



## City of Palo Alto

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Quotation: 0123-CityofPaloAlto\_Preliminary\_Renewal-MSEA-FA

Date: January 11, 2023

Enrollment: 68000857

Contract: PSA-0001526/RIVCO-2020-RFQ-0000048

Insight Team

Robertson, Christopher

(480) 409-6775

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City of Palo Alto

**Quotation:** 0123-CityofPaloAlto\_Preliminary\_Renewal-MSEA-FA  
**Date:** January 11, 2023  
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| Part Number                 | Item Name                                    | Level | Purchase Period  | Pool         | Product Type       | Quantity | Unit Price  | Extended Price |
|-----------------------------|--|-------|------------------|--------------|--------------------|----------|-------------|----------------|
| Additional Products         |  |       |                  |              |                    |          |             |                |
| 9GS-00135                   | CIS Suite Datacenter Core ALng SA 2L         | D     | Added at Signing | Servers      | Software Assurance | 24       | \$ 165.39   | \$ 3,969.36    |
| 9GA-00313                   | CIS Suite Standard Core ALng SA 2L           | D     | Added at Signing | Servers      | Software Assurance | 248      | \$ 35.42    | \$ 8,784.16    |
| 359-00961                   | SQL CAL ALng SA User CAL                     | D     | Added at Signing | Servers      | Software Assurance | 1000     | \$ 37.36    | \$ 37,360.00   |
| 810-04760                   | SQL Server Enterprise ALng SA                | D     | Added at Signing | Servers      | Software Assurance | 15       | \$ 1,537.73 | \$ 23,065.95   |
| 228-04433                   | SQL Server Standard ALng SA                  | D     | Added at Signing | Servers      | Software Assurance | 12       | \$ 160.68   | \$ 1,928.16    |
| 9EP-00208                   | System Center DC Core ALng SA 2L             | D     | Added at Signing | Servers      | Software Assurance | 56       | \$ 48.84    | \$ 2,735.04    |
| 9EN-00198                   | System Center Standard Core ALng SA 2L       | D     | Added at Signing | Servers      | Software Assurance | 304      | \$ 17.89    | \$ 5,438.56    |
| QEJ-00003                   | Visual Studio Ent with GitHub ALng SA        | D     | Added at Signing | Applications | Software Assurance | 2        | \$ 1,066.94 | \$ 2,133.88    |
| QEK-00003                   | Visual Studio Pro with GitHub ALng SA        | D     | Added at Signing | Applications | Software Assurance | 1        | \$ 305.64   | \$ 305.64      |
| 6VC-01254                   | Win Remote Desktop Services CAL ALng SA UCAL | D     | Added at Signing | Servers      | Software Assurance | 20       | \$ 23.58    | \$ 471.60      |
| 9EA-00278                   | Win Server DC Core ALng SA 2L                | D     | Added at Signing | Servers      | Software Assurance | 140      | \$ 125.25   | \$ 17,535.00   |
| 9EM-00270                   | Win Server Standard Core ALng SA 2L          | D     | Added at Signing | Servers      | Software Assurance | 560      | \$ 19.22    | \$ 10,763.20   |
| Year 1 On-Premise Total:    |  |       |                  |              |                    |          | \$          | 114,490.55     |
| Year 1 Subscriptions Total: |  |       |                  |              |                    |          | \$          | 447,714.22     |
| Year 1 Combined Total:      |  |       |                  |              |                    |          | \$          | 562,204.77     |

|                             |  |   |                  |              |                    |      |             |              |
|-----------------------------|--|---|------------------|--------------|--------------------|------|-------------|--------------|
| Additional Products         |  |   |                  |              |                    |      |             |              |
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| 6VC-01254                   | Win Remote Desktop Services CAL ALng SA UCAL | D | Added at Signing | Servers      | Software Assurance | 20   | \$ 23.58    | \$ 471.60    |
| 9EA-00278                   | Win Server DC Core ALng SA 2L                | D | Added at Signing | Servers      | Software Assurance | 140  | \$ 125.25   | \$ 17,535.00 |
| 9EM-00270                   | Win Server Standard Core ALng SA 2L          | D | Added at Signing | Servers      | Software Assurance | 560  | \$ 19.22    | \$ 10,763.20 |
| Year 2 On-Premise Total:    |  |   |                  |              |                    |      | \$          | 114,490.55   |
| Year 2 Subscriptions Total: |  |   |                  |              |                    |      | \$          | 447,714.22   |
| Year 2 Combined Total:      |  |   |                  |              |                    |      | \$          | 562,204.77   |

|                     |  |   |                  |              |                    |      |             |              |
|---------------------|--|---|------------------|--------------|--------------------|------|-------------|--------------|
| Additional Products |  |   |                  |              |                    |      |             |              |
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| 9GA-00313           | CIS Suite Standard Core ALng SA 2L           | D | Added at Signing | Servers      | Software Assurance | 248  | \$ 35.42    | \$ 8,784.16  |
| 359-00961           | SQL CAL ALng SA User CAL                     | D | Added at Signing | Servers      | Software Assurance | 1000 | \$ 37.36    | \$ 37,360.00 |
| 810-04760           | SQL Server Enterprise ALng SA                | D | Added at Signing | Servers      | Software Assurance | 15   | \$ 1,537.73 | \$ 23,065.95 |
| 228-04433           | SQL Server Standard ALng SA                  | D | Added at Signing | Servers      | Software Assurance | 12   | \$ 160.68   | \$ 1,928.16  |
| 9EP-00208           | System Center DC Core ALng SA 2L             | D | Added at Signing | Servers      | Software Assurance | 56   | \$ 48.84    | \$ 2,735.04  |
| 9EN-00198           | System Center Standard Core ALng SA 2L       | D | Added at Signing | Servers      | Software Assurance | 304  | \$ 17.89    | \$ 5,438.56  |
| QEJ-00003           | Visual Studio Ent with GitHub ALng SA        | D | Added at Signing | Applications | Software Assurance | 2    | \$ 1,066.94 | \$ 2,133.88  |
| QEK-00003           | Visual Studio Pro with GitHub ALng SA        | D | Added at Signing | Applications | Software Assurance | 1    | \$ 305.64   | \$ 305.64    |
| 6VC-01254           | Win Remote Desktop Services CAL ALng SA UCAL | D | Added at Signing | Servers      | Software Assurance | 20   | \$ 23.58    | \$ 471.60    |

|           |                                     |   |                  |         |                    |     |    |        |    |           |
|-----------|-------------------------------------|---|------------------|---------|--------------------|-----|----|--------|----|-----------|
| 9EA-00278 | Win Server DC Core ALng SA 2L       | D | Added at Signing | Servers | Software Assurance | 140 | \$ | 125.25 | \$ | 17,535.00 |
| 9EM-00270 | Win Server Standard Core ALng SA 2L | D | Added at Signing | Servers | Software Assurance | 560 | \$ | 19.22  | \$ | 10,763.20 |

Year 3 On-Premise Total:

\$114,490.55

Year 3 Subscriptions Total:

\$447,714.22

Year 3 Combined Total:

\$562,204.77

3 Year On-Premise Total:

\$343,471.65

3 Year Subscriptions Total:

\$1,343,142.66

3 Year Combined Total:

\$1,686,614.31



|                    |   |  |
|--------------------|---|--|
| <b>Quotation:</b>  | 0123-CityofPaloAlto_Preliminary_Renewal-MSEA-FA | Subscription Start Date: <b>2/1/2023</b> |
| <b>Date:</b>       | January 11, 2023                                | Subscription End Date: <b>1/31/2026</b>  |
| <b>Enrollment:</b> | 68000857  |  |
| <b>Contract:</b>   | PSA-0001526/RIVCO-2020-RFQ-0000048              |  |

Year One: 12 Months

| Part Number                            | Item Name   | Level | Purchase Period | Pool         | Product Type                        | Quantity        | Term Price | Extended Price |
|--|---|-------|-----------------|--------------|-------------------------------------|-----------------|------------|----------------|
| Enterprise Products                    |   |       |                 |              |                                     |                 |            |                |
| AAD-34700                              | M365 G3 Unified FSA GCC Sub Per User                      | D     | Non-Specific    | Servers      | Monthly Subscriptions-VolumeLicense | 1100            | \$319.42   | \$ 351,362.00  |
| AAD-34704                              | M365 G3 Unified FUSL GCC Sub Per User                     | D     | Non-Specific    | Servers      | Monthly Subscriptions-VolumeLicense | 100             | \$374.43   | \$ 37,443.00   |
| AAL-45735                              | M365 G5 GCC Sub Per User                                  | D     | Non-Specific    | Servers      | Monthly Subscriptions-VolumeLicense | 5               | \$606.43   | \$ 3,032.15    |
| Additional Products - Commercial Azure |   |       |                 |              |                                     |                 |            |                |
| AAA-35418                              | Azure Monetary Commitment Provision                       | D     | Non-Specific    | Applications | Monthly Subscriptions-VolumeLicense | 1               | \$0.00     | \$ -           |
| Additional Products                    |   |       |                 |              |                                     |                 |            |                |
| J5U-00004                              | AzureprepaymentG ShrdSvr ALNG SubsVL MVL Commit Provision | D     | Non-Specific    | Applications | Monthly Subscriptions-VolumeLicense | 1               | \$0.00     | \$ -           |
| 3GU-00001                              | Defender O365 P1 GCC Sub Per User                         | D     | Non-Specific    | Applications | Monthly Subscriptions-VolumeLicense | 30              | \$18.14    | \$ 544.20      |
| 3NS-00003                              | Exchange Online P2 GCC Sub Per User                       | D     | Non-Specific    | Servers      | Monthly Subscriptions-VolumeLicense | 150             | \$72.30    | \$ 10,845.00   |
| PEY-00002                              | GitHub Enterprise Sub Per User                            | D     | Non-Specific    | Applications | Monthly Subscriptions-VolumeLicense | 15              | \$189.93   | \$ 2,848.95    |
| HJR-00002                              | Power BI Premium EM1 GCC Sub                              | D     | Non-Specific    | Servers      | Monthly Subscriptions-VolumeLicense | 1               | \$5,652.08 | \$ 5,652.08    |
| 6U1-00004                              | Power BI Premium USL GCC Sub Per User                     | D     | Non-Specific    | Servers      | Monthly Subscriptions-VolumeLicense | 6               | \$180.87   | \$ 1,085.22    |
| DDJ-00001                              | Power BI Pro GCC Sub Per User                             | D     | Non-Specific    | Servers      | Monthly Subscriptions-VolumeLicense | 17              | \$90.31    | \$ 1,535.27    |
| 7E7-00001                              | Project P3 FSA GCC Sub Per User                           | D     | Non-Specific    | Servers      | Monthly Subscriptions-VolumeLicense | 100             | \$230.68   | \$ 23,068.00   |
| 7VX-00001                              | Project P5 GCC Sub Per User                               | D     | Non-Specific    | Servers      | Monthly Subscriptions-VolumeLicense | 2               | \$497.38   | \$ 994.76      |
| NYH-00001                              | Teams AC with Dial Out US/CA GCC Sub Add-on               | D     | Non-Specific    | Servers      | Monthly Subscriptions-VolumeLicense | 1200            | \$0.00     | \$ -           |
| LM9-00001                              | Teams Domestic Calling Plan GCC Sub Per User              | D     | Non-Specific    | Servers      | Monthly Subscriptions-VolumeLicense | 2               | \$127.67   | \$ 255.34      |
| VA1-00001                              | Teams Rooms Pro GCC Sub Per Device                        | D     | Non-Specific    | Servers      | Monthly Subscriptions-VolumeLicense | 5               | \$425.57   | \$ 2,127.85    |
| 9K4-00003                              | Visio P2 FSA GCC Sub Per User                             | D     | Non-Specific    | Applications | Monthly Subscriptions-VolumeLicense | 60              | \$115.34   | \$ 6,920.40    |
|  |   |       |                 |              |                                     | 12 Month Total: |            | \$ 447,714.22  |

Year Two: 12 Months

|  |   |   |              |              |                                     |                 |            |               |
|--|---|---|--------------|--------------|-------------------------------------|-----------------|------------|---------------|
| Enterprise Products                    |   |   |              |              |                                     |                 |            |               |
| AAD-34700                              | M365 G3 Unified FSA GCC Sub Per User                      | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 1100            | \$319.42   | \$ 351,362.00 |
| AAD-34704                              | M365 G3 Unified FUSL GCC Sub Per User                     | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 100             | \$374.43   | \$ 37,443.00  |
| AAL-45735                              | M365 G5 GCC Sub Per User                                  | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 5               | \$606.43   | \$ 3,032.15   |
| Additional Products - Commercial Azure |   |   |              |              |                                     |                 |            |               |
| AAA-35418                              | Azure Monetary Commitment Provision                       | D | Non-Specific | Applications | Monthly Subscriptions-VolumeLicense | 1               | \$0.00     | \$ -          |
| Additional Products                    |   |   |              |              |                                     |                 |            |               |
| J5U-00004                              | AzureprepaymentG ShrdSvr ALNG SubsVL MVL Commit Provision | D | Non-Specific | Applications | Monthly Subscriptions-VolumeLicense | 1               | \$0.00     | \$ -          |
| 3GU-00001                              | Defender O365 P1 GCC Sub Per User                         | D | Non-Specific | Applications | Monthly Subscriptions-VolumeLicense | 30              | \$18.14    | \$ 544.20     |
| 3NS-00003                              | Exchange Online P2 GCC Sub Per User                       | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 150             | \$72.30    | \$ 10,845.00  |
| PEY-00002                              | GitHub Enterprise Sub Per User                            | D | Non-Specific | Applications | Monthly Subscriptions-VolumeLicense | 15              | \$189.93   | \$ 2,848.95   |
| HJR-00002                              | Power BI Premium EM1 GCC Sub                              | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 1               | \$5,652.08 | \$ 5,652.08   |
| 6U1-00004                              | Power BI Premium USL GCC Sub Per User                     | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 6               | \$180.87   | \$ 1,085.22   |
| DDJ-00001                              | Power BI Pro GCC Sub Per User                             | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 17              | \$90.31    | \$ 1,535.27   |
| 7E7-00001                              | Project P3 FSA GCC Sub Per User                           | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 100             | \$230.68   | \$ 23,068.00  |
| 7VX-00001                              | Project P5 GCC Sub Per User                               | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 2               | \$497.38   | \$ 994.76     |
| NYH-00001                              | Teams AC with Dial Out US/CA GCC Sub Add-on               | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 1200            | \$0.00     | \$ -          |
| LM9-00001                              | Teams Domestic Calling Plan GCC Sub Per User              | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 2               | \$127.67   | \$ 255.34     |
| VA1-00001                              | Teams Rooms Pro GCC Sub Per Device                        | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 5               | \$425.57   | \$ 2,127.85   |
| 9K4-00003                              | Visio P2 FSA GCC Sub Per User                             | D | Non-Specific | Applications | Monthly Subscriptions-VolumeLicense | 60              | \$115.34   | \$ 6,920.40   |
|  |   |   |              |              |                                     | 12 Month Total: |            | \$ 447,714.22 |

Year Three: 12 Months

|  |   |   |              |              |                                     |      |          |               |
|--|---|---|--------------|--------------|-------------------------------------|------|----------|---------------|
| Enterprise Products                    |   |   |              |              |                                     |      |          |               |
| AAD-34700                              | M365 G3 Unified FSA GCC Sub Per User                      | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 1100 | \$319.42 | \$ 351,362.00 |
| AAD-34704                              | M365 G3 Unified FUSL GCC Sub Per User                     | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 100  | \$374.43 | \$ 37,443.00  |
| AAL-45735                              | M365 G5 GCC Sub Per User                                  | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 5    | \$606.43 | \$ 3,032.15   |
| Additional Products - Commercial Azure |   |   |              |              |                                     |      |          |               |
| AAA-35418                              | Azure Monetary Commitment Provision                       | D | Non-Specific | Applications | Monthly Subscriptions-VolumeLicense | 1    | \$0.00   | \$ -          |
| Additional Products                    |   |   |              |              |                                     |      |          |               |
| J5U-00004                              | AzureprepaymentG ShrdSvr ALNG SubsVL MVL Commit Provision | D | Non-Specific | Applications | Monthly Subscriptions-VolumeLicense | 1    | \$0.00   | \$ -          |

|                 |  |   |              |              |                                     |      |            |              |
|-----------------|--|---|--------------|--------------|-------------------------------------|------|------------|--------------|
| 3GU-00001       | Defender O365 P1 GCC Sub Per User            | D | Non-Specific | Applications | Monthly Subscriptions-VolumeLicense | 30   | \$18.14    | \$544.20     |
| 3NS-00003       | Exchange Online P2 GCC Sub Per User          | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 150  | \$72.30    | \$10,845.00  |
| PEY-00002       | GitHub Enterprise Sub Per User               | D | Non-Specific | Applications | Monthly Subscriptions-VolumeLicense | 15   | \$189.93   | \$2,848.95   |
| HJR-00002       | Power BI Premium EM1 GCC Sub                 | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 1    | \$5,652.08 | \$5,652.08   |
| 6U1-00004       | Power BI Premium USL GCC Sub Per User        | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 6    | \$180.87   | \$1,085.22   |
| DDJ-00001       | Power BI Pro GCC Sub Per User                | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 17   | \$90.31    | \$1,535.27   |
| 7E7-00001       | Project P3 FSA GCC Sub Per User              | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 100  | \$230.68   | \$23,068.00  |
| 7VX-00001       | Project P5 GCC Sub Per User                  | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 2    | \$497.38   | \$994.76     |
| NYH-00001       | Teams AC with Dial Out US/CA GCC Sub Add-on  | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 1200 | \$0.00     | \$-          |
| LM9-00001       | Teams Domestic Calling Plan GCC Sub Per User | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 2    | \$127.67   | \$255.34     |
| VA1-00001       | Teams Rooms Pro GCC Sub Per Device           | D | Non-Specific | Servers      | Monthly Subscriptions-VolumeLicense | 5    | \$425.57   | \$2,127.85   |
| 9K4-00003       | Visio P2 FSA GCC Sub Per User                | D | Non-Specific | Applications | Monthly Subscriptions-VolumeLicense | 60   | \$115.34   | \$6,920.40   |
| 12 Month Total: |  |   |              |              |                                     |      | \$         | 447,714.22   |
| 36 Month Total: |  |   |              |              |                                     |      | \$         | 1,343,142.66 |