



MICROSOFT SQL SITE LICENSE

For the State of Oregon

Proposed offer

Microsoft is proposing a cost-effective solution enabling the State of Oregon to realize the value of SQL Server as the best approach to meet your business initiatives and IT priorities. Pricing has been provided by SHI, an approved Oregon reseller.

Product	Qty	Price	Total
SQLSvrEntCore ALNG SubsVL MVL 2Lic CoreLic Microsoft - Part#: 7JQ-00663 Note: Year 1 Payment, due upon enrollment acceptance	2720	\$2,442.88	\$6,644,633.60
SQLSvrEntCore ALNG SubsVL MVL 2Lic CoreLic Microsoft - Part#: 7JQ-00663 Note: Year 2 Payment, due upon first anniversary	2720	\$2,442.88	\$6,644,633.60
SQLSvrEntCore ALNG SubsVL MVL 2Lic CoreLic Microsoft - Part#: 7JQ-00663 Note: Year 3 Payment, due upon second anniversary	2720	\$2,442.88	\$6,644,633.60
SQLSvrEntCore ALNG SubsVL MVL 2Lic CoreLic Microsoft - Part#: 7JQ-00663 Note: Year 4 Payment, due upon third anniversary	2076	\$3,200.65	\$6,644,549.40
SQLSvrEntCore ALNG SubsVL MVL 2Lic CoreLic Microsoft - Part#: 7JQ-00663 Note: Year 5 Payment, due upon fourth anniversar	2076	\$3,200.65	\$6,644,549.40
		Total	\$33,222,999.60

5/2/16: Initial meeting with Microsoft to discuss a SQL Server site license.

This proposal was received on 6/7/16.

Growth rate assumptions built into this proposal are unknown. Base was assumed to be \$3.1M with a 3-year look-back.

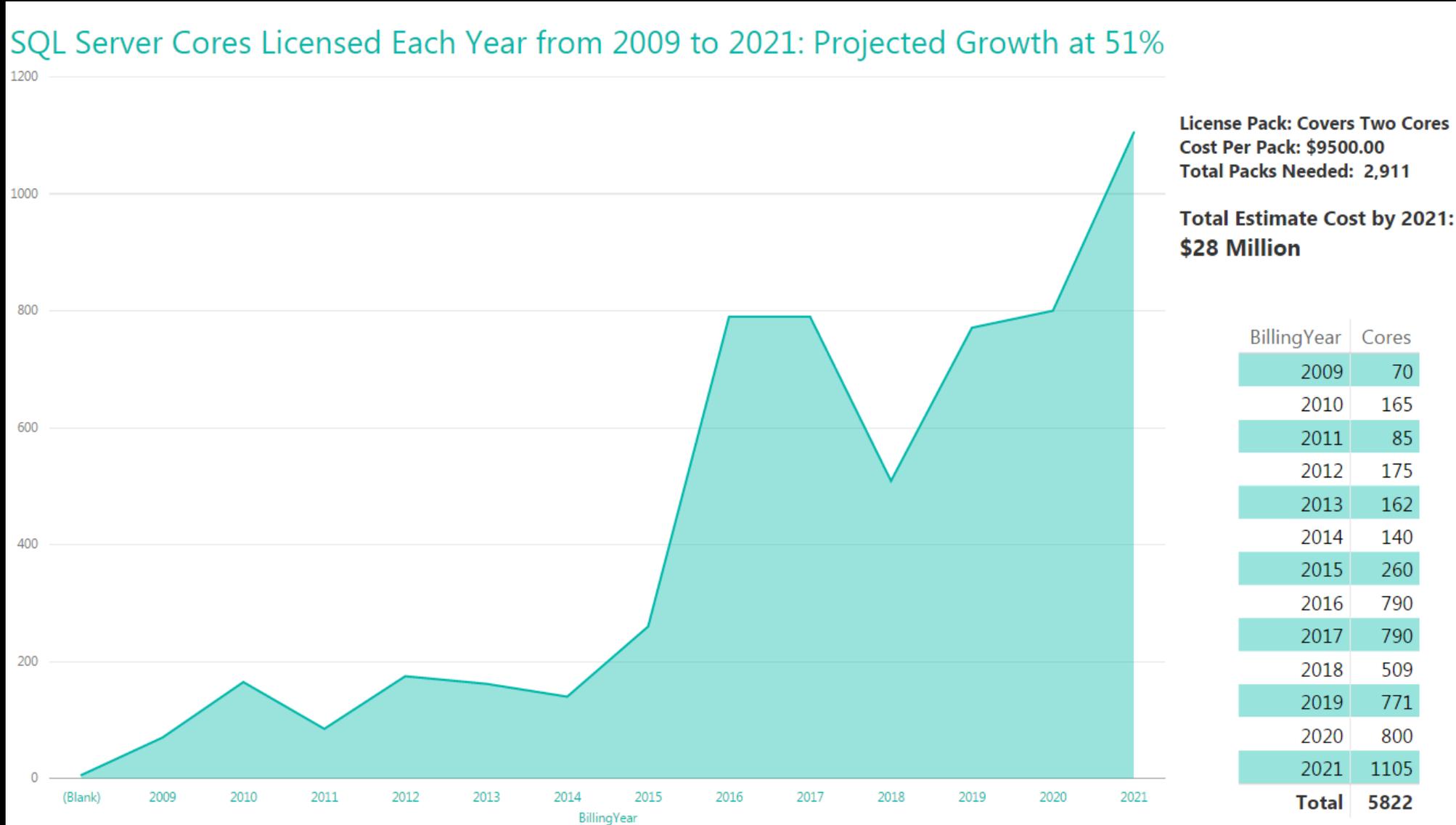
6/20/16: New SHI quote
 with new base (\$2.7M) and
 5-year look-back.
 Flattened annual cost.

	Product	Qty	Your Price	Total
1	SQLSvrEntCore ALNG SubsVL MVL 2Lic CoreLic Microsoft - Part#: 7JQ-00663 Note: Year 1 Payment, due upon enrollment acceptance	1789	\$3,201.14	\$5,726,839.46
2	SQLSvrEntCore ALNG SubsVL MVL 2Lic CoreLic Microsoft - Part#: 7JQ-00663 Note: Year 2 Payment, due upon first anniversary	1789	\$3,201.14	\$5,726,839.46
3	SQLSvrEntCore ALNG SubsVL MVL 2Lic CoreLic Microsoft - Part#: 7JQ-00663 Note: Year 3 Payment, due upon second anniversary	1789	\$3,201.14	\$5,726,839.46
4	SQLSvrEntCore ALNG SubsVL MVL 2Lic CoreLic Microsoft - Part#: 7JQ-00663 Note: Year 4 Payment, due upon third anniversary	1789	\$3,201.14	\$5,726,839.46
5	SQLSvrEntCore ALNG SubsVL MVL 2Lic CoreLic Microsoft - Part#: 7JQ-00663 Note: Year 5 Payment, due upon fourth anniversary	1789	\$3,201.14	\$5,726,839.46
			Subtotal	\$28,634,197.30
			Shipping	\$0.00
			*Tax	\$0.00
			Total	\$28,634,197.30

6/20/16: New SHI quote with new base (\$2.7M) and 5-year look-back. Increasing annual cost.

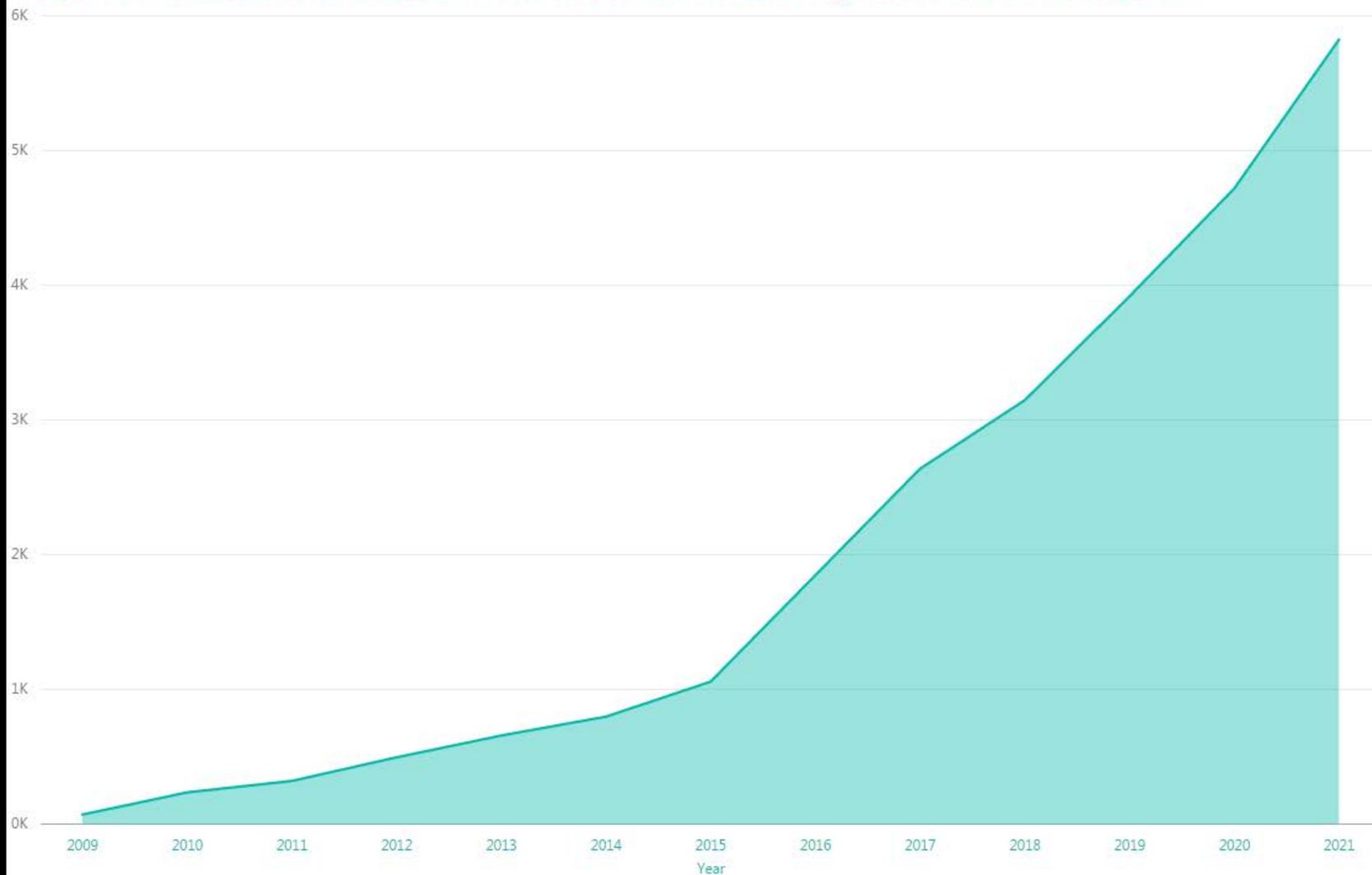
	Product	Qty	Your Price	Total
1	SQLSvrEntCore ALNG SubsVL MVL 2Lic CoreLic Microsoft - Part#: 7JQ-00663 Note: Year 1 Payment, due upon enrollment acceptance	1789	\$912.37	\$1,632,229.93
2	SQLSvrEntCore ALNG SubsVL MVL 2Lic CoreLic Microsoft - Part#: 7JQ-00663 Note: Year 2 Payment, due upon first anniversary	1789	\$1,816.69	\$3,250,058.41
3	SQLSvrEntCore ALNG SubsVL MVL 2Lic CoreLic Microsoft - Part#: 7JQ-00663 Note: Year 3 Payment, due upon second anniversary	1789	\$3,209.18	\$5,741,223.02
4	SQLSvrEntCore ALNG SubsVL MVL 2Lic CoreLic Microsoft - Part#: 7JQ-00663 Note: Year 4 Payment, due upon third anniversary	1789	\$4,302.34	\$7,696,886.26
5	SQLSvrEntCore ALNG SubsVL MVL 2Lic CoreLic Microsoft - Part#: 7JQ-00663 Note: Year 5 Payment, due upon fourth anniversary	1789	\$5,765.12	\$10,313,799.68
			Subtotal	\$28,634,197.30
			Shipping	\$0.00
			*Tax	\$0.00
			Total	\$28,634,197.30

6/21/16: Internal analysis - actual and projected purchasing through 2021.



6/21/16: Internal analysis - actual and projected growth rate.

Total Cores Licensed at SDC from 2009 to 2021: Projected Growth at 51%



Year	Total Cores
2009	70
2010	235
2011	320
2012	495
2013	657
2014	797
2015	1057
2016	1847
2017	2637
2018	3146
2019	3917
2020	4717
2021	5822

SQL Site License Comparisons

Starting Quantity	1,789
Growth Rate	32%
Enterprise SQL 2-Pack	9,500

	Current Model		MS Option 1			MS Option 2		
	Qty	Total	Qty	Cost	Total	Qty	Cost	Total
Year 0-1	1,789	4,900,000	1,789	3,201	5,726,839	1,789	912	1,632,230
Year 1-2	2,361	5,438,560	1,789	3,201	5,726,839	1,789	1,817	3,250,058
Year 2-3	3,117	7,178,899	1,789	3,201	5,726,839	1,789	3,209	5,741,223
Year 3-4	4,115	9,476,147	1,789	3,201	5,726,839	1,789	4,302	7,696,886
Year 4-5	5,431	12,508,514	1,789	3,201	5,726,839	1,789	5,765	10,313,800
5-Year Total		39,502,120			28,634,197			28,634,197

Based on True-Ups in last 12 months: Virtual (\$2.1M); Physical (\$1.6M); Component Services (\$1.2M)