

**Date:** May 5, 2026

**To:** Honorable Chairman Anthony Rodriguez  
and Members, Board of County Commissioners

**From:** Daniella Levine Cava *Daniella Levine Cava*  
Mayor

**Subject:** Recommendation to Reject all Bids for Microsoft Software Licensing Solution Partner

Agenda Item No. 8(P)(4)

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### **Summary**

This item is requesting rejection of all bids received in response to a competitive solicitation for the acquisition of Microsoft software licenses and subscription services, including cloud-based storage and services provided through Microsoft Azure for the Communications, Information and Technology Department (CITD). The solicitation was intended to establish a replacement contract for several key Microsoft licenses, including but not limited to Microsoft Office 365 Enterprise, Core Client Access License, Windows Enterprise, Audio Conferencing, and Power BI (Business Intelligence).

The County issued a competitive solicitation to promote competition and obtain the best value for Microsoft software products. However, during the competitive solicitation evaluation process, it was determined that the County's operational needs had evolved, necessitating revisions to the scope of work to more accurately reflect current business needs. In light of these changes, the County conducted a comprehensive review of the available option to renew (OTR) under the current contract and performed a detailed analysis. Based on this evaluation, exercising the available OTR was determined to be better aligned with the County's current operational requirements. A separate agenda item for approval to exercise the OTR is being presented to the Board for approval.

### **Recommendation**

It is recommended that the Board of County Commissioners (Board) approve the rejection of all bids received under *Invitation to Bid No. EVN0031348, Microsoft Software Licensing Solution Partner*, for CITD on behalf of County departments and Constitutional offices.

This contract was intended to replace *Contract No. EVN0000270* that was competitively established and approved by the Board on May 2, 2023, for a three-year term and one, three-year OTR. The contract is currently valued at \$48,000,000 and expires on May 31, 2026. Should the Board approve the one, three-year OTR, the contract will expire on May 31, 2029.

### **Background**

In an effort to explore cost savings for the County to purchase Microsoft software products, Invitation to Bid No. EVN0031348 ("the ITB") was advertised under full and open competition on August 19, 2025. Notifications were sent to over 400 registered vendors under the applicable commodity codes. On September 12, 2025, seven bids were received: Arif International Corporation, CDW Government LLC, Crayon Software Express LLC, Guidepoint Security LLC, Insight Public Sector, SHI International Corp and Softchoice Corporation.

Following a thorough analysis, it was determined to recommend rejection of all bids due to changes in the County's operational needs and shift towards cloud infrastructure. In addition, two of the lowest bidders were deemed non-responsive by the County Attorney's Office (CAO). Accordingly, a separate Board item was prepared to exercise the available OTR under the existing contract approved by the Board via Resolution No. R-425-23 on May 2, 2023. It is important to note that a line-item price comparison between the proposed, negotiated OTR and the lowest responsive bidder of the ITB shows the same pricing for both options.

**Scope**

The scope of this item is countywide in nature.

**Fiscal Impact/Funding Source**

There is no fiscal impact to the County with the rejection of all bids.

**Track Record/Monitor**

Natalya Vasilyeva of the Strategic Procurement Department (SPD) is the Division Director.

**Delegated Authority**

There is no delegated authority requested for this rejection.

**Vendor Recommended for Award**

None

**Vendors Not Recommended for Award**

Vendor	Local Address	Reason for Not Recommending
Arif International	No	Rejection of all bids
CDW Government LLC	Yes	
Crayon Software Experts	Yes	
GuidePoint Security LLC	No	
Insight Public Sector Inc	No	Deemed non-responsive by the CAO (opinion attached)
SHI International Corp	No	
Softchoice Corporation	No	

**Applicability of Ordinances and Contract Measures**

- The two percent User Access Program would have applied.
- The Small Business Enterprise Bid Preference and Local Preference would have been applicable.
- The Living Wage Ordinance would not have applied.

Attachment



Carladenise Edwards  
Chief Administrative Officer

# Memorandum



**Date:** February 27, 2026

**To:** Georgina Cuza  
Procurement Contracting Officer  
Miami-Dade County Strategic Procurement Department

**From:** Michael B. Valdes  
Assistant County Attorney

**Subject:** Responsiveness Determination for EVN0031348 - Microsoft Software Licensing Solutions Partner

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This memorandum is in response to your request for a responsiveness determination on RFP No. EVN0031348 - Microsoft Software Licensing Solutions Partner (“Solicitation”). This Solicitation sought to solicit proposals from an authorized Microsoft Enterprise License Solution Partner (LSP) for the purchase of Microsoft Corporation (Microsoft) software licenses, Software Assurance, and related software subscription services that align with the County’s needs.

Per Section 2.4 of the Solicitation, “award of this Contract will be made to the lowest responsive and responsible Bidder **when all items are added in the aggregate** and who meets the qualification requirements listed below. **To be considered for the award, Bidder shall offer prices for all items listed in the solicitation.** If a Bidder fails to submit an offer for all items, its offer may be rejected.”

For this Solicitation, the County received seven proposals. This responsiveness opinion addresses various issues relating to two of those proposers, specifically Softchoice Corporation and SHI International Corp.

In rendering this opinion, we rely on the information provided in your e-mails regarding this subject, conversations regarding this Solicitation, the terms of the Solicitation itself, and Proposers’ submissions.

## **Softchoice Corporation**

In its proposal, Softchoice Corporation failed to provide pricing for multiple line items and wrote “No Bid” on those items. In addition, Softchoice Corporation also included a letter explaining why it had submitted “No Bid” on various line items and indicated that they would provide updated pricing on those items at a later time.

As a general matter, “[b]id-responsiveness determinations focus on whether a bidder has unequivocally offered to perform, without exception, ‘the exact thing called for in a solicitation so that acceptance of the bid will bind the contractor to perform in accordance with all of the IFB’s material terms and conditions.’” *Monument Realty LLC v. Wash. Metro. Area Transit Auth.*, 535 F. Supp. 2d 60, 74 (D.D.C. 2008) (quoting *In re: Walashek Indus. & Marine*, B-281577, 99-1 CPD ¶ 30, 1999 WL 43510, \*1, (Comp. Gen. Jan. 29, 1999)). See also *Glatstien v. City of Miami*, 399 So. 2d 1005 (Fla. 3d DCA 1981) (a deviation in a bid renders such bid nonresponsive if it: (1) would deprive the County of the assurance that the contract would be entered into, performed and guaranteed according to its specific requirements; and (2) adversely affect competitive bidding by placing a proposer in a position of advantage over other proposers).

Here, Softchoice Corporation's failure to submit any proposed pricing on a required line item renders its bid non-responsive, as it deprives the County of assurance that a contract will be entered into and performed in accordance with the specific requirements of the Solicitation. *See Glatstein*, 399 So. 2d at 1007-1008; *see also Matter of: New Shawmut Timber Co.*, B-286881, 2001 CPD P 42, 2001 WL 185214, \*1 (Comp. Gen. Feb. 26, 2001) ("The failure to include a price for a line item evidences a bidder's intent not to be bound or obligated to perform that element of the requirement, and thus generally renders the bid nonresponsive."); *Matter of: KW Control Sys., Inc.*, B-246963, 91-2 CPD P 543, 1991 WL 280101 (Comp. Gen. Dec. 13, 1991) ("A bid must be rejected as nonresponsive if it is not clear from the face of the bid what the government's total payment obligation would be upon acceptance.").

**SHI International Corp.**

In a similar fashion, the proposal by SHI International Corp. indicated "No Bid" on several line items. SHI International Corp. also included the following caveats with respect to its pricing: "Due to the potential impact of any current or future tariffs, the price and availability of hardware items on this quote may be subject to change."

Thus, SHI International Corp. failed to provide the County with a clear understanding from the face of its bid as to what the County's total payment obligation would be. This makes their proposal non-responsive. In addition, because the finding of non-responsiveness on this issue is dispositive, this opinion does not address the other potential issues from SHI International Corp. that you identified in your request.

/s/ Michael B. Valdes

Michael B. Valdes



**MEMORANDUM**  
(Revised)

**TO:** Honorable Chairman Anthony Rodriguez  
and Members, Board of County Commissioners

**DATE:** May 5, 2026

**FROM:**   
Gen Bonzon-Keenan  
County Attorney

**SUBJECT:** Agenda Item No. 8(P)(4)

Please note any items checked.

- \_\_\_\_\_ **“3-Day Rule” for committees applicable if raised**
- \_\_\_\_\_ **6 weeks required between first reading and public hearing**
- \_\_\_\_\_ **4 weeks notification to municipal officials required prior to public hearing**
- \_\_\_\_\_ **Decreases revenues or increases expenditures without balancing budget**
- \_\_\_\_\_ **Budget required**
- \_\_\_\_\_ **Statement of fiscal impact required**
- \_\_\_\_\_ **Statement of social equity required**
- \_\_\_\_\_ **Ordinance creating a new board requires detailed County Mayor’s report for public hearing**
- \_\_\_\_\_ **No committee review**
- \_\_\_\_\_ **Requires more than a majority vote (i.e., 2/3’s present \_\_\_\_, 2/3 membership \_\_\_\_, 3/5’s \_\_\_\_, unanimous \_\_\_\_, majority plus one \_\_\_\_, CDMP 7 votes (majority of membership) \_\_\_\_, CDMP 2/3 members present but not less than 7 votes (majority of membership) \_\_\_\_, CDMP 9 votes (2/3 membership) \_\_\_\_\_) to approve**
- \_\_\_\_\_ **Current information regarding funding source, index code and available balance, and available capacity (if debt is contemplated) required**

Approved \_\_\_\_\_ Mayor  
Veto \_\_\_\_\_  
Override \_\_\_\_\_

Agenda Item No. 8(P)(4)  
5-5-26

RESOLUTION NO. \_\_\_\_\_

RESOLUTION REJECTING ALL BIDS RECEIVED IN RESPONSE TO INVITATION TO BID NO. EVN0031348, MICROSOFT SOFTWARE LICENSING SOLUTION PARTNER, FOR THE COMMUNICATIONS, INFORMATION AND TECHNOLOGY DEPARTMENT ON BEHALF OF COUNTY DEPARTMENTS AND CONSTITUTIONAL OFFICES

**WHEREAS**, this Board desires to accomplish the purposes outlined in the accompanying memorandum, a copy of which is incorporated herein by reference,

**NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA**, that this Board rejects all bids received in response to Invitation to Bid No. EVN0031348, Microsoft Software Licensing Solution Partner, for the Communications, Information and Technology Department on behalf of County departments and Constitutional offices. A copy of the solicitation document and the bids received in response are on file with and available upon request from the Strategic Procurement Department.

The foregoing resolution was offered by Commissioner \_\_\_\_\_, who moved its adoption. The motion was seconded by Commissioner \_\_\_\_\_ and upon being put to a vote, the vote was as follows:

Anthony Rodriguez, Chairman	
Kionne L. McGhee, Vice Chairman	
Marleine Bastien	Juan Carlos Bermudez
Sen. René García	Oliver G. Gilbert, III
Roberto J. Gonzalez	Keon Hardemon
Danielle Cohen Higgins	Vicki L. Lopez
Natalie Milian Orbis	Raquel A. Regalado
Micky Steinberg	


The Chairperson thereupon declared this resolution duly passed and adopted this 5<sup>th</sup> day of May, 2026. This resolution shall become effective upon the earlier of (1) 10 days after the date of its adoption unless vetoed by the County Mayor, and if vetoed, shall become effective only upon an override by this Board, or (2) approval by the County Mayor of this resolution and the filing of this approval with the Clerk of the Board.

MIAMI-DADE COUNTY, FLORIDA  
BY ITS BOARD OF  
COUNTY COMMISSIONERS

JUAN FERNANDEZ-BARQUIN, CLERK

By: \_\_\_\_\_  
Deputy Clerk

Approved by County Attorney as  
to form and legal sufficiency.

Handwritten signature in black ink, consisting of the letters 'MBV' in a stylized, cursive font, underlined.

Michael B. Valdes