### Purpose:

In 2016 HITS began to **consolidate Microsoft agreements** where possible, and to **co-term separate department agreements**. City Council was advised this process would take 2-3 years to phase-in (as existing agreements expired); annual true-ups would occur going forward.

The upcoming council action will:

- Authorize spending authority for new 3-year agreements through 9/30/2022 for all city departments;
- Consolidate all City departments into a single EA except HPD & certain education-related (e-rate) discounts that apply only to HPL;
- Co-term and align scope of HPD EA & SCE agreements rest of City;
- Allow growth to comply with annual license true-up requirements as well as planned / upcoming initiatives;
- Migrate HPD from legacy on-premise email system to cloud-based O365;
- Add security and data protection tools for all City departments.

### Table:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Previous Contract Amount</strong> (Combined):</td>
<td>$17,076,545.96</td>
</tr>
<tr>
<td><strong>New Contract Amount</strong> (Combined):</td>
<td>$40,331,428.25</td>
</tr>
<tr>
<td><strong>Contract Term:</strong></td>
<td>3 years (10/1/2019 through 9/30/2022)</td>
</tr>
</tbody>
</table>
Summary of Changes

• Consolidating / simplifying to a more efficient bundled pricing model (M365), which includes:
  ✓ Office 365 Enterprise + Windows 10 Enterprise + Enterprise Mobility Suite

• Expanding license subscription to include more products
  ✓ Identity & Access Management
  ✓ Identity-Driven Security
  ✓ Managed Mobile Productivity & Security
  ✓ Information Protection

• Increasing licenses for Microsoft Dynamics, Power BI, Visio

• Increasing HAS subscribers to accommodate growth

• Reducing licenses for Microsoft Project

• Significant increase in forecasted Azure (cloud IaaS) usage for HPD & several HITS-supported platforms
## Annual Spending Forecast – where are the increases?

<table>
<thead>
<tr>
<th>Agreements</th>
<th>Current Annual</th>
<th>New Annual</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Enterprise License (EA)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• HITS</td>
<td>$4,017,470.38</td>
<td>$6,386,300.83</td>
</tr>
<tr>
<td>• HAS</td>
<td>$383,808.30</td>
<td>$573,625.55</td>
</tr>
<tr>
<td>• HPD</td>
<td>$1,359,330.29</td>
<td>$2,323,016.96</td>
</tr>
<tr>
<td><strong>Subtotal:</strong></td>
<td>$5,760,608.97</td>
<td>$9,282,943.34</td>
</tr>
<tr>
<td><strong>Server Cloud Enrollments (SCE)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• HITS</td>
<td>$596,782.94</td>
<td>$818,932.76</td>
</tr>
<tr>
<td>• HAS</td>
<td>$354,773.80</td>
<td>$438,984.60</td>
</tr>
<tr>
<td>• HPD</td>
<td>$84,579.00</td>
<td>$873,324.88</td>
</tr>
<tr>
<td>• HPW</td>
<td>$109,954.81</td>
<td>$177,484.59</td>
</tr>
<tr>
<td><strong>Subtotal:</strong></td>
<td>$1,146,090.55</td>
<td>$2,308,726.83</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$6,906,699.52</td>
<td>$11,591,670.17</td>
</tr>
</tbody>
</table>
# 3 Year Spending Forecast – all departments

<table>
<thead>
<tr>
<th>Services</th>
<th>Dept.</th>
<th>Fund</th>
<th>FY2020</th>
<th>FY2021</th>
<th>FY2022</th>
<th>Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enterprise Agreement</td>
<td>Houston IT Services</td>
<td>1002 - Revolving Fund</td>
<td>$6,386,300.83</td>
<td>$7,024,930.91</td>
<td>$7,727,424.00</td>
<td>$21,138,655.75</td>
</tr>
<tr>
<td></td>
<td>Houston Airport System</td>
<td></td>
<td>$573,625.55</td>
<td>$630,988.11</td>
<td>$694,086.92</td>
<td>$1,898,700.57</td>
</tr>
<tr>
<td></td>
<td>Houston Police Department</td>
<td></td>
<td>$2,323,016.96</td>
<td>$2,555,318.66</td>
<td>$2,810,850.52</td>
<td>$7,689,186.14</td>
</tr>
<tr>
<td><strong>Subtotals</strong></td>
<td></td>
<td></td>
<td>$9,282,943.34</td>
<td>$10,211,237.67</td>
<td>$11,232,361.44</td>
<td>$30,726,542.46</td>
</tr>
<tr>
<td>Server Cloud Agreement</td>
<td>Houston IT Services</td>
<td>1002 - Revolving Fund</td>
<td>$818,932.76</td>
<td>$1,550,826.04</td>
<td>$2,303,908.64</td>
<td>$4,673,667.44</td>
</tr>
<tr>
<td></td>
<td>Houston Airport System</td>
<td></td>
<td>$438,984.60</td>
<td>$482,883.06</td>
<td>$531,171.37</td>
<td>$1,453,039.03</td>
</tr>
<tr>
<td></td>
<td>Houston Police Department</td>
<td></td>
<td>$873,324.88</td>
<td>$960,657.36</td>
<td>$1,056,723.10</td>
<td>$2,890,705.34</td>
</tr>
<tr>
<td></td>
<td>Houston Public Works</td>
<td></td>
<td>$177,484.59</td>
<td>$195,233.05</td>
<td>$214,756.35</td>
<td>$587,473.99</td>
</tr>
<tr>
<td><strong>Subtotals</strong></td>
<td></td>
<td></td>
<td>$2,308,726.83</td>
<td>$3,189,599.51</td>
<td>$4,106,559.46</td>
<td>$9,604,885.79</td>
</tr>
<tr>
<td>Total by Fiscal Year</td>
<td></td>
<td></td>
<td>$11,591,670.17</td>
<td>$13,400,837.18</td>
<td>$15,338,920.90</td>
<td>$40,331,428.25</td>
</tr>
</tbody>
</table>
Refresher: What do Microsoft Enterprise Agreements provide?

Definitions

• “EA”, or Enterprise Agreement
  - Volume licensing that covers **USERS** and **END-POINT DEVICES** for Windows operating system, Office 365 applications, email, business intelligence, security & data protection tools
  - Software Assurance provides 24x7 technical support, access to most current version of all applications, planning services, end-user and technical training
  - Permits use of Microsoft *cloud* versions of the applications, *on-premises* versions loaded locally on devices, or a *mix of both*
  - Allows flexibility to add licenses as needed with annual true-up process
  - The City already achieves the highest volume discount level across all EA agreements, and leveraged improved discounting for additional bundled services
Key Components of Office 365

Visual Studio
Windows 10
Microsoft
Remote Desktop Services
Visio
Cloud PBX Skype for Business
Power BI Pro
Microsoft Project
OneDrive
Microsoft Dynamics
Microsoft Security Solution
Exchange Server
Microsoft
Office 365
Refresher: What do Microsoft Server Cloud Enrollments provide?

• “SCE”, or Server Cloud Enrollment
  o Volume licensing for Windows **server operating systems** and **System Center** (infrastructure administration tools)
  o **SQL database** & Visual Studio Enterprise licenses
  o SharePoint server
  o **Azure** = cloud infrastructure-as-a-service (run our software in Microsoft’s data center on their equipment)
Office 365 Enterprise capabilities

**APPS**
Cloud Productivity & Mobility

- **Office Pro Plus:**
  Office apps on up to 5 PCs & Macs
- **Mobile Office Apps:**
  Office Apps for Tablet & Smartphones

**SERVICES**
Rich Communication and Collaboration

- **Exchange:**
  Business-class email & Calendar
- **OneDrive:**
  Cloud Storage and file sharing
- **SharePoint:**
  Team sites & internal portals
- **Skype for Business:**
  Online Meetings, IM, video chat
- **Yammer:**
  Private social networking

**SECURITY**
Advanced Enterprise Protection

- **Advanced Threat Protection:**
  Zero-day threat and malware protection
- **Advanced Security Management:**
  Enhanced visibility and control
- **Customer Lockbox:**
  Enhanced customer data access controls
- **Advanced eDiscovery:**
  Identifying the relevant data quickly

**ANALYTICS**
Insights for Everyone

- **Power BI Pro – Quantity 100:**
  Live business analytics and visualization
- **My Analytics:**
  Individual and team effectiveness
- **Power BI Premium:**
  Ability to share dashboards across the enterprise for consumption purposes

**VOICE**
Complete Cloud Communication

- **PSTN Conferencing:**
  Worldwide dial-in for your online meetings
- **Cloud PBX:**
  Business phone system in the cloud
- **PSTN Calling:**
  Cost effective cloud based dial tone (add-on) - * Add on to E5

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**Office 365 E3**

**Office 365 E5**
## Windows 10 Enterprise capabilities

### The most trusted platform
- **Enterprise Data Protection**
  Prevent accidental leaks by separating personal and business data
- **Windows Hello for Business**
  Enterprise grade biometric and companion device login
- **Credential Guard**
  Protects user access tokens in a hardware-isolated container
- **AppLocker**
  Block unwanted and inappropriate apps from running
- **Device Guard**
  Device locked down to only run fully trusted apps

### More productive
- **Azure Active Directory Join**
  Streamline IT process by harnessing the power of the cloud
- **MDM enablement**
  Manage all of your devices with the simplicity of MDM
- **Windows Store for Business,**
  **Private Catalog**
  Create a curated store experience for employee self-service
- **Application Virtualization** (App-V)
  Simplify app delivery and management
- **Cortana Management**
  Create, personalize, and manage Cortana profiles through Azure Active Directory

### More personal
- **User Experience Virtualization** (UX-V)
  OS and app settings synchronized across Windows instances
- **Granular UX Control**
  Enterprise control over user experience

### The most versatile devices
- **Windows 10 for Industry Devices**
  Turn any inexpensive, off-the-shelf device, into an embedded, handheld, or kiosk experience
Enterprise Mobility & Security capabilities

- **Identity and access management**
- **Identity Driven Security**
- **Managed Mobile Productivity**
- **Information Protection**
Questions?