



June 2, 2026 - Regular Meeting

Subject

Authorization to Purchase Microsoft Subscriptions and Subscription Renewals For Manatee County Government, Drew Richardson, Information Technology Services – Multiple Districts

Category

CONSENT AGENDA

Briefings

None

Contact and/or Presenter Information

Presenter: Drew Richardson – Director, Information Technology Services Department, Ext. 5888

Action Requested

Authorization to issue a Purchase Order Agreement to SHI International Corp., for the provision of Microsoft subscriptions and subscription renewals for Manatee County Government in accordance with Sourcewell Contract No. 121923-SHI.

Enabling/Regulating Authority

Manatee County Code of Laws

Applicable Advisory Board

N/A

Background Discussion

On March 20, 2024, Sourcewell, a service cooperative created by the Minnesota Legislature as a local unit of government, entered into Contract No. 121923-SHI with SHI International Corp. for Technology Products and Services.

Contract No. 121923-SHI provides subscription-based Microsoft products and services, including but not limited to: Microsoft 365 (Outlook, Word, Excel, PowerPoint, OneDrive, OneNote, SharePoint, and Teams); Microsoft Defender; Microsoft Power BI; Microsoft Project Plan; Microsoft Visio; Microsoft Project Server; Microsoft SQL Server; Microsoft System Center; Microsoft Visual Studio; and Microsoft Copilot.

The issuance of a Purchase Order Agreement to SHI International Corp., utilizing Sourcewell Contract No. 121923-SHI, will provide the employees of Manatee County

Government with the necessary Microsoft products and services required to conduct day-to-day business operations.

The Information Technology Services (ITS) Department is requesting approval to purchase Microsoft Services for a remaining term of two (2) years which will continue to provide the employees of Manatee County Government with the necessary Microsoft products and services required to conduct day-to-day business operations.

The second-year expenditure for countywide Microsoft subscriptions and subscription renewals is \$1,838,422.43, as listed in Quotation No. 27480406, with an estimated final year expenditure of \$1,838,422.43. The individual line items in the Microsoft agreement do not change for the 3-year period, but the quantities of individual line items may change, based on the needs of the County. The budget appropriated for this agreement is included in the ITS base budget. Should the count and cost of line items exceed the funds appropriated for the ITS Department, the Department will approach the board with a budget amendment and explanation of those cost increases.

Attorney Review

Not Reviewed (No apparent legal issues)

Instructions to Board Records

Copies to:

Information Technology Services Department: Drew Richardson
(drew.richardson@mymanatee.org) and Kelly Mogavero
(kelly.mogavero@mymanatee.org)

Procurement Division: Ashley Forrest (ashley.forrest@mymanatee.org) /
(approvedeagendas@mymanatee.org)

Distributed 6/2/26, RT

Cost and Funds Source Account Number and Name

507-0005701-546005 Automated System Maintenance

Amount and Frequency of Recurring Costs

N/A



Pricing Proposal

Quotation #: 27480406

Reference #: EA 77309384

Created On: 5/1/2026

Valid Until: 5/31/2026

FL-County of Manatee

Kevin Leonard

1112 Manatee Avenue W.

Bradenton, FL 34205

United States

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Email: kevin.leonard@mymanatee.org

Microsoft Inside Account Manager - Public Sector

Mike Fair

290 Davidson Ave.

Somerset, NJ 08873

Phone: 732-652-3067

Email: mike_fair@shi.com

All Prices are in US Dollar (USD)

	Product	Qty	Your Price	Total
1	Win Server Standard Core ALng SA 2L Microsoft - Part#: 9EM-00270 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	440	\$21.76	\$9,574.40
2	System Center Standard Core ALng SA 2L Microsoft - Part#: 9EN-00198 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	366	\$20.15	\$7,374.90
3	Win Server External Connector ALng SA Microsoft - Part#: R39-00396 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	39	\$371.69	\$14,495.91
4	Win Server DC Core ALng SA 2L Microsoft - Part#: 9EA-00278 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	608	\$141.76	\$86,190.08
5	Win Remote Desktop Services CAL ALng SA UCAL Microsoft - Part#: 6VC-01254	11	\$26.61	\$292.71

Contract Name: Sourcewell- Technology Products & Solutions

Contract #: 121923-SHI

Coverage Term: 6/1/2026 - 5/31/2027

Note: Anniversary Year 2

6	SQL Server Enterprise Core ALng SA 2L Microsoft - Part#: 7JQ-00343 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	87	\$2,530.82	\$220,181.34
7	Visual Studio Pro MSDN ALng SA Microsoft - Part#: 77D-00111 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	14	\$314.24	\$4,399.36
8	System Center DC Core ALng SA 2L Microsoft - Part#: 9EP-00208 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	608	\$54.96	\$33,415.68
9	SQL Server Standard Core ALng SA 2L Microsoft - Part#: 7NQ-00292 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	13	\$660.06	\$8,580.78
10	M365 G3 Unified FUSL GCC Sub Per User Microsoft - Part#: AAD-34704 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	2150	\$393.95	\$846,992.50
11	M365 Copilot GCC Sub Add-on Microsoft - Part#: EP2-24658 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	30	\$373.06	\$11,191.80
12	Visio P2 GCC Sub Per User Microsoft - Part#: P3U-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	133	\$139.52	\$18,556.16

13	Dataverse Database Capacity AO GCC Sub Microsoft - Part#: UVV-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	10	\$437.72	\$4,377.20
14	Exchange Online P1 GCC Sub Per User Microsoft - Part#: 3MS-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	445	\$37.18	\$16,545.10
15	M365 F3 Unified GCC Sub Per User Microsoft - Part#: AAD-63092 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	606	\$84.93	\$51,467.58
16	Exchange Online P2 GCC SU Exchange Online Kiosk Per User Microsoft - Part#: 3NS-00004 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	606	\$52.48	\$31,802.88
17	Defender Suite FLW GCC Sub Add-on Microsoft - Part#: 918-00004 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	606	\$84.93	\$51,467.58
18	Defender Suite Gov GCC Sub Per User Microsoft - Part#: 8ZZ-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	2150	\$131.32	\$282,338.00
19	Planner & Project P3 GCC Sub Per User Microsoft - Part#: 7MS-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	67	\$279.05	\$18,696.35
20	Planner & Project P5 GCC Sub Per User Microsoft - Part#: 7VX-00001 Contract Name: Sourcewell- Technology Products & Solutions	7	\$511.59	\$3,581.13

Contract #: 121923-SHI
Coverage Term: 6/1/2026 - 5/31/2027
Note: Anniversary Year 2

21	Power Apps Premium GCC Sub Per User Microsoft - Part#: SEL-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	5	\$218.86	\$1,094.30
22	Power Automate GCC Sub Per User Microsoft - Part#: SFR-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	3	\$164.15	\$492.45
23	Power Automate Premium GCC Sub Per User Microsoft - Part#: 1O5-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	5	\$164.15	\$820.75
24	Power BI Premium P1 GCC Sub Microsoft - Part#: HKL-00002 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	1	\$46,461.26	\$46,461.26
25	Power BI Pro GCC Sub Per User Microsoft - Part#: DDJ-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	137	\$92.89	\$12,725.93
26	Teams AC with Dial Out US/CA GCC Sub Add-on Microsoft - Part#: NYH-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	2756	\$0.00	\$0.00
27	Teams Rooms Pro GCC Sub Per Device Microsoft - Part#: VA1-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	1	\$437.72	\$437.72

28	Visio P1 GCC Sub Per User Microsoft - Part#: HWT-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	16	\$46.51	\$744.16
29	Win OLS Activation User GCC Sub Per User Microsoft - Part#: VRM-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	2756	\$0.00	\$0.00
30	Azure Monetary Commitment Provision Microsoft - Part#: AAA-35418 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	1	\$0.00	\$0.00
31	M365 G3 Unified FUSL GCC Sub Per User Microsoft - Part#: AAD-34704 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	20	\$393.95	\$7,879.00
32	M365 Copilot GCC Sub Add-on Microsoft - Part#: EP2-24658 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	20	\$373.06	\$7,461.20
33	M365 Copilot GCC Sub Add-on Microsoft - Part#: EP2-24658 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	50	\$373.06	\$18,653.00
34	M365 Copilot GCC Sub Add-on Microsoft - Part#: EP2-24658 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	10	\$373.06	\$3,730.60
35	M365 Copilot GCC Sub Add-on Microsoft - Part#: EP2-24658 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI	10	\$373.06	\$3,730.60

Coverage Term: 6/1/2026 - 5/31/2027

Note: Anniversary Year 2

36	M365 Copilot GCC Sub Add-on Microsoft - Part#: EP2-24658 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	10	\$373.06	\$3,730.60
37	Defender Suite Gov GCC Sub Per User Microsoft - Part#: 8ZZ-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	20	\$131.32	\$2,626.40
38	Teams AC with Dial Out US/CA GCC Sub Add-on Microsoft - Part#: NYH-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	20	\$0.00	\$0.00
39	Planner & Project P3 GCC Sub Per User Microsoft - Part#: 7MS-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	2	\$279.05	\$558.10
40	Planner & Project P3 GCC Sub Per User Microsoft - Part#: 7MS-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	5	\$279.05	\$1,395.25
41	Planner & Project P5 GCC Sub Per User Microsoft - Part#: 7VX-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	1	\$511.59	\$511.59
42	Power Automate Premium GCC Sub Per User Microsoft - Part#: 1O5-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	1	\$164.15	\$164.15

43	Power Automate Premium GCC Sub Per User Microsoft - Part#: 1O5-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	1	\$164.15	\$164.15
44	Power Automate Premium GCC Sub Per User Microsoft - Part#: 1O5-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	1	\$164.15	\$164.15
45	Power Automate Premium GCC Sub Per User Microsoft - Part#: 1O5-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	1	\$164.15	\$164.15
46	Power Automate Premium GCC Sub Per User Microsoft - Part#: 1O5-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	4	\$164.15	\$656.60
47	Power Automate Premium GCC Sub Per User Microsoft - Part#: 1O5-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	1	\$164.15	\$164.15
48	Power BI Pro GCC Sub Per User Microsoft - Part#: DDJ-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	9	\$92.89	\$836.01
49	Visio P2 GCC Sub Per User Microsoft - Part#: P3U-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	2	\$139.52	\$279.04
50	Visio P2 GCC Sub Per User Microsoft - Part#: P3U-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI	1	\$139.52	\$139.52

Coverage Term: 6/1/2026 - 5/31/2027

Note: Anniversary Year 2

51	Visio P2 GCC Sub Per User Microsoft - Part#: P3U-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	1	\$139.52	\$139.52
52	Visio P2 GCC Sub Per User Microsoft - Part#: P3U-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	1	\$139.52	\$139.52
53	Visio P2 GCC Sub Per User Microsoft - Part#: P3U-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	4	\$139.52	\$558.08
54	Visio P2 GCC Sub Per User Microsoft - Part#: P3U-00001 Contract Name: Sourcewell- Technology Products & Solutions Contract #: 121923-SHI Coverage Term: 6/1/2026 - 5/31/2027 Note: Anniversary Year 2	2	\$139.52	\$279.04
			Total	\$1,838,422.43

Additional Comments

Pricing is subject to change based on OEM and Distribution pricing changes

This quote has been marked as budgetary, as certain pricing may require approval from Microsoft. Please note, SHI is unable to process Purchase Orders against budgetary quotes. Kindly reach out to your SHI sales team for a Final Quote once you have determined your required counts and licenses.

Purchasing Microsoft Azure Services

Customer may purchase Microsoft Azure Services from SHI in one or a combination of the following ways: Azure Prepayment: Customer will have access to its entire Azure prepayment throughout the term of its Enrollment if Customer agrees to be invoiced for the full amount upfront (the "Fully Prepaid Option"). Alternatively, if Customer elects to be invoiced for its Azure prepayment on an annual basis, Customer will have access to an Allocated Annual prepayment each year of the Enrollment (the "Annually Prepaid Option"). Under the Fully Prepaid Option, any unused Azure prepayment will be forfeited at the end of the Enrollment, and under the Annually Prepaid Option, any unused Allocated Annual prepayment will be forfeited on the following Enrollment anniversary date.

Using Azure prepayment: Each month, Microsoft will deduct from Customer's Azure prepayment (or Allocated Annual

prepayment, if applicable) the monetary value of Customer's usage of eligible Microsoft Azure Services. Once Customer's Azure prepayment (or Allocated Annual prepayment, if applicable) balance has been exhausted, any additional usage will be invoiced at Consumption Rates (as described below).

Invoicing Azure prepayment: If Customer elects the Fully Prepaid Option, Azure prepayment will be invoiced immediately. If Customer elects the Annually Prepaid Option, the first Allocated Annual prepayment will be invoiced immediately, and future Allocated Annual prepayments will be invoiced on the anniversary of the Enrollment effective date.

Invoicing Azure prepayment overage: If Customer's usage is higher than either its Azure prepayment under the Fully Prepaid Option or its Allocated Annual prepayment under the Annually Prepaid Option, such excess will be invoiced at Consumption Rates to Customer at the end of each Enrollment month.

Consumption: Customer pays based on the amount of Microsoft Azure Services consumed during a billing period.

Consumption invoicing: If Customer provisions Microsoft Azure Services without an Azure prepayment, SHI will invoice customer in the following month of usage at Consumption Rates. All usage of the Microsoft Azure Services after the expiration or termination of Customer's subscription term will be invoiced by SHI to Customer at then-current Consumption Rates monthly.

SHI will invoice eligible Microsoft Azure Services at the contracted mark-up. Please refer to the Azure Portal or Pricing Calculator for more information on availability: <https://azure.microsoft.com/en-us/pricing/calculator/>

Thank you for choosing SHI International Corp! The pricing offered on this quote proposal is valid through the expiration date listed above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order. For any additional information including Hardware, Software and Services Contracts, please contact an SHI Inside Sales Representative at (888) 744-4084. SHI International Corp. is 100% Minority Owned, Woman Owned Business. TAX ID# 22-3009648; DUNS# 61-1429481; CCR# 61-243957G; CAGE 1HTF0

The products offered under this proposal are resold in accordance with the terms and conditions of the Contract referenced under that applicable line item.