



COUNTY OF SAN MATEO
Inter-Departmental Correspondence
Information Services



Date: December 29, 2016
Board Meeting Date: February 14, 2017
Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors

From: Jon Walton, CIO/Director Information Services Department

Subject: Resolution to accept a gift of discount funding from Microsoft Corporation and Dell Marketing, LP

RECOMMENDATION:

Adopt a resolution accepting discount funding gifts from Microsoft Corporation and Dell Marketing, LP in the amounts of \$60,000 and \$9,000.

BACKGROUND:

A majority of the County's PC's and laptops are equipped with the Microsoft Windows 7 Operating System (OS). Microsoft Corporation (Microsoft) ended mainstream support on Windows 7 on January 13, 2015 and the County is currently operating under extended support. In order to stay compliant with state requirements, various County departments, including but not limited to the Health System, must be upgraded by November 2017. The Information Services Department (ISD) has begun the process to implement a solution to deploy the Windows 10 OS throughout the County. In connection with those efforts, ISD is working with Dell Marketing, LP ("Dell") to obtain "proof of concept" for Windows 10 whereby Dell will assist in determining the functionality of Windows 10 with current Health System systems and third-party software. To aid Microsoft customers with the deployment of Windows 10, Microsoft and Dell Marketing LP (Dell) have partnered to make available discount funding to help off-set costs for the professional services for the deployment efforts in the amounts of \$60,000 and \$9,000 respectively.

DISCUSSION:

The success of the County's deployment of Windows 10 will be due in part with developing a sound strategy and partnering with a firm with deep experience and knowledge of large complex Windows 10 deployments. To assist County engineers in developing a deployment strategy, in November 2016, ISD selected Dell to provide Windows 10 deployment engineering services in the maximum amount of \$78,000.

The off-setting discount funding gift from Microsoft totals \$60,000, and an additional discount funding gift from Dell is \$9,000. As a condition of the receipt of such funding, Microsoft requires a recipient such as the County to execute two "Notice and Consent Agreements for Microsoft-Funded Partner Services" (in the amount of \$50,000 and \$10,000 respectively). Further, Administrative Memorandum B-3 requires that all gifts having a value of over \$2,500 be acknowledged in writing by the department head and referred to the Board of Supervisors for acceptance. The acceptance of the discount funding will then allow for a services agreement with Dell ("Statement of Work") to be executed by ISD in the amount of \$9,000.

The acceptance of the above-referenced funding gifts and the County's Statement of Work with Dell for Windows 10 deployment engineering services will not bind the County to purchase additional licensing or hardware upon completion of the proof of concept and is not related to, and will not impact, the Procurement Division's process for selecting a hardware vendor to provide desktop and laptop computers countywide.

County Counsel has reviewed and approved the resolution as to form.

Approval of this resolution contributes to the 2025 Shared Vision of a Collaborative Community by supporting major IT initiatives that will have increased responsiveness, effectiveness, and collaboration.

FISCAL IMPACT:

The total fiscal impact to the County as a result of accepting the discounts from Microsoft and Dell is the net receipt of \$69,000. Funding for the services agreement with Dell has been included in ISD's FY 2016-17 Adopted Budget.