

EXECUTIVE SUMMARY

Piggyback Recommendation of \$500,000 or Less 59-047E - Commercial Off-the-Shelf Software & Licensing

This request is to approve the use of the Florida State (FL State) agreement as a Piggyback to purchased commercial, off-the-shelf software and licensing. The Microsoft Agreement (4323000-15-02) term is February 1, 2016 through January 31, 2019, and the general software agreement (4323000-NASPO-16-ACS-SVAR) term is December 6, 2016 through April 7, 2019. These Piggyback agreements will be utilized District-wide, funded by individual departments, schools and/or centers, as needs for software occur.

Through a side-by-side analysis of approximately twenty (20) Microsoft software titles across five (5) different vendors, it was determined that utilizing the Microsoft Florida State Agreement (awarded to Software House International or SHI for short) is the lowest price available, offering savings of five (5) percent. The School Board of Broward County, Florida (SBBC), utilizes an Enrollment for Education Solutions (EES) licensing agreement for the vast majority of Microsoft licensing requirements as a campus type agreement for the District. A recommended piggyback on the FL State Microsoft agreement is needed for titles that fall outside of the EES agreement such as Project, Visio, Publisher, etc. These licenses are purchased as perpetual, allowing SBBC to use the license indefinitely. The EES licensing agreement is subscription type licensing, which makes adding titles less often used such as those above, impractical and not economical to provide to all users throughout the District via our EES Agreement.

Through a side-by-side analysis similar to the Microsoft software titles, it was determined that the general software FL State agreement would yield a savings of approximately nine percent. Utilizing the FL State Agreement would allow SBBC to leverage economies of scale, as reflected in the aggressive pricing offered. The FL State Agreement is a cost-plus agreement, where vendors specify a markup percentage. The markup percentage is added to the vendor's cost to arrive at the customer's price. The average markup percentage for the FL State Agreement is one point fifty-two (1.52) percent.

Financial Impact

The total spending authority requested is \$406,000, which is the consolidated historical purchases of purchases, which currently fall below all threshold levels requiring board approval. Utilizing the FL State software agreements have the potential to yield the following savings:

Total Spent	Average Savings	Savings Potential
\$ 406,000	9%	\$ 36,540