

**EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY**

RFP TITLE: Microsoft Select Plus Licensing Provider Agreements – ESC Region 19 Allied States Cooperative

RFP NUMBER: 15-7141

RFP OPENING DATE: July 28, 2015

CONTRACT TERM: Date of award until August 31, 2018 with the option to extend an additional 36 months not to exceed 72 months in the aggregate

FUNDING SOURCE: Various

RFP's ISSUED: 210

RESPONSES: 2

ADVERTISEMENT DATES: Washington Post – June 28th & July 2nd 2015
El Paso Times – June 24th & July 1st, 2015

BOARD MEETING DATE: October 15, 2015

RECOMMENDED FOR AWARD **SHI Government Solutions (HUB)**

TOTAL (estimated) \$2,000,000.00/ year

EXPLANATIONS:

Award of this contract will enable Region 19 and its Purchasing Cooperative members to purchase Microsoft Select Plus Licensing when required during the term of the contract. Another proposal was received by En Pointe Technologies Sales LLC, however under the Select Plus agreement by Microsoft, there can be only one reseller per PCN# which is assigned directly from Microsoft. Both SHI Government Solutions and En Pointe Technologies bid this contract for all states. Over the past 36 months, SHI has signed up over 32 new members with ESC Region 19 ASC for Microsoft Licensing, and has a local representative that facilitates the management of these contracts. This contract requires each registration to be tied to a single customer and partner, as each customer is represented by a single customer ID also referred to as the Public Customer Number (PCN). If an associated reseller generates multiple PCNs the possibility exists that the affiliate could register each PCN # with a different LAR (Large Account Reseller) while each PCN can only be registered once. This scenario could get complicated for ESC Region 19 Allied States Cooperative to manage changes for existing members using this vehicle to purchase Microsoft, therefore administration is recommending SHI who has already established business tied to ESC Region 19 be awarded this contract. **SHI agrees to service all states under this contract pricing.**

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC Region 19 Allied States Cooperative

EVALUATION COMMITTEE: Royce Cleveland
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Approved by: _____
(Armando Aguirre – Executive Director)

Date: _____
August 28, 2015