



MEMORANDUM

Date: June 13, 2013

To: The Honorable Chairman and Members
Pima County Board of Supervisors

From: C.H. Huckelberry
County Administrator *[Signature]*

Re: Procurement Master Agreement Amendment (12*073), Version 25, SHI International Corp. to provide "As Required Computer Software and Related Items"

At its June 18, 2013 meeting, the Board of Supervisors will consider an amendment to the SHI International Corp. Master Agreement to provide the County "As Required Computer Software and Related Items." This Master Agreement is used by all County Departments to purchase annual software maintenance and new software as required per WSCA State Contract ADSP011-00750.

The table below provides four examples of significant software cost savings the County realizes with the SHI International Corp. Master Agreement.

Application Name	Description	WSCA Pricing	Retail Price	Savings off retail price
Adobe Acrobat Professional	Same as Standard edition, plus insert audio, Flash, interactive media into PDF documents, create and customize PDF Portfolios, compare and highlight differences between two versions of a PDF document, create professional forms from templates, redaction tools, create digitally signed PDF documents and forms, validate that PDF forms conform to ISO standards.	\$264.00	\$449.00	41%
Microsoft Visio Professional	Same as Standard edition, plus database mapping, engineering diagrams, ITIL diagrams, website mapping, and wireframe diagrams.	\$315.00	\$589.99	47%
Microsoft Project Professional	Project planning, resource allocation and analysis, Gantt chart, plus synchronization to Project Server and SharePoint Foundation.	\$584.00	\$1,159.99	50%
Microsoft Office Standard	Includes Microsoft Word, Excel, Outlook, Publisher, PowerPoint.	\$246.00	\$320.00	23%

[Vertical Stamp]
[Handwritten Signature]

The Honorable Chairman and Members, Pima County Board of Supervisors
Re: **Procurement Master Agreement Amendment (12*073), Version 25, SHI International Corp. to provide "As Required Computer Software and Related Items"**

June 13, 2013

Page 2

The attached memorandum from Information Technology Director Lionel Bittner provides more detailed information regarding the County's annual software maintenance and software purchase needs required by all County Departments.

CHH/mjk

Attachment

c: Lionel Bittner, Director, Information Technology
George Widugiris, Director, Procurement



MEMORANDUM

Information Technology Department

Date: June 12, 2013

To: C. H. Huckelberry
County Administrator

From: L. H. Bittner 
Chief Information Officer

Re: Procurement Master Agreement Amendment (12*073), Version 24, SHI International, Corp. to provide "As Required Computer Software and Related Items" - Board of Supervisors Meeting of June 18, 2013

Master Agreement 12*073 provides the County the ability to purchase annual software maintenance and new software as required per WSCA State contract ADSP011-00750. This Master Agreement administered by the Information Technology Department is leveraged by all County Departments and also covers some software purchases for Pima County Courts. At this time, there is approximately \$227,000 remaining on this Master Agreement (as of May 31, 2013). To ensure proper renewals of maintenance agreements and progression of budgeted projects can continue for County Departments, we are requesting approval to increase the overall contract amount by \$600,000 resulting in an annual award amount of \$2,600,000.

This Master Agreement is used by all County Departments to purchase annual budgeted software maintenance, as well as purchase new software required to successfully implement budgeted technology projects. Examples of annual maintenance renewals covers software such as anti-virus security software, citrix remote access licenses, and security certificates to protect external websites/file transfer environments. Projects also drive purchase of new software through use of this Master Agreement. For example, SolarWinds, is a predictive technical infrastructure monitoring tool required for monitoring the entire PCWIN public safety radio system infrastructure environment. This software automatically alerts technicians to take proactive action before an infrastructure failure occurs.

Spending against this Master Agreement has increased over the last eighteen months and will continue at the current monthly rate of \$217,000 into FY 14 based on the entire County upgrading from Office 2003 to Office 2010, and Windows XP to Windows 7. Per Microsoft policy Windows and Office products receive a minimum of ten years of support (5 years Mainstream Support and 5 years Extended Support). Microsoft is therefore discontinuing all support for Windows XP and Office 2003 effective April 2014. The County deliberately avoided upgrading to Office 2007 and Windows Vista to minimize expense and take advantage of Microsoft's ten year support policy.

C. H. Huckelberry, County Administrator

Re: Procurement Master Agreement Amendment (12*073), Version 24, SHI International, Corp. to provide "As Required Computer Software and Related Items" - Board of Supervisors Meeting of June 18, 2013

June 12, 2013

Page 2 of 2

This Microsoft upgrade has been spread across three fiscal years (FY 12, FY 13 and FY 14), a balanced expense impact approach to achieve these two upgrades prior to Microsoft support expiration. For example, the FY 14 CIP CIT.HDTETR IT-HD Technology and Training project accomplishes this for the Health Department in FY 14. In addition, as with any major Microsoft migration, some third party software must also be upgraded to ensure continuity of operations in some County Departments.

Based on the County's requirement to complete the Microsoft Office 2010 and Windows 7 upgrade and for all County departments to purchase annual maintenance renewals between now and the renewal period at the end of August, renewal of Procurement Master Agreement MA 12*73, Version 24, SHI International, Corp. to provide "As Required Computer Software and Related Items" is recommended.

LHB/mjk

c: A. Casella, Information Technology Department Deputy Director
G. Widugiris, Procurement Department Director

Application Name	Description	WCSA Pricing*	Retail Price	Savings off retail price
Adobe Acrobat Professional	Same as Standard edition, plus insert audio, Flash, interactive media into PDF documents, create and customize PDF Portfolios, compare and highlight differences between two versions of a PDF Document, create professional forms from templates, redaction tools, create digitally signed PDF documents and forms, validate that PDF forms conform to ISO standards.	\$264.00	\$449.00	41%
Adobe Acrobat Professional Upgrade (from versions 8, 9, or 10)	Same as Standard edition, plus insert audio, Flash, interactive media into PDF documents, create and customize PDF Portfolios, compare and highlight differences between two versions of a PDF Document, create professional forms from templates, redaction tools, create digitally signed PDF documents and forms, validate that PDF forms conform to ISO standards.	\$118.00	\$199.00	41%
Adobe Acrobat Standard	Scan to PDF, create PDF documents, edit PDF files, create fillable PDF forms, review PDF documents, add password protection to PDF forms. Note that simple PDF creation software is included with all standard Pima County computers, and does not require the purchase of this software.	\$176.00	\$299.00	41%
Adobe Acrobat Standard Upgrade (from versions 8, 9, or 10)	Scan to PDF, create PDF documents, edit PDF files, create fillable PDF forms, review PDF documents, add password protection to PDF forms. Note that simple PDF creation software is included with all standard Pima County computers, and does not require the purchase of this software.	\$83.00	\$139.00	40%
Adobe Creative Suite 6 Production	For Windows or Mac. Includes Photoshop, Illustrator, InDesign, Dreamweaver, Flash Professional, Flash Catalyst, Fireworks, Acrobat Professional, Bridge, and Device Central.	\$1,592.00	\$1,899.00	16%
Adobe Creative Suite 6 Production Upgrade (from versions 3, 4, or 5)	For Windows or Mac. Includes Photoshop, Illustrator, InDesign, Dreamweaver, Flash Professional, Flash Catalyst, Fireworks, Acrobat Professional, Bridge, and Device Central.	\$628.00	\$719.00	13%
Articulate Storyline	Create training materials and tutorials for IOS and HTML	\$1,555.00	\$1,848.00	16%
Articulate Studio Professional	Create e-learning courses, quizzes, and interactive content; used for SkillSoft content; Studio includes: Presenter, Quizmaker, Video Encoder	\$1,430.18	\$1,846.00	23%
Brava Desktop		\$44.10	\$49.00	10%
Microsoft Office Standard	Includes Microsoft Word, Excel, Outlook, Publisher, PowerPoint.	\$246.00	\$320.00	23%
Microsoft Project Professional	Project planning, resource allocation and analysis, Gantt chart, plus synchronization to Project Server and SharePoint Foundation.	\$584.00	\$1,159.99	50%
Microsoft Project Standard	Project planning, resource allocation and analysis, Gantt charts.	\$368.00	\$589.99	38%
Microsoft Visio Professional	Same as Standard edition, plus database mapping, engineering diagrams, ITIL diagrams, web site mapping, and wireframe diagrams.	\$315.00	\$589.99	47%
Microsoft Visio Standard	For creating org charts, flowcharts, diagrams, and mind maps.	\$163.00	\$299.99	46%
Snag-it		\$41.00	\$49.95	18%

* does *not* include taxes or shipping costs