

Memorandum



Date: May 2, 2023

To: Honorable Chairman Oliver G. Gilbert, III
and Members, Board of County Commissioners

From: Daniella Levine Cava
Mayor

A handwritten signature in blue ink that reads "Daniella Levine Cava".

Agenda Item No. 8(P)(8)

Resolution No. R-425-23

Subject: Recommendation for Approval to Award Microsoft Software Licensing Solution Partner

Summary

This item is for the award of a competitively solicited contract to Crayon Software Experts, LLC for the purchase of Microsoft software licenses, software assurance, and subscription services. The County uses Microsoft software to support countywide operations and server software to provide the backend for numerous operational systems. Additionally, Microsoft provides cloud-based file storage that enables additional storage capacity beyond what is provided by the Information Technology Department (ITD) and provides access to Azure Government cloud services to host various applications. This contract represents an increase over the prior contract for Microsoft software licenses, software assurance, and subscription services due to the purchase of additional licenses to support County initiatives in data analytics and the office suite products, which is approximately an average 10 percent increase. There was also an increase in the annual license costs due to standard marketplace increases, which is an additional four percent increase.

Recommendation

It is recommended that the Board of County Commissioners (Board) approve a competitive contract award, *Contract No. EVN0000270, Microsoft Software Licensing Solution Partner*, to Crayon Software Experts, LLC for ITD on behalf of all County departments in the amount of \$38,000,000 for a three-year term. The County's current competitively solicited contract, *FB-01525, Microsoft Software Licensing Solutions Partner*, was approved by the Board on May 5, 2020 through Resolution No. R-386-20 for a three-year term and will expire on May 31, 2023.

Background

Currently, the County utilizes multiple enterprise licenses from Microsoft, which are available through Licensing Solution Partners (LSP), as Microsoft does not sell directly. Some of the licenses being utilized by the County include but are not limited to: Microsoft Office 365 Enterprise License, Core Client Access License, Windows Enterprise License, Audio Conferencing License, and Power BI (Business Intelligence). These applications are essential to the daily operations of County departments and any disruption of access to them would be detrimental to the services that they provide. The County has been utilizing Microsoft licenses for over 20 years, and during that time span has greatly expanded their use.

Outreach for this solicitation was limited to the vendors that have been authorized and certified by Microsoft. On December 20, 2022, a solicitation was advertised under full and open competition. On January 20, 2023, six bids were received and subsequently evaluated. During evaluation of the bids, one bidder, Softchoice Corporation, rescinded its offer due to pricing discrepancies.

Scope

The scope of this item is countywide in nature.

Fiscal Impact/Funding Source

The fiscal impact for the three-year term is \$38,000,000. The current contract, *FB-01525*, is valued at \$34,016,000 for a three-year term and expires on May 31, 2023. The allocation requested under the replacement contract is based on historical use, license true up, and growth in the County's infrastructure.

Department	Allocation	Funding Source	Contract Manager
ITD	\$38,000,000	Internal Service Funds	Julian Manduley
Total:	\$38,000,000		

Track Record/Monitor

Angela Mathews-Tranumn of the Strategic Procurement Department is the Procurement Contracting Manager.

Delegated Authority

If this item is approved, the County Mayor or County Mayor's designee will have the authority to exercise all provisions of the contract, including any cancellation or extension provisions, pursuant to Section 2-8.1 of the County Code and Implementing Order 3-38.

Vendor Recommended for Award

An Invitation to Bid was issued under full and open competition. Six bids were received in response to the solicitation, none of which were local or certified Small Business Enterprise (SBE) firms.

Pursuant to Resolution No. R-477-18, the lowest bidder is recommended in accordance with the method of award per the solicitation and is non-local.

Vendor	Principal Address	Local Address	Number of Employee Residents	Principal
			1) Miami-Dade 2) Percentage*	
Crayon Software Experts, LLC	12221 Merit Drive Suite 1400 Dallas, TX	None	0	Ken Pharr
			0%	

*Provided pursuant to Resolution No. R-1011-15. Percentage of employee residents is the percentage of vendor's employees who reside in Miami-Dade County as compared to the vendor's total workforce.

Vendors Not Recommended for Award

Vendor	Local Address	Reason for Not Recommending
CDW Government, LLC	No	Higher than lowest bid.
Insight Public Sector, Inc.	No	
SHI International Corp	No	
Zones, Inc.	No	
Softchoice Corporation	No	Bidder rescinded its offer.

Due Diligence

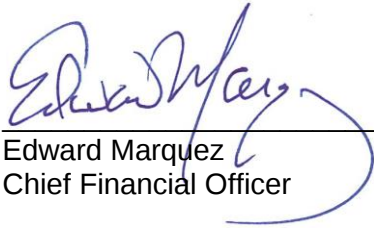
Pursuant to Resolution No. R-187-12, due diligence was conducted in accordance with the Strategic Procurement Department's Procurement Guidelines to determine vendor responsibility, including verifying corporate status and that there are no performance and compliance issues through various vendor responsibility lists and a keyword internet search. The lists that were referenced included convicted vendors, debarred vendors, delinquent contractors, suspended vendors, and federal excluded parties. There were no adverse findings relating to vendor responsibility.

Pursuant to Resolution No. R-140-15, prior to re-procurement, a full review of the scope of services was conducted to ensure the replacement contract reflects the County's current needs. The review included conducting market research, posting a draft solicitation for industry comment, and holding meetings and

drafting sessions with the user department. The scope of services was updated to include optional products that may be purchased during the term of the contract.

Applicable Ordinances and Contract Measures

- The two percent User Access Program provision applies.
- The SBE Bid Preference and Local Preference were applied.
- The Living Wage Ordinance does not apply as the services are not covered under the Ordinance.



Edward Marquez
Chief Financial Officer



MEMORANDUM

(Revised)

TO: Honorable Chairman Oliver G. Gilbert, III
and Members, Board of County Commissioners

DATE: May 2, 2023

FROM: 
Gen Bonzon-Keenan
County Attorney

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

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
- ☐ Applicable legislation requires more than a majority vote (i.e., 2/3's present ____, 2/3 membership ____, 3/5's ____, unanimous ____, CDMP 7 vote requirement per 2-116.1(3)(h) or (4)(c) ____, CDMP 2/3 vote requirement per 2-116.1(3)(h) or (4)(c) ____, or CDMP 9 vote requirement per 2-116.1(4)(c)(2) ____ to approve
- ☒ Current information regarding funding source, index code and available balance, and available capacity (if debt is contemplated) required

Approved *Daniella Lerner Carr* Mayor
Veto _____
Override _____

Agenda Item No. 8(P)(8)
5-2-23

RESOLUTION NO. R-425-23

RESOLUTION APPROVING AWARD OF CONTRACT NO. EVN0000270 TO CRAYON SOFTWARE EXPERTS, LLC FOR THE PURCHASE OF MICROSOFT SOFTWARE LICENSING SOLUTION PARTNER SERVICES IN AN AMOUNT NOT TO EXCEED \$38,000,000.00 FOR THE THREE-YEAR TERM; AND AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO EXECUTE SAME FOR AND ON BEHALF OF MIAMI-DADE COUNTY AND TO EXERCISE ALL PROVISIONS OF THE CONTRACT, INCLUDING ANY CANCELLATION AND EXTENSION PROVISIONS, PURSUANT TO SECTION 2-8.1 OF THE CODE OF MIAMI-DADE COUNTY, FLORIDA AND IMPLEMENTING ORDER 3-38

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:

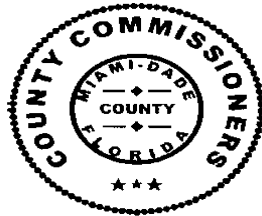
Section 1. This Board approves award of Contract No. EVN0000270 to Crayon Software Experts, LLC for the purchase of Microsoft software licensing solution partner services in an amount not to exceed \$38,000,000.00 for the three-year term.

Section 2. This Board authorizes the County Mayor or County Mayor's designee to exercise all provisions of the contract, including any cancellation and extension provisions, pursuant to section 2-8.1 of the Code of Miami-Dade County, Florida and Implementing Order 3-38. A copy of the contract document is on file with and available upon request from the Strategic Procurement Department.

The foregoing resolution was offered by Commissioner **Eileen Higgins**, who moved its adoption. The motion was seconded by Commissioner **Marleine Bastien** and upon being put to a vote, the vote was as follows:

Oliver G. Gilbert, III, Chairman	aye		
Anthony Rodríguez, Vice Chairman	aye		
Marleine Bastien	aye	Juan Carlos Bermudez	aye
Kevin Marino Cabrera	aye	Sen. René García	aye
Roberto J. Gonzalez	aye	Keon Hardemon	aye
Danielle Cohen Higgins	aye	Eileen Higgins	aye
Kionne L. McGhee	aye	Raquel A. Regalado	aye
Micky Steinberg	aye		

The Chairperson thereupon declared this resolution duly passed and adopted this 2nd day of May, 2023. 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

LUIS G. MONTALDO, CLERK AD INTERIM

By: Basia Pruna
Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency.

MBV

Michael B. Valdes