

Price Analysis

Bid No.: PNC2131669B1

Bid Title: Microsoft Reseller Licensing, Subscription, Support and Cloud



Line	Item Description	Microsoft Part#	Qty	Softchoice Corporation		MSRP		ETS Estimate*			
				Unit Price	3-Year Extended Amount	% Diff to MSRP	% Diff to ETS Est.	Unit Price	36-Year Extended Amount		
1) Enterprise Technology Services Enterprise Agreement No. 61530562 (35)											
#1-1	Office Professional Plus Along SA Platform (ETS)	269-12442	225	\$113.60	\$76,680.00	-21.5%	5.8%	\$138.00	\$93,150.00	\$106.99	\$72,218.25
#1-2	Win Enterprise Device ALng SA Platform (ETS)	KV3-00353	225	\$45.99	\$31,043.25	-21.8%	-3.0%	\$56.00	\$37,800.00	\$47.38	\$31,981.50
#1-3	Core CAL Along SA Platform DCAL (ETS)	W06-01069	225	\$38.99	\$26,318.25	-17.8%	5.6%	\$44.00	\$29,700.00	\$36.81	\$24,846.75
#1-4	Win Remote Desktop Services CAL SA DCAL (ETS)	6VC-01253	600	\$21.37	\$38,466.00	-17.0%	5.7%	\$25.00	\$45,000.00	\$20.15	\$36,270.00
#1-5	Win Remote Desktop Services CAL SA DCAL (ETS)	6VC-01254	655	\$25.83	\$50,755.95	-20.0%	6.1%	\$31.00	\$60,915.00	\$24.25	\$47,651.25
#1-6	Win VDA Device ALng Sub Per Device (ETS)	4ZF-00019	420	\$101.89	\$128,381.40	-29.6%	-7.4%	\$132.00	\$166,320.00	\$109.43	\$137,881.80
#1-7	Azure DevOps Server Along LicSAPK MVL (ETS)	125-00110	62	\$146.80	\$27,304.80	-21.3%	-3.0%	\$178.00	\$33,108.00	\$151.21	\$28,125.06
#1-8	O365 G1 GCC Sub Per User (BCAD)	U4S-00002	30	\$106.23	\$9,560.70	-19.7%	10.4%	\$127.20	\$11,448.00	\$95.13	\$8,561.70
#1-9	Exchange Online P2 GCC SU Exchange Online P1 Per User (BCAD)	3NS-00005	30	\$36.10	\$3,249.00	-26.3%	-3.0%	\$45.60	\$4,104.00	\$37.18	\$3,346.20
#1-10	M365 F3 Unified GCC Sub Per User (ETS Field Worker)	AAD-63092	1660	\$82.45	\$410,601.00	-25.2%	-3.0%	\$103.20	\$513,936.00	\$84.93	\$422,951.40
#1-11	EOA Exchange Online GCC Sub Per User (ETS)	4ES-00001	1660	\$28.01	\$139,489.80	-24.2%	-3.0%	\$34.80	\$173,304.00	\$28.85	\$143,673.00
#1-12	M365 G3 Unified FSA Renewal GCC Sub Per User (ETS)	AAD-34700	3900	\$325.10	\$3,803,670.00	-24.4%	-3.0%	\$404.40	\$4,731,480.00	\$334.88	\$3,918,096.00
#1-13	M365 G3 Unified FUSL GCC Sub Per User (ETS)	AAD-34704	1340	\$382.44	\$1,537,408.80	-24.3%	-3.0%	\$475.20	\$1,910,304.00	\$393.95	\$1,583,679.00
#1-14	M365 G5 GCC SU M365 G3 Per User (ETS)	AAAL-45737	10	\$223.09	\$6,692.70	-24.3%	-3.0%	\$277.20	\$8,316.00	\$229.80	\$6,894.00
#1-15	Entra ID P2 Gov SU Entra ID P1 Per User (ETS)	MQN-00002	6660	\$27.04	\$540,259.20	-24.3%	-3.0%	\$33.60	\$671,328.00	\$27.85	\$556,443.00
#1-16	Entra ID P2 Gov Sub Per User (BCAD)	MOQ-00001	633	\$81.24	\$154,274.76	-25.6%	-3.0%	\$102.00	\$193,698.00	\$83.69	\$158,927.31
#1-17	Exchange Online P2 GCC Sub Per User (BCAD)	3NS-00003	633	\$72.19	\$137,088.81	-24.7%	-3.0%	\$90.00	\$170,910.00	\$74.36	\$141,209.64
#1-18	Teams AC w/Dial Out GCC Sub Add-on (ETS)	NYH-00001	7293	\$0.00	\$0.00	N/A	N/A	\$0.00	\$0.00	\$0.00	\$0.00
#1-19	Visio P2 GCC Sub Per User (ETS)	P3U-00001	292	\$135.45	\$118,654.20	-24.9%	-3.0%	\$169.20	\$148,219.20	\$139.52	\$122,219.52
#1-20	Database Capacity AO GCC Sub (ETS)	UVV-00001	3	\$424.93	\$3,824.37	-24.3%	-3.0%	\$528.00	\$4,752.00	\$437.72	\$3,939.48
#1-21	Power Pages Auth Users T1 GCC Sub (100 User/Site/Mo) (ETS)	WDW-00001	3	\$2,124.67	\$19,122.03	-24.3%	-3.0%	\$2,640.00	\$23,760.00	\$2,188.60	\$19,697.40
#1-22	Power Apps Premium GCC Sub Per User (ETS)	SEL-00001	16	\$212.47	\$10,198.56	-24.3%	-3.0%	\$264.00	\$12,672.00	\$218.86	\$10,505.28
#1-23	Power Virtual Agent USL GCC Sub Per User (ETS)	852-00003	10	\$0.00	\$0.00	N/A	N/A	\$0.00	\$0.00	\$0.00	\$0.00
#1-24	Power BI Pro GCC Sub Per User (ETS)	DDJ-00001	20	\$99.23	\$5,953.80	-13.7%	6.4%	\$112.80	\$6,768.00	\$92.89	\$5,573.40
#1-25	Power BI Premium USL GCC Sub Per User (ETS)	6U1-00004	3	\$198.71	\$1,788.39	-12.9%	6.4%	\$224.40	\$2,019.60	\$186.03	\$1,674.27
#1-26	Project Server ALng SA (ETS)	H22-00475	2	\$1,012.48	\$6,074.88	-20.8%	-3.0%	\$1,223.00	\$7,338.00	\$1,042.94	\$6,257.64
#1-27	Project Server CAL ALng SA Device CAL (ETS)	H21-00420	120	\$30.18	\$10,864.80	-16.0%	-3.0%	\$35.00	\$12,600.00	\$31.09	\$11,192.40
#1-28	Project Professional SA w/1 Server CAL (ETS)	H30-00238	71	\$209.21	\$44,561.73	-15.2%	-3.0%	\$241.00	\$51,333.00	\$215.50	\$45,901.50
#1-29	Project Standard ALng SA (ETS)	076-01912	14	\$127.36	\$5,349.12	-14.6%	-3.0%	\$146.00	\$6,132.00	\$131.19	\$5,509.98
#1-30	Project Online Prof Add-on GOV (ETS)	7E4-00001	11	\$53.48	\$1,764.84	-25.7%	-3.0%	\$67.20	\$2,217.60	\$55.09	\$1,817.97
#1-31	Project Online Essentials CAO GCC Sub Add-on Project Device CAL (ETS)	7DV-00001	10	\$35.85	\$1,075.50	-27.2%	-3.0%	\$45.60	\$1,368.00	\$36.93	\$1,107.90
#1-32	Project P1 GCC Sub Per User (ETS)	PF1-00002	10	\$90.30	\$2,709.00	-24.9%	-3.0%	\$112.80	\$3,384.00	\$93.02	\$2,790.60
#1-33	Planner & Project P3 GCC Sub Per User (ETS)	7MS-00001	96	\$270.90	\$78,019.20	-24.5%	-3.0%	\$337.20	\$97,113.60	\$279.05	\$80,366.40
#1-34	Planner & Project P5 GCC Sub Per User (ETS)	7VX-0000	2	\$496.64	\$2,979.84	N/A	N/A	#N/A	#N/A	#N/A	#N/A
#1-35	M365 Copilot GCC Sub Add-on (ETS)	EP2-24658	56	\$362.16	\$60,842.88	-24.3%	-3.0%	\$450.00	\$75,600.00	\$373.08	\$62,677.44
2) Enterprise Technology Services Enterprise Agreement No. 48736328 (8)											
#2-1	SQL Server Standard ALng SA	228-04433	2	\$160.44	\$962.64	-20.9%	2.1%	\$194.00	\$1,164.00	\$157.06	\$942.36
#2-2	CIS Suite Standard Core ALng LSA 2L	9GA-00006	200	\$91.14	\$54,684.00	-79.9%	20.6%	\$164.00	\$98,400.00	\$72.41	\$43,446.00
#2-3	CIS Suite Standard Core ALng SA 2L	9GA-00113	1008	\$38.75	\$117,180.00	-5.8%	10.5%	\$41.00	\$123,984.00	\$34.69	\$104,902.56
#2-4	CIS Suite Datacenter Core ALng SA 2L	9GS-00135	1029	\$181.80	\$561,216.60	-4.5%	-3.9%	\$190.00	\$586,530.00	\$188.93	\$583,226.91
#2-5	Office SharePoint Server ALng SA	H04-00268	9	\$1,336.37	\$36,081.99	-4.4%	11.0%	\$1,395.00	\$37,665.00	\$1,188.93	\$32,101.11
#2-6	Exchange Server Ent ALng SA	395-02504	7	\$796.27	\$16,721.67	-9.9%	6.3%	\$875.00	\$18,375.00	\$745.74	\$15,660.54

Line	Item Description	Microsoft Part#	Qty	Softchoice Corporation			MSRP			ETS Estimate*			
				Unit Price	3-Year Extended Amount	% Diff to MSRP	% Diff to ETS Est.	Unit Price	36-Year Extended Amount	Unit Price	36-Year Extended Amount		
#2-7	Microsoft Visual Studio Foundation Server	125-00124	1	\$62.90	\$188.70	-20.8%	-3.0%	\$76.00	\$228.00	\$64.79	\$194.37		
#2-8	Azure Prepayment ShrdSvr Commit Provision	J5U-00004	1	\$0.00	\$0.00	N/A	N/A	\$0.00	\$0.00	\$0.00	\$0.00		
3) Aviation Department Enterprise Agreement No. 4876328 (13)													
#3-1	Visual Studio Test Pro MSDN Alng LSA	L5D-00161	3	\$661.63	\$5,954.67	-20.3%	-2.6%	\$796.00	\$7,164.00	\$678.84	\$6,109.56		
#3-2	Visual Studio Ent with GitHub Alng SA	QEJ-00003	8	\$1,069.59	\$25,670.16	-20.3%	2.5%	\$1,287.00	\$30,888.00	\$1,042.45	\$25,018.80		
#3-3	Visual Studio Pro with GitHub Alng SA	QEK-00003	27	\$306.39	\$24,817.59	-20.4%	2.5%	\$369.00	\$29,889.00	\$298.69	\$24,193.89		
#3-4	Visual Studio Ent with GitHub Alng SA	QEJ-00003	5	\$1,069.59	\$16,043.85	-20.3%	2.5%	\$1,287.00	\$19,305.00	\$1,042.45	\$15,636.75		
#3-5	CIS Suite Datacenter Core Alng SA 2L	9GS-00135	96	\$182.53	\$52,568.64	-4.1%	-3.5%	\$190.00	\$54,720.00	\$188.93	\$54,411.84		
#3-6	CIS Suite Datacenter Core LSA 2L w/o Winsvr	9GS-00735	24	\$250.84	\$18,060.48	-11.6%	6.8%	\$280.00	\$20,160.00	\$235.82	\$16,835.04		
#3-7	CIS Suite Standard Core Alng LSA 2L w/o Winsvr	9GA-00611	16	\$63.95	\$3,069.60	-62.6%	6.5%	\$104.00	\$4,992.00	\$59.81	\$2,870.88		
#3-8	CIS Suite Standard Core Alng SA 2L	9GA-00313	256	\$38.91	\$29,882.88	-5.4%	10.8%	\$41.00	\$31,488.00	\$34.69	\$26,641.92		
#3-9	Microsoft SQL Server CAL w/SA	359-00961	55	\$37.45	\$6,179.25	-22.8%	6.7%	\$46.00	\$7,590.00	\$34.94	\$5,765.10		
#3-10	SQL Server Enterprise Core Alng SA 2L	7IQ-00343	6	\$2,466.66	\$44,399.88	-20.3%	2.5%	\$2,968.00	\$53,424.00	\$2,404.23	\$43,276.14		
#3-11	SQL Server Enterprise Alng SA	810-04760	2	\$1,541.54	\$9,249.24	-20.3%	6.7%	\$1,855.00	\$11,130.00	\$1,437.76	\$8,626.56		
#3-12	SQL Server Standard Alng SA	228-04433	8	\$161.07	\$3,865.68	-20.4%	2.5%	\$194.00	\$4,656.00	\$157.06	\$3,769.44		
#3-13	SQL Server Standard Core Alng SA 2L	7NQ-00292	48	\$643.33	\$92,639.52	-20.3%	6.7%	\$774.00	\$111,456.00	\$600.00	\$86,400.00		
4) Aviation Department Enterprise Agreement No. 8587280 (7)													
#4-1	Teams AC with Dial Out US/CA GCC Sub Add-on	NYH-00001	50	\$0.00	\$0.00	N/A	N/A	\$0.00	\$0.00	\$0.00	\$0.00		
#4-2	M365 G3 Unified FUSL GCC Sub Per User	AAD-34704	50	\$383.96	\$57,594.00	-23.8%	-2.6%	\$475.20	\$71,280.00	\$393.95	\$59,092.50		
#4-3	M365 G5 GCC Sub Per User	AAL-45735	50	\$607.94	\$91,191.00	-23.6%	-2.6%	\$751.20	\$112,680.00	\$623.75	\$93,362.50		
#4-4	Power BI Premium USL GCC Sub Per User	6U1-00004	55	\$199.50	\$32,917.50	-12.5%	6.8%	\$224.40	\$37,026.00	\$186.03	\$30,694.95		
#4-5	AI Builder Capacity T1 AO GCC Sub 1M Service Credits	SDS-00003	1	\$5,866.08	\$17,598.24	-23.8%	6.7%	\$7,260.00	\$21,780.00	\$5,471.50	\$16,414.50		
#4-6	Power BI Premium P1 GCC Sub	HKL-00002	1	\$45,283.47	\$135,850.41	-23.8%	-2.6%	\$56,040.00	\$168,120.00	\$46,461.26	\$139,383.78		
#4-7	Power Apps Premium GCC Sub Per User	SEL-00001	25	\$213.31	\$15,998.25	-23.8%	-2.6%	\$264.00	\$19,800.00	\$218.86	\$16,414.50		
5) Aviation Department Enterprise Agreement No. 5465701 (16)													
#5-1	Azure Prepayment ShrdSvr Commit Provision	J5U-00004	1	\$0.00	\$0.00	N/A	N/A	\$0.00	\$0.00	\$0.00	\$0.00		
#5-2	Database Capacity AO GCC Sub	UVV-00001	60	\$424.93	\$76,487.40	-24.3%	-3.0%	\$528.00	\$95,040.00	\$437.72	\$78,789.60		
#5-3	Database Log Capacity AO GCC Sub	UVZ-00001	10	\$106.66	\$3,199.80	-23.8%	-1.5%	\$132.00	\$3,960.00	\$108.24	\$3,247.20		
#5-4	Power Apps Portal Login T1 GCC Sub Add-on	SDY-00001	1	\$2,133.12	\$6,399.36	-23.8%	-2.6%	\$2,640.00	\$7,920.00	\$2,188.60	\$6,565.80		
#5-5	Power Apps Per App GCC Sub 1 App or Website	J8S-00003	10	\$53.33	\$1,599.90	-23.8%	-2.6%	\$66.00	\$1,980.00	\$54.72	\$1,641.60		
#5-6	Power Apps Premium GCC Sub Per User	SEL-00001	10	\$213.31	\$6,399.30	-23.8%	-2.6%	\$264.00	\$7,920.00	\$218.86	\$6,565.80		
#5-7	Power BI Premium USL GCC Sub Per User	6U1-00004	5	\$199.50	\$2,992.50	-12.5%	6.8%	\$224.40	\$3,366.00	\$186.03	\$2,790.45		
#5-8	O365 Extra File Storage GCC Sub Add-on Extra Storage 1 GB	M9T-00002	7000	\$2.18	\$45,780.00	-65.1%	-2.8%	\$3.60	\$75,600.00	\$2.24	\$47,040.00		
#5-9	Planner & Project P3 FSA GCC Renewal Sub Per User	7E7-00001	50	\$231.25	\$34,687.50	-24.0%	-2.6%	\$286.80	\$43,020.00	\$237.26	\$35,589.00		
#5-10	Visio P2 FSA GCC Renewal Sub Per User	9K4-00003	54	\$115.62	\$18,730.44	-24.5%	-2.6%	\$144.00	\$23,328.00	\$118.63	\$19,218.06		
#5-11	M365 G3 Unified FUSL GCC Sub Per User	AAD-34704	195	\$383.96	\$224,616.60	-23.8%	-2.6%	\$475.20	\$277,992.00	\$393.95	\$230,460.75		
#5-12	M365 G3 Unified FSA Renewal GCC Sub Per User	AAD-34700	400	\$326.39	\$391,668.00	-23.9%	-2.6%	\$404.40	\$485,280.00	\$334.88	\$401,856.00		
#5-13	M365 G5 GCC Sub Per User	AAL-45735	75	\$607.94	\$136,786.50	-23.6%	-2.6%	\$751.20	\$169,020.00	\$623.75	\$140,343.75		
#5-14	Teams AC with Dial Out US/CA GCC Sub Add-on	NYH-00001	595	\$0.00	\$0.00	N/A	N/A	\$0.00	\$0.00	\$0.00	\$0.00		
#5-15	M365 Copilot GCC Sub Add-on	EP2-24658	16	\$363.60	\$17,452.80	-23.8%	-2.6%	\$450.00	\$21,600.00	\$373.08	\$17,907.84		
#5-16	SharePoint Server Alng SA	H04-00268	11	\$1,341.68	\$44,275.44	-4.0%	11.4%	\$1,395.00	\$46,035.00	\$1,188.93	\$39,234.69		
6) Water and Wastewater Services Division Enterprise Agreement No. 5854775 (1)													
#6-1	Azure Prepayment ShrdSvr Commit Provision	J5U-00004	1	\$0.00	\$0.00	N/A	N/A	\$0.00	\$0.00	\$0.00	\$0.00		
TOTAL (excluding balance-of-line):									\$9,976,689.54	-22.8%	-2.1%	\$12,256,053.00	\$10,190,850.08

NOTES:
*County's Estimate is based on incumbent vendor's quote based on previous contract offered price. Previous contract pricing was not set for the term of the contract (versus the new contract is for the full initial term of three-years).
The County is realizing a savings of 22.8% discount from MSRP and an average of 2.1% savings from previous contract.