

Summary - Calculation of New Contract Limit for the O365 Agreement

Column A	Column B	Column C	Column D	Column E	Column F	Column G
Product Category	Descriptions	Original Contract Limit for 3 Years (Estimated in 2014)	Actual Spend in the Past 2 Years (FY14-16)	Remaining Value in the Contract	Additional Contract Value Required (Estimated in 2016)	New Total Contract Limit (Column C + F)
Core O365 Products	Microsoft Office apps, such as Email and Office Suite	\$ 9,566,018	\$ 7,223,613	NA	\$ 859,781	\$ 10,425,799.08
Other Products	Additional Purchases, including Step-Ups to higher level of products	\$ 8,437	\$ 2,021,300	NA	\$ 3,475,636	\$ 3,484,073.65
Total	All Products under the O365 Agreement	\$ 9,574,455	\$ 9,244,913	\$ 329,542	\$ 4,335,418	\$ 13,909,873

Note: the City has been adopting O365 faster than expected, including purchase Step-Ups to higher level of products to improve productivity.

Attachment B - Office 365 Price Sheet

Part I - Original Estimate in 2014

Pricing & Estimated Usage for Year 1 (FY14-15) - Core O365 Products									
Product Description	Part Number	Usage Indicator	Usage Start Date	Unit of Measure	Unit Quantity	Net Unit Price (USD)	License Quantity	Usage Country	Extended
Office365PlanG1 ShrdSvr ALNG SubsVL MVL PerUsr	U4S-00002	Adjustable		Monthly	12	\$ 4.15	1200	United States	\$ 59,760.00
ExchOnlnArchExchOnlnG ShrdSvr ALNG SubsVL MVL PerUsr	4ES-00001	Adjustable		Monthly	12	\$ 1.38	1200	United States	\$ 19,872.00
Office365PlanG3 SharSvr ALNG SubsVL MVL PerUsr	U7S-00008	Adjustable		Monthly	12	\$ 11.75	20131	United States	\$ 2,838,471.00
Office365PlanG4 SharSvr ALNG SubsVL MVL PerUsr	U9S-00008	Adjustable		Monthly	12	\$ 13.13	300	United States	\$ 47,268.00
Additional Product									
Office265PlanK1G ShrdSvr ALNG SubsVL MVL PerUsr	3KS-00001	Adjustable		Monthly	12	\$ 2.25	4000	United States	\$ 108,000.00
ExchOnlnArchExchOnlnG ShrdSvr ALNG SubsVL MVL PerUsr	4ES-00001	Adjustable		Monthly	12	\$ 1.38	4000	United States	\$ 66,240.00
ExchgOnlnPin2G ShrdSvr ALNG SubsVL MVL PerUsr	3NS-00003	Adjustable		Monthly	12	\$ 5.27	100	United States	\$ 6,324.00
ProjProforOff365G ShrdSvr ALNG SubsVL MVL PerUsr	4ST-00001	Adjustable		Monthly	12	\$ 16.13	50	United States	\$ 9,678.00
VisioProforOff365G ShrdSvr ALNG SubsVL MVL PerUsr	P3U-00001	Adjustable		Monthly	12	\$ 8.38	60	United States	\$ 6,033.60

Core Products - Total Year 1 (FY14-15) \$ 3,161,646.60

Pricing & Estimated Usage for Year 2 (FY15-16) - Core O365 Products									
Product Description	Part Number	Usage Indicator	Usage Start Date	Unit of Measure	Unit Quantity	Net Unit Price (USD)	License Quantity	Usage Country	Extended
Office365PlanG1 ShrdSvr ALNG SubsVL MVL PerUsr	U4S-00002	Adjustable		Monthly	12	\$ 4.20	1200	United States	\$ 60,480.00
ExchOnlnArchExchOnlnG ShrdSvr ALNG SubsVL MVL PerUsr	4ES-00001	Adjustable		Monthly	12	\$ 1.40	1200	United States	\$ 20,160.00
Office365PlanG3 SharSvr ALNG SubsVL MVL PerUsr	U7S-00008	Adjustable		Monthly	12	\$ 11.90	20131	United States	\$ 2,874,706.80
Office365PlanG4 SharSvr ALNG SubsVL MVL PerUsr	U9S-00008	Adjustable		Monthly	12	\$ 13.30	300	United States	\$ 47,880.00
Additional Product									
Office265PlanK1G ShrdSvr ALNG SubsVL MVL PerUsr	3KS-00001	Adjustable		Monthly	12	\$ 2.28	4000	United States	\$ 109,440.00
ExchOnlnArchExchOnlnG ShrdSvr ALNG SubsVL MVL PerUsr	4ES-00001	Adjustable		Monthly	12	\$ 1.40	4000	United States	\$ 67,200.00
ExchgOnlnPin2G ShrdSvr ALNG SubsVL MVL PerUsr	3NS-00003	Adjustable		Monthly	12	\$ 5.34	100	United States	\$ 6,408.00
ProjProforOff365G ShrdSvr ALNG SubsVL MVL PerUsr	4ST-00001	Adjustable		Monthly	12	\$ 16.33	50	United States	\$ 9,798.00
VisioProforOff365G ShrdSvr ALNG SubsVL MVL PerUsr	P3U-00001	Adjustable		Monthly	12	\$ 8.49	60	United States	\$ 6,112.80

Core Products - Total Year 2 (FY15-16) \$ 3,202,185.60

Attachment B - Office 365 Price Sheet

Pricing & Estimated Usage for Year 3 (FY16-17) - Core O365 Products									
Product Description	Part Number	Usage Indicator	Usage Start Date	Unit of Measure	Unit Quantity	Net Unit Price (USD)	License Quantity	Usage Country	Extended
Office365PlanG1 ShrdSvr ALNG SubsVL MVL PerUsr	U4S-00002	Adjustable		Monthly	12	\$ 4.20	1200	United States	\$ 60,480.00
ExchOnlnArchExchOnlnG ShrdSvr ALNG SubsVL MVL PerUsr	4ES-00001	Adjustable		Monthly	12	\$ 1.40	1200	United States	\$ 20,160.00
Office365PlanG3 SharSvr ALNG SubsVL MVL PerUsr	U7S-00008	Adjustable		Monthly	12	\$ 11.90	20131	United States	\$ 2,874,706.80
Office365PlanG4 SharSvr ALNG SubsVL MVL PerUsr	U9S-00008	Adjustable		Monthly	12	\$ 13.30	300	United States	\$ 47,880.00
Additional Product									
Office265PlanK1G ShrdSvr ALNG SubsVL MVL PerUsr	3KS-00001	Adjustable		Monthly	12	\$ 2.28	4000	United States	\$ 109,440.00
ExchOnlnArchExchOnlnG ShrdSvr ALNG SubsVL MVL PerUsr	4ES-00001	Adjustable		Monthly	12	\$ 1.40	4000	United States	\$ 67,200.00
ExchgOnlnPin2G ShrdSvr ALNG SubsVL MVL PerUsr	3NS-00003	Adjustable		Monthly	12	\$ 5.34	100	United States	\$ 6,408.00
ProjProforOff365G ShrdSvr ALNG SubsVL MVL PerUsr	4ST-00001	Adjustable		Monthly	12	\$ 16.33	50	United States	\$ 9,798.00
VisioProforOff365G ShrdSvr ALNG SubsVL MVL PerUsr	P3U-00001	Adjustable		Monthly	12	\$ 8.49	60	United States	\$ 6,112.80
						Core Products - Total Year 3 (FY16-17) \$ 3,202,185.60			

Future Pricing of Other Defined Products - Usage Estimated in 2014									
Enterprise Online Services									
Product Description	Part Number	Usage Indicator	Usage Start Date	Unit of Measure	Unit Quantity	Net Unit Price (USD)	License Quantity	Usage Country	Extended
Step-Ups - Enterprise Online Services									
Office365PlanG3 ShrdSvr ALNG SU MVL Office365PlanG1 PerUsr	U7S-00016	Adjustable		Monthly	12	\$ 7.70	1	United States	\$ 92.40
Office365PlanG4 ShrdSvr ALNG SU MVL Office365PlanG1 PerUsr	U9S-00017	Adjustable		Monthly	12	\$ 9.10	1	United States	\$ 109.20
Office365PlanG4 ShrdSvr ALNG SU MVL Office365PlanG3 PerUsr	U9S-00019	Adjustable		Monthly	12	\$ 1.40	1	United States	\$ 16.80
Future Monthly - Enterprise Online Services									
Office365PlanG1 ShrdSvr ALNG SubsVL MVL PerUsr	U4S-00002	Adjustable		Monthly	12	\$ 4.20	1	United States	\$ 50.40
Office365PlanG3 SharSvr ALNG SubsVL MVL PerUsr	U7S-00008	Adjustable		Monthly	12	\$ 11.90	1	United States	\$ 142.80
Office365PlanG4 SharSvr ALNG SubsVL MVL PerUsr	U9S-00008	Adjustable		Monthly	12	\$ 13.30	1	United States	\$ 159.60
Additional Online Products									
Online Services									
ExchgOnlnPin2G ShrdSvr ALNG SubsVL MVL PerUsr	3NS-00003	Adjustable		Monthly	12	\$ 5.34	100	United States	\$ 6,408.00
ProjProforOff365G ShrdSvr ALNG SubsVL MVL PerUsr	4ST-00001	Adjustable		Monthly	12	\$ 16.33	1	United States	\$ 195.96
VisioProforOff365G ShrdSvr ALNG SubsVL MVL PerUsr	P3U-00001	Adjustable		Monthly	12	\$ 8.49	1	United States	\$ 101.88
Office265PlanK1G ShrdSvr ALNG SubsVL MVL PerUsr	3KS-00001	Adjustable		Monthly	12	\$ 2.28	1	United States	\$ 27.36
ExchOnlnArchExchOnlnG ShrdSvr ALNG SubsVL MVL PerUsr	4ES-00001	Adjustable		Monthly	12	\$ 1.40	1	United States	\$ 16.80

Attachment B - Office 365 Price Sheet

Future Pricing of Other Undefined Products - Usage Estimated in 2014									
Product Description	Part Number	Usage Indicator	Price Level D	Unit of Measure	Unit Quantity	Price Level D Minus (Proposed Percentage)	License Quantity	Usage Country	Extended
Other Products not included in Attachment B - Office 365 Price Sheet	To Be Determined	Adjustable	\$ 100.00	Monthly	12	7.00%	1	United States	\$ 1,116.00

Total Estimated Cost of Future Purchases of Other Defined or Undefined Products - Estimated in 2014 \$ 8,437.20

Total Estimated Spend for Years 1 through Year 3 (Estimated in 2014) \$ 9,574,455.00

Part II - Additional Usage Estimated in Oct 2016

Additional Usage in Year 2 (FY15-16) - Core O365 Products									
Product Description	Part Number	Usage Indicator	Usage Start Date	Unit of Measure	Unit Quantity	Net Unit Price (USD)	License Quantity	Usage Country	Extended
ExchOnlnArchExchOnlnG ShrdSvr ALNG SubsVL MVL PerUsr	4ES-00001	Adjustable		Monthly	12	\$ 1.40	18300	United States	\$ 307,440.00
Office365PlanG3 SharSvr ALNG SubsVL MVL PerUsr	U7S-00008	Adjustable		Monthly	12	\$ 11.90	424	United States	\$ 60,547.20
Additional Product									
ProjProforOff365G ShrdSvr ALNG SubsVL MVL PerUsr	4ST-00001	Adjustable		Monthly	12	\$ 16.33	18	United States	\$ 3,527.28
VisioProforOff365G ShrdSvr ALNG SubsVL MVL PerUsr	P3U-00001	Adjustable		Monthly	12	\$ 8.49	72	United States	\$ 7,335.36
Total Additional Usage of Core O365 Products in Year 2									\$ 378,849.84

Additional Usage in Year 3 (FY16-17) - Core O365 Products									
Product Description	Part Number	Usage Indicator	Usage Start Date	Unit of Measure	Unit Quantity	Net Unit Price (USD)	License Quantity	Usage Country	Extended
ExchOnlnArchExchOnlnG ShrdSvr ALNG SubsVL MVL PerUsr	4ES-00001	Adjustable		Monthly	12	\$ 1.40	25456	United States	\$ 427,660.80
Additional Product									
Office265PlanK1G ShrdSvr ALNG SubsVL MVL PerUsr	3KS-00001	Adjustable		Monthly	12	\$ 2.28	1550	United States	\$ 42,408.00
ProjProforOff365G ShrdSvr ALNG SubsVL MVL PerUsr	4ST-00001	Adjustable		Monthly	12	\$ 16.33	18	United States	\$ 3,527.28
VisioProforOff365G ShrdSvr ALNG SubsVL MVL PerUsr	P3U-00001	Adjustable		Monthly	12	\$ 8.49	72	United States	\$ 7,335.36
Total Additional Usage of Core O365 Products in Year 3									\$ 480,931.44

Attachment B - Office 365 Price Sheet

Additional Usage in Years 1 through 3 (FY14-17) - Step-Up Cost									
Enterprise Online Services									
Product Description	Part Number	Usage Indicator	Usage Start Date	Unit of Measure	Unit Quantity	Net Unit Price (USD)	License Quantity	Usage Country	Extended
Step-Ups - Enterprise Online Services									
Office365PlanG3 ShrdSvr ALNG SU MVL Office365PlanG1 PerUsr	U7S-00016	Adjustable		Monthly	24	\$ 7.70	11898	United States	\$ 2,198,750.40

Additional Usage for Years 1 through 3 (FY14-17) - Other Products not yet Defined on the Original Price Sheet									
Product Description	Part Number	Usage Indicator	Price Level D	Unit of Measure	Unit Quantity	Price Level D Minus (Proposed Percentage)	License Quantity	Usage Country	Extended
WinSvrDataCtr ALNG SASU MVL WinSvrStd 2Proc	P71-07281	Adjustable	\$ 456.61	Monthly	24	7.00%	60	United States	\$ 611,493.33
SQLSvrEntCore ALNG LicSAPk MVL 2Lic CoreLic	7JQ-00341	Adjustable	\$ 427.28	Monthly	24	7.00%	20	United States	\$ 190,739.97
O365GovE3 ShrdSvr ALNG SU MVL O365GovE1 PerUsr	AAA-11919	Adjustable	\$ 4.01	Monthly	12	7.00%	1000	United States	\$ 44,769.55
AzureMonetaryCommit ShrdSvr ALNG SubsVL MVL Commit	6QK-00001	Adjustable	\$ 1,284.00	Monthly	12	7.00%	30	United States	\$ 429,883.20

Total Additional Usage of Other Products in Years 1 through 3 \$ 3,475,636.45

Usage of Core O365 Products plus Other Products in Years 1 through 3 - Estimated in Oct 2016 \$ 4,335,417.73

Total New Estimated Spend for Years 1 through 3 under the Existing O365 Agreement \$ 13,909,872.73