

**REPORT/RECOMMENDATION TO THE BOARD OF SUPERVISORS
OF SAN BERNARDINO COUNTY
AND RECORD OF ACTION**

June 9, 2026

FROM

DON LE, Interim Chief Information Officer, Innovation and Technology Department

SUBJECT

Purchase Orders with Dell Technologies Inc. for Microsoft Corporation Enterprise Licenses and Cloud Services

RECOMMENDATION(S)

Authorize the Purchasing Agent to issue purchase orders to Dell Technologies Inc., for Microsoft Corporation enterprise licenses and cloud services under the California County Information Service Directors Association Enterprise Agreement No. 25-645, in a total not-to-exceed amount of \$50,000,000, for the period beginning on July 1, 2026 through June 30, 2029. (Presenter: Don Le, Interim Chief Information Officer, 388-5501)

COUNTY AND CHIEF EXECUTIVE OFFICER GOALS & OBJECTIVES

Improve County Government Operations.

FINANCIAL IMPACT

Approval of this item will not result in the use of additional Discretionary General Funding (Net County Cost). The total three-year cost for Microsoft Corporation (Microsoft) enterprise licenses and cloud services will not exceed \$50,000,000. This amount includes approximately \$42,866,668 for current Microsoft enterprise licenses and consumption-based cloud services, paid annually at approximately \$14,288,889. The remaining not-to-exceed amount of \$7,133,332 will provide capacity for the County to purchase additional enterprise licenses and utilize additional cloud services during the three-year period. County departments are required to ensure adequate appropriation is included within their respective annual departmental budgets to cover the cost of Microsoft enterprise licenses and cloud services for the three-year term.

BACKGROUND INFORMATION

The County employs numerous computer systems that rely on Microsoft operating systems and related software products such as Microsoft 365, SharePoint, and Active Directory. The County is able to purchase Microsoft enterprise licenses and consumption-based cloud services at a reduced cost by participating in the California County Information Service Directors Association Enterprise Agreement (CCISDA EA) between Riverside County and Microsoft. Final costs are determined through a competitive process with resellers known as Licensing Solution Providers (LSP) to obtain the lowest cost. The County has leveraged this process for many years to govern the use of its Microsoft enterprise licenses and cloud services.

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On August 19, 2025 (Item No. 30), the Board of Supervisors authorized County departments to participate in CCISDA EA Agreement No. 25-645, as amended, for the period beginning June 30, 2026 and continuing until terminated by either party.

The Innovation and Technology Department (ITD) recommends authorizing the Purchasing Agent to issue Purchase Orders to Dell Technologies Inc. (Dell) as the lowest LSP for Microsoft enterprise licenses and cloud services, continuing to leverage the CCISDA EA for cost savings, in a total not-to-exceed amount of \$50,000,000.

PROCUREMENT

The CCISDA EA negotiated between Microsoft and Riverside County was established in 2019 using a competitive Request for Proposal (RFP) process that adheres to County guidelines and is available to all public entities. The EA allows for lower enterprise pricing levels for Microsoft products through approved LSPs selected through the CCISDA RFP process. County departments utilizing the EA are required to obtain competitive bids from at least three of the seven LSPs and to select the LSP with the lowest cost and complete the authorized enrollment form. The seven LSPs are as follows:

Licensing Solution Providers	Grand Total	Location
CDW Government LLC	\$ 45,252,940	Vernon Hills, IL
Crayon Software Experts LLC	\$ 42,994,793	Dallas, TX
Dell Marketing LP	\$ 42,866,668	Round Rock, TX
Insight Public Sector Inc.	\$ 43,109,611	Chandler, AZ
SHI International Corp.	\$ 42,869,175	Somerset, NJ
SoftChoice Corporation	\$ 42,899,096	Chicago, IL
Zones LLC	\$ 43,465,784	Auburn, WA

On March 13, 2026, ITD released a request for quotes from the seven LSPs via email. Seven quotes were received, and all were reviewed and determined to be responsive to the County's requirements. Dell was selected based on the lowest responsive and responsible cost. No protest period is required per the CCISDA.

REVIEW BY OTHERS

This item has been reviewed by County Counsel (Kaleigh Ragon, Deputy County Counsel, 387-5455) on April 24, 2026; Purchasing (Joni Yang, Buyer III, 387-2463) on May 13, 2026; and County Finance and Administration (Guy Martinez, Principal Administrative Analyst, 387-5428) on May 22, 2026.

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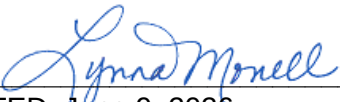
Record of Action of the Board of Supervisors
San Bernardino County

APPROVED (CONSENT CALENDAR)

Moved: Joe Baca, Jr. Seconded: Curt Hagman

Ayes: Col. Paul Cook (Ret.), Jesse Armendarez, Dawn Rowe, Curt Hagman, Joe Baca, Jr.

Lynna Monell, CLERK OF THE BOARD

BY 
DATED: June 9, 2026



cc: File - Innovation and Technology
CCM 06/29/2026