NO MEDIA	42.99	1,289.70
2	2380028	MS EES WIN REM DT SVC EXT CONN LIC/S Mfg#: 6XC-00298 Contract: REMC Software 2012 Software 2012 Electronic distribution - NO MEDIA	763.75	1,527.50
15	2379801	MS EES WIN SRV EXT CONN LIC/SA Mfg#: R39-00374 Contract: REMC Software 2012 Software 2012 Electronic distribution - NO MEDIA	165.28	2,479.20
SUBTOTAL				81,495.27
FREIGHT				0.00
TAX				0.00

US Currency

**TOTAL** 81,495.27

**Please remit payment to:**

CDW Government  
75 Remittance Drive  
Suite 1515  
Chicago, IL 60675-1515

CDW Government  
230 North Milwaukee Ave.  
Yorkon Hills, IL 60598

This quote is subject to CDW's Terms and Conditions of Sales and Service Projects at  
<http://www.cdw.com/content/terms-conditions/product-sales.asp>  
For more information, contact a CDW account manager.

Item 2374846 - Desktop Suite: Windows Operating~ System, Office Suite, Desktop Management

(Allows us to have the latest version of Windows and Office and easily update machines.)

Item 2670099 - Database Servers: SQL Server License

(Required for CEO Image, Waterford, HR Job Applicant System, Prowatch, HVAC, Inventory, etc.)

Item 2486057 - Remote Desktop; Staff License

(Allows home access for applications such as Remark, Class A, and future applications.)

Item 2825250 - Server Licenses: Windows Server Operating System

(This is for the software that LPS needs to provide applications, printing, file storage, etc.)

Item 2380028 - Remote Desktop; Student License

(Allows home access for applications for students - something new we would like to provide)

Item 2379801 - External Connector Licenses

(Allows non-employees (students/parents/etc.) to access any of our hosted applications)