

10.3. Tender 21/2021 Microsoft Enterprise License EA Renewal

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ATTACHMENTS: Nil

PURPOSE:

The purpose of this report is to provide the Council with an analysis of the tender process for Tender No 21-2021 Microsoft Enterprise Licensing Renewal.

EXECUTIVE SUMMARY:

The Council went to tender to renew the Council's Microsoft Enterprise Licensing. Open tenders were called and were received until 3.00pm Sydney time on 1st July 2021 via Tenderlink.

If the Council wishes to discuss the report, the meeting should be closed to the public to do so in accordance with s10A(2) (d) commercial information of a confidential nature that would, if disclosed;

- (i) prejudice the commercial position of the person who supplied it, or
- (ii) confer a commercial advantage on a competitor of the Council, or
- (iii) reveal a trade secret of the Local Government Act (LGA).

FINANCIAL IMPLICATIONS:

The existing Information Technology General Revenue budget is appropriate for the annual cost of the Microsoft Enterprise Licensing. Microsoft Enterprise Licensing is an essential element of the Council's ability to conduct business.

RECOMMENDATION:

- 1. THAT** Council accepts the highest ranked tenderer for Tender 21/2021 for Microsoft Enterprise Licensing
- 2. THAT** the General Manager be authorised to take any necessary action to implement the decision including entering associated contracts.
- 3. THAT**, once Council has executed the Contract, information relating to the successful tender be published in Council's Register of Contracts as required by Government Information (Public Access) Act 2009 - Part 3 Division 5 - Government Contracts with Private Sector.
- 4. THAT** the Confidential Report relating to matters specified in Sections 10A(2)(d) be treated as confidential and remain confidential until Council determines otherwise.

LINK TO COMMUNITY STRATEGIC PLAN

The relationship with the Community Strategic Plan is as follows:

5. Our Civic Leadership

5.1 Council leads the strategic direction of North Sydney

5.4 Council's service delivery is well supported

BACKGROUND

What is an Enterprise Agreement with Microsoft?

The Microsoft Enterprise Agreement, or Microsoft EA, is a subscription to the rights to use Microsoft products and services. It offers value for medium to large companies with 500 or more users and devices, with the flexibility to buy more services under one agreement. It is essentially Software as a Service (SaaS).

How long is the Microsoft enterprise agreement?

Microsoft EA licensing is a subscription lasting three years to use their products.

Over the last 6 years Council has had a corporate Enterprise Agreement (EA) with Microsoft to supply Council's licensing not only for standard office applications (Word, Excel, PowerPoint, Project Management) but also for Council's SQL database licensing that supply intelligence for various corporate services. It includes the licensing for all of Council's Windows operating systems (desktop and servers); Skype for Business, which is Council's phone PBX system; Cloud storage (OneDrive, SharePoint); Compliance management for all online services; plus, collaborative tools such as Teams which has been vital during the pandemic in enabling staff to remain connected.

Extending the Council's security and compliance ecosystem with Microsoft EA licensing.

During the recent pandemic where there has been a shift to remote working plus widely publicised increase in cyber-attacks worldwide. To help prevent damaging attacks, the Council's is looking to the additional tools that come with Microsoft's EA to further strengthen and to adopt threat mitigation and automated security solutions.

Microsoft's EA Licenses come with advanced security, compliance, voice and analytical capabilities. Council will be looking to:

- Extend identity and threat protection with integrated and automated security to help stop damaging attacks.
- Bring together information protection and advanced compliance capabilities to protect and govern data while reducing risk.
- Get audio conferencing and calling capabilities in the cloud.
- Benefit from Power BI capabilities that help the Council realise significant business value from Council data.

Other components of note that are being purchased under the same Microsoft EA include:

- The licenses for 100+ server operating systems on Councils' data centre environment.
- The licenses for the operating systems licenses for whole of Council PC fleet.
- The licenses to operate SQL databases on Councils' data centre environment.
- The licenses to operate Council's unified telecommunications system.

TENDERS RECEIVED

The methodology adopted to undertake the tender evaluation of Tender 21/2021 was based on selection criteria outlined in the tender documents and in accordance with the Local Government Act 1993 and the Local Government (General) Regulation 2005.

Open tenders were called and were received until 3.00pm Sydney time on 1st July 2021 via Tenderlink.

At close of tenders, 4 (four) tenderers supplied tenders.

Listed in **strict alphabetical order**, the tenderers were:

DATA#3 Limited
Datacom Systems (AU) Pty Ltd
Dell Australia Pty Limited
Systems Up Group

Information provided by tenderers which is commercial-in-confidence has been protected and will not be disclosed in accordance with section 10A(2)(d) of the Local Government Act 1993. A consistent standard for all tenderers has been used in assessing any request for confidentiality by a tenderer.

Application for access to documentation should be through lodgement of a GIPA Public Information application form and payment of prescribed fees.

CONSULTATION REQUIREMENTS

Community engagement is not required.