October 31, 2019

ADDENDUM #1

REQUEST FOR PROPOSALS (RFP) #19-204
MicroSoft Licensing

The purpose of this addendum is to provide responses to questions, along with other information that may be pertinent to vendors in submitting a response to the aforementioned proposal.

This addendum contains the following:

➢ Responses to questions that have been received

The due date for this proposal remains on Wednesday, November 6, 2019 before 3:00 p.m. (EDT).

Vendors must indicate receipt of this addendum by adding the following on the Signature Page (item #6) and on the exterior of the envelope containing your proposal:

ADDENDUM #1 RECEIVED

ALL PROPOSALS MUST BE RECEIVED AT:
GENESEE COUNTY PURCHASING DEPARTMENT
1101 BEACH STREET, ROOM 361
FLINT, MI 48502

______________________________
Derrick Jones, Purchasing Administrator

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Questions and Responses received for RFP # 19-205

- Are the 50 multi-use machines accessed by anyone other than the 800 Genesee County employees?
  - No
- Does Genesee County intend to roll out Windows Enterprise or Windows Pro?
  - The current plan is to use Enterprise. We are letting the vendors recommend what they believe is the best solution to meet the needs in the most cost effective manner. Responses should include a recommendation with a strong justification to support the recommended solution. Vendors may also submit both as options as long and the justification and pricing is included.
- For the 6 Windows Server Standard licenses for non-virtual servers, how many total cores need to be licensed? Keep in mind, the minimum is 16 cores per server.
  - Right now we are planning on 2 physical 12 core servers and 2 physical 10 core servers. The current need is 4 physical servers with 34 total cores. We also have the contingency for 2 additional physical servers and do not have defined core counts. We may potentially reduce count from 6 to 4. As stated in the RFP, our counts are not final. They are fairly close estimates and may be altered during the contract process.
- Are the SQL instances deployed in a dynamic virtual environment in which these instances can freely move from host to host, or are they static on a specific host?
  - The intention is to license the individual SQL Server VM using per core licensing and move them dynamically under the SA provision. This is part of our desire to maintain license support moving forward.
- Should we be selected for a finalist interview, will Genesee County require a representative to be onsite, or will a phone interview suffice?
  - Onsite presence is a requirement. Additional phone support from an external team is discouraged but allowed.
- When is the expected completion date for this project? The deadline for migration to Windows 10 is January 14th.
  - The expected completion date for this project given the Board of Commissioners schedule is December 11.
- Does LAR stand for Large Account Reseller? And if Yes, does it limit all other types of Microsoft Partners from participation?
  - LAR is Large Account Reseller. As stated in the RFP: At a minimum, prospective vendors shall meet the following requirements for submission of a proposal: Must be an authorized Microsoft License Service Provider (LSP) or Enterprise Software Advisor (ESA).
- Do you expect to get the proposals which will include all the itemized licensing costs AND implementation / data migration costs to upgrade all the computers to Windows 10, upgrade all the servers to latest versions, move the mailboxes from on-prem Exchange Server(s) to Exchange Online, etc?
  - This RFP is for obtaining the licenses required for Genesee County. Migration/Implementation/Upgrade Services and costs can be submitted as Other Value Added Services.
- What kind of licenses do you have on all your computers that need to be upgraded to Windows 10? (All computers need to have an eligible baseline OEM or retail license, like Windows XP Pro, Windows 7 Pro, Windows 8 Pro, etc.)
  - As stated in the RFP: GCIT historically purchased either Select 6 or Open licensing for all Microsoft products. All workstation devices have the original OEM license.
- Are you able to expand on the highlighted environment below? Is this for training on the Microsoft applications, a school/education environment
  - 850 workstations/laptops (170 with Windows 10), all have some version of MS Office. 800 assigned to employees, about 50 classroom, KIOSK, specific or multi use machines.
    - This is for training on any software used in the County.
- Are any of the Windows Server or SQL licenses requested going to be in a test/dev or non-production environment?
  - The quantities provided are for production use. We will use SQL Server Developer Edition for test/dev instances.
- Have you determined if you want to move to Windows 10 Enterprise or Windows 10 Pro for your desktops yet? Would you like guidance/pricing for both?
  - The current plan is to use Enterprise. We are letting the vendors recommend what they believe is the best solution to meet the needs in the most cost effective manner. Responses should include a recommendation with a strong justification to support the recommended solution. Vendors may also submit both as options as long and the justification and pricing is included.
- Do you have any plans in the (near) future for things like: BYOD, MDM, Azure Active Directory with MFA?
  - Yes
- How quickly would the proposed licensing agreement be executed by the County?(This may affect promotional pricing options)
  - The expected completion date for this project given the Board of Commissioners schedule is December 11.
- Is Genesee County seeking pricing for implementation/upgrade services in addition to the licensing solicited under the RFP? Or is the RFP limited specifically to licensing at this time?
  - This RFP is for obtaining the licenses required for Genesee County. Migration/Implementation/Upgrade Services and costs can be submitted as Other Value Added Services.
- Section 1, item 7 (page 4) of the RFP refers to the Genesee County Insurance Checklist, but it does not appear to be attached for submission with the proposal. Is the Checklist applicable to this RFP? If so, is a copy available for review?
  - The Insurance Checklist will only be applicable if value added services are selected.
- Will Genesee County allow non LSP/ESA resellers that are Microsoft Gold Partners and CSP-Direct partners to provide proposals that may or may not include partnering with a current LSP/ESA?
  - As stated in the RFP: At a minimum, prospective vendors shall meet the following requirements for submission of a proposal: Must be an authorized Microsoft License Service Provider (LSP) or Enterprise Software Advisor (ESA).
- SQL Server Standard requires the purchase of CAL's (Client Access Licenses), but a count was not included. How many SQL Standard CALs are needed?
  - One of the questions vendors must answer is how to license the environment to optimize CAL’s required for the proposed environment. CAL’s are per user or device so provide the per user/device price. The plan for licensing SQL is currently per core which eliminates the CAL requirement based on the information from the Microsoft SQL Server 2017 Licensing Guide
- Windows Server Standard/Datacenter requires the purchase of CALs, but a count was not included. How many Windows Server Standard/Datacenter CALs are needed?
• One of the questions vendors must answer is how to license the environment to optimize CAL’s required for the proposed environment. CAL’s are per user or device so provide the per user/device price and guidance for what must be covered.

• Based on the RFP, there are a total of 850 workstations currently, and of those, 170 are already running Windows 10.
  o Is it an accurate statement that only 680 workstations require a Windows 10 upgrade?
    ▪ Yes, although as stated in the RFP, counts are estimates and may be adjusted.
  o Of the 680 that are still running Windows 7, which version are they running?
    ▪ The 680 are currently running Windows 7 or Windows 8 patched to the most recent versions.
  o Of the 170 that are already running Windows 10, which version are they running?
    ▪ They are patched to the most recent version.

• The RFP explicitly seeks assistance with regard to licensing requirements, however, should the bidder quote out implementation time? Meaning will the winning bid also be performing the upgrades, etc.?
  o This RFP is for obtaining the licenses required for Genesee County. Migration/Implementation/Upgrade Services and costs can be submitted as Other Value Added Services.
  o Regarding the 1100 mailboxes to be migrated to Office Online, what is the current size of the Exchange on-premise database?
    ▪ This will be used to more closely gauge the amount of time needed to migrate from Exchange on-premise to Exchange Online.
    ▪ We are not disclosing the current size at this time. If a value added service is desired, future analysis will be required.

• Of the 680 workstations to be upgraded to Windows 10, will the affected hardware sufficiently support and upgrade to Windows 10? This would include, but not limited to, processor, RAM, disk capacity, etc.
  o The hardware exceeds the minimum requirements as defined my Microsoft.