

Date: May 5, 2026

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

From: Daniella Levine Cava
Mayor



Agenda Item No. 8(P)(5)

Resolution No. R-392-26

Subject: Request for a Non-Competitive Designated Purchase to Exercise the One, Three-year Option to Renew Term with Expenditure Authority for Microsoft Software Licensing Solution Partner

Executive Summary

This item seeks approval to exercise the one, three-year option to renew with expenditure authority under an existing competitively established County contract. The renewal will allow the Communications, Information and Technology Department (CITD), on behalf of County departments and Constitutional offices, to continue acquiring a broad range of Microsoft licensing, maintenance support, and related technology solutions. County departments and Constitutional offices use this contract to purchase Microsoft software licenses, infrastructure licensing and support, software assurance, and subscription services, including cloud-based storage and services through Microsoft Azure used to develop, support, and host various County applications.

Miami-Dade County has significantly increased its investment in Microsoft services to support a countywide shift toward cloud infrastructure and enhanced cybersecurity serving as the backbone of operational systems throughout departments and Constitutional offices. These software products and services allow for a variety of critical functions, from providing cloud-based applications, data storage, email and productivity tools, and security monitoring to providing for the seamless collaboration of County personnel and data across departments and Constitutional offices.

The requested expenditure authority reflects the required funding to support the County's Microsoft needs for the next three years. Due to changes in Microsoft's pricing structure, government and commercial subscriptions are set to increase as of July 1, 2026. These increases are driven primarily by the integration of Artificial Intelligence (AI) capabilities (Copilot) into base licensing, enhanced security and IT management features, and a shift away from discounted, volume-based enterprise agreements. The increased utilization of Microsoft cloud-based tools supporting AI initiatives across the County reflects a more complex threat landscape with advanced security tools necessary to protect County systems against evolving cybersecurity threats.

Pursuant to my WISE305 initiative, County staff proactively engaged in negotiations to secure more favorable pricing under the County's existing enterprise user license agreement. These negotiations were conducted in anticipation of Microsoft's announced price increases scheduled to take effect in July 2026. By locking in negotiated pricing early, the County was able to secure lower rates and achieve cost savings. This approach ensures that investments in technology and ongoing efforts to leverage automation and modernize systems to enhance efficiency and collaboration can continue across the County at the most competitive rates.

Recommendation

It is recommended that the Board of County Commissioners (Board) approve a non-competitive designated purchase pursuant to Section 2-8.1(b)(3) of the Miami-Dade County Code (Code), by a two-thirds vote of the Board members present, to exercise the one, three-year option to renew (OTR) with expenditure authority in the amount of \$57,603,500 under *Contract No. EVN0000270, Microsoft*

Software Licensing Solution Partner, for CITD on behalf of County departments and Constitutional offices with the exception of the Miami-Dade Sheriff's Office. The original competitive solicitation included one, three-year option-to-renew (OTR) term; however, the contract approved by the Board provided funding only for the initial three-year term because Microsoft portfolio licensing products are procured under a Microsoft Enterprise Agreement (EA), where pricing commitments, in accordance with Microsoft corporate policy, cannot extend beyond a three-year period. Thus, while the OTR was contemplated at the time the solicitation was issued and incorporated as an option in the Board-approved contract, the pricing for the renewal term had to be updated through the authorized reseller closer to the expiration of the initial three-year term.

Background

This competitively established contract was approved by the Board via Resolution No. R-425-23 in the amount of \$38,000,000 for an initial three-year term on May 2, 2023. Subsequently, the contract was modified by the Board via Resolution No. R-436-25 for an additional \$10,000,000 to support growth, required cybersecurity features, and cloud-based services in support of new and existing applications. The contract is currently in the initial term. County departments and Constitutional offices use this contract to purchase Microsoft software licenses, software assurance, and subscription services, including cloud-based storage and services through Microsoft Azure. Some of the licenses being utilized include but are not limited to: Microsoft Office 365 Enterprise License, Core Client Access License, Windows Enterprise License, Audio Conferencing License, and Power BI. These applications are essential to daily operations and any disruption in access would be detrimental in the ability to provide services, both internally and externally.

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 in August 2025. Notifications were sent to over 400 registered vendors under the applicable commodity codes. On September 12, 2025, seven bids were received. 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. A separate Board item is being prepared to request rejection of the bids received in response to the ITB. 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.

Competition for these services is not practicable at this time because, although multiple resellers exist and the County conducted a competitive solicitation, evolving operational needs and a strategic shift toward cloud-based infrastructure have rendered the original solicitation scope no longer aligned with current requirements. The County will be issuing a new competitive solicitation to eliminate the need for a future designated purchase, but exercise of the OTR is needed to ensure continuity of services. Accordingly, it is in the County's best interest to approve this designated purchase pursuant to Section 2-8.1(b)(3) of the Code to purchase the required services.

Scope

The impact of this item is countywide in nature.

Delegated Authority

The County Mayor or County Mayor's designee will have the authority to exercise all provisions of the contract, including any cancellation, renewal, or extensions, pursuant to Section 2-8.1 of the County Code and Implementing Order 3-38.

Fiscal Impact/Funding Source

The contract expires on May 31, 2026, and has a current cumulative allocation of \$48,000,000. If this request is approved, the contract will have a modified cumulative allocation of \$105,603,500 and expire

on May 31, 2029. The expenditure authority will enable County departments and Constitutional offices to continue use of critical Microsoft software and services, supporting uninterrupted countywide operations and infrastructure. The annualized allocation of the OTR is higher than the current contract due to increased pricing by Microsoft and anticipated usage across departments and Constitutional offices. The allocation also incorporates contingency planning by CITD for the anticipated addition of products and services during the contract term to advance County initiatives in data analytics, productivity platforms, and enterprise office solutions.

Department	Existing Cumulative Allocation	Additional Allocation Requested	Modified Cumulative Allocation	Funding Source	Budgeted	Contract Manager
CITD	\$48,000,000	\$57,603,500	\$105,603,500	Internal Service Funds	FY 2025-26 Adopted Budget, Volume 3, Communications , Information and Technology, Page 282, Other Operating	Julian Manduley
Total	\$48,000,000	\$57,603,500	\$105,603,500			

Track Record/Monitor

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

Awarded Vendor

Vendor	Principal Address	Local Address	Principal
Crayon Software Experts LLC	12221 Merit Drive, Suite 1400 Dallas, TX	None	Melissa Mulholland

Due Diligence

Pursuant to Resolution No. R-187-12, due diligence was conducted in accordance with SPD’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.

Applicability of Ordinances and Contract Measures

- The two percent User Access Program applies.
- The Small Business Enterprise Bid Preference and Local Preference applied.
- The Living Wage Ordinance does not apply.



Carladenise Edwards
 Chief Administrative Officer

Memorandum



Date: April 9, 2026
To: Honorable Chairman Anthony Rodriguez
Board of County Commissioners
From: Namita Uppal, Director and Chief Procurement Officer
Strategic Procurement Department
Subject: Request to Process Late Departmental Agenda Item


Digitally signed by Namita Uppal
DN: cn=Namita Uppal,
o=Miami Dade County,
ou=Chief Procurement Officer,
email=uppal@miamidade.gov, c=US
Date: 2026.04.08 17:03:38 -0400

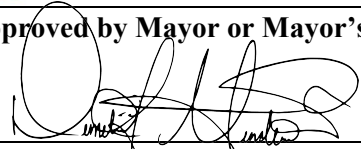
I am requesting that the below resolution be processed for agenda placement in the April Committee cycle:

RESOLUTION AUTHORIZING A NON-COMPETITIVE DESIGNATED PURCHASE PURSUANT TO SECTION 2-8.1(B)(3) OF THE COUNTY CODE BY A TWO-THIRDS VOTE OF THE BOARD MEMBERS PRESENT; AUTHORIZING THE EXERCISE OF ONE, THREE-YEAR OPTION TO RENEW WITH EXPENDITURE AUTHORITY IN THE AMOUNT OF \$57,603,500.00 FOR A TOTAL MODIFIED CONTRACT AMOUNT OF \$105,603,500.00 FOR CONTRACT NO. EVN000270, MICROSOFT SOFTWARE LICENSING SOLUTION PARTNER, FOR COMMUNICATIONS, INFORMATION AND TECHNOLOGY DEPARTMENT ON BEHALF OF COUNTY DEPARTMENTS AND CONSTITUTIONAL OFFICES; AND AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO EXERCISE ALL PROVISIONS OF THE CONTRACT, INCLUDING ANY CANCELLATION, RENEWAL OR EXTENSIONS, PURSUANT TO SECTION 2-8.1 OF THE CODE OF MIAMI-DADE COUNTY, FLORIDA AND IMPLEMENTING ORDER 3-38

This Microsoft Software Licensing Solution Partner contract supports countywide access to critical Microsoft software products, including enterprise licensing, cloud infrastructure, cybersecurity tools, and productivity platforms managed by the Communications, Information and Technology Department on behalf of County departments and Constitutional offices. This item was not submitted by the agenda deadline due to prolonged negotiations with the vendor to ensure the scope for the renewal term adequately met County infrastructure and operational needs. The proposed renewal allows the County to secure negotiated pricing prior to Microsoft's anticipated price increases scheduled to take effect beginning of July 2026, resulting in cost avoidance while maintaining continuity of services. Consideration of this item in the April Committee cycle is requested to expeditiously exercise the available option to renew under the current contract to avoid disruption to County operations and ensure the continued availability of essential technology services that support countywide functions. Any delay in approving the renewal could jeopardize the County's ability to maintain secure and reliable technology infrastructure, potentially impacting service delivery, operational efficiency, and cybersecurity protections across County departments at the most competitive rates.

Therefore, please process the item notwithstanding that the 3-day rule may be applicable to it. I am aware that this item is subject to approval for placement on the agenda by the BCC Chairperson, and review by the Office of the County Attorney.



Approved by Mayor or Mayor's Designee


Approved by Legislative Director or Designee

Carladenise Edwards

Print Name

Demetria Henderson

Print Name

c: Geri Bonzon-Keenan, County Attorney
CAOagenda@miamidade.gov
Eugene Love, Agenda Coordinator



MEMORANDUM
(Revised)

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

DATE: May 5, 2026

FROM: 
Geni Bonzon-Keenan
County Attorney

SUBJECT: Agenda Item No. 8(P)(5)

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 _____

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5-5-26

RESOLUTION NO. R-392-26

RESOLUTION AUTHORIZING A NON-COMPETITIVE DESIGNATED PURCHASE PURSUANT TO SECTION 2-8.1(B)(3) OF THE COUNTY CODE BY A TWO-THIRDS VOTE OF THE BOARD MEMBERS PRESENT; AUTHORIZING THE EXERCISE OF ONE, THREE-YEAR OPTION TO RENEW WITH EXPENDITURE AUTHORITY IN THE AMOUNT OF \$57,603,500.00 FOR A TOTAL MODIFIED CONTRACT AMOUNT OF \$105,603,500.00 FOR CONTRACT NO. EVN0000270, MICROSOFT SOFTWARE LICENSING SOLUTION PARTNER, FOR COMMUNICATIONS, INFORMATION AND TECHNOLOGY DEPARTMENT ON BEHALF OF COUNTY DEPARTMENTS AND CONSTITUTIONAL OFFICES; AND AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO EXERCISE ALL PROVISIONS OF THE CONTRACT, INCLUDING ANY CANCELLATION, RENEWAL OR EXTENSIONS, 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 County Mayor's 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 finds it is in the best interest of Miami-Dade County to authorize a non-competitive designated purchase for the exercise of one, three-year option to renew with expenditure authority in the amount of \$57,603,500.00 for a total modified contract amount of \$105,603,500.00 for Contract No. EVN0000270, Microsoft Software Licensing Solution Partner,

for Communications, Information and Technology Department on behalf of County departments and Constitutional Offices pursuant to section 2-8.1(b)(3) of the Code of Miami-Dade County, by a two-thirds vote of the Board members present.

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

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

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

The Chairperson thereupon declared this resolution duly passed and adopted this 5th 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 Boar



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

JUAN FERNANDEZ-BARQUIN, CLERK

By: Basia Pruna
Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency.

Michael B. Valdes