

Issue Analysis Form

Date: October 22, 2019

**Item: Move E-mail
services to Exchange
Online**

Lead Department(s): IT

**Contact Person(s): John
Brockwell**



Description and Current Status

Our current e-mail system is performing below acceptable standards. Many users cannot share calendars, set away messages or even delete messages in Outlook Web Access. The on premise servers have failed a couple of times in the last few years causing loss of e-mail services for extended periods of time. Additionally, support for the current system ends on December 31, 2019 with no ability to renew.

I recommend moving the County's e-mail services to Microsoft's cloud through the use of Exchange Online. This will result in improved performance, better off-campus connectivity, archiving capabilities, increased malware protection and stronger security. Licensing and migration services will be required to move services to the Microsoft Cloud.

Insight Public Sector provided a budgetary quote for licensing and migration services through Omnia Cooperative Contract #4400006644 - County of Fairfax, Virginia (formerly U. S. Communities). Their quoted cost of licensing and migration services is **\$119,548.80**. A Statement of Work from Insight is provided as **Attachment A**.

Staff recommends issuing a competitive procurement based on a lower quote from another vendor (who does not have a cooperative contract in place). The competing quote was over \$40,000 less.

Funding for this project is available from State Nonarbitrage Program (SNAP) interest proceeds accumulated in the Capital Improvement Plan (CIP) fund, fund balance – Series 2018.

Staff would like Board consensus to proceed with procurement / solicitation. If Board consensus is provided, staff would bring a request appropriation and award of contract to the Board at its regular November 13 meeting.

Board Consensus Requested:

Permission to move forward with procurement/solicitation

Permission to bring to Board on November 13 resolutions for consideration to award contract and appropriate funds

Government Path

- | | | |
|--|---|--|
| Does this require IDA action? | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| Does this require BZA action? | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| Does This require Planning Commission Action? | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| Does this require Board of Supervisors action? | <input checked="" type="checkbox"/> Yes | <input type="checkbox"/> No |
| Does this require a public hearing? | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| If so, before what date? | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |

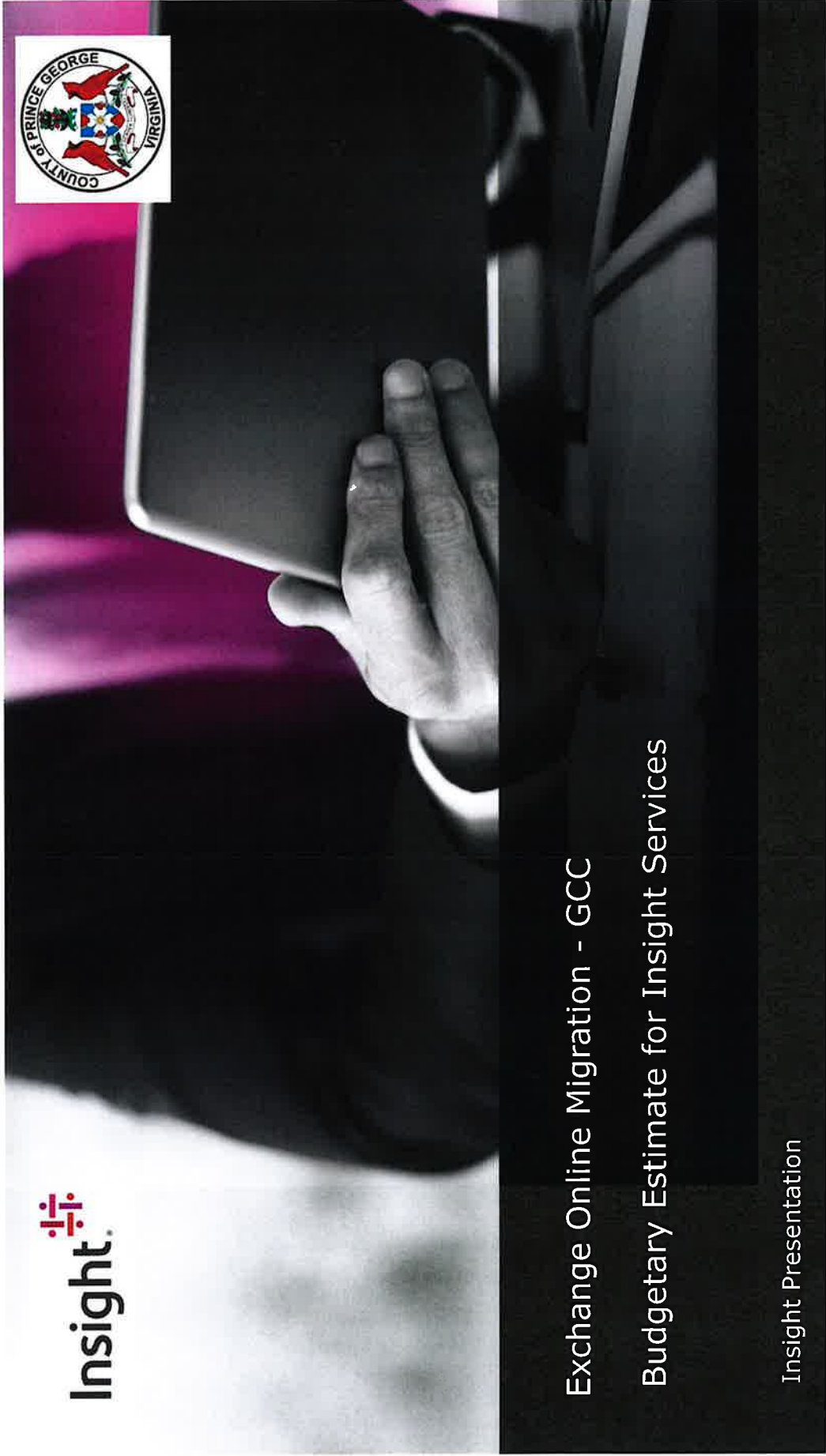
Fiscal Impact Statement

The cost of this project is estimated between \$78,000 and \$120,000. Funding is available for appropriation from SNAP interest proceeds accumulated within the CIP Fund, Fund Balance.

County Impact

Completing this project will result in improved performance, better off-campus connectivity, archiving capabilities, increased malware protection and stronger security. Additionally, this will address the lack of continued support for our existing system past December 31, 2019.

Notes



Exchange Online Migration - GCC
Budgetary Estimate for Insight Services

Insight Presentation

What we know...

Overview

- 413 mailboxes, belong to 350 users
- Current users have Office 2010, but moving to OWA for all users
- Exchange DB store – approximately 800GB in size
- No Exchange Public Folder usage
- No backup or archiving tools
- Single AD - 2008, want to elevate to 2012 soon
- User PST migration not required
- Current Exchange 2010 is on the latest CU and fully patched
- Customer will run and supply Insight with the IDFIX results



What's the ask...

Synopsis

- Setup Azure AD Connect
- Stand up new O365 Government Cloud Tenant (County must apply to Microsoft for Government Cloud)
- Setup Exchange Hybrid
- Migration of Email – Pilot then migrate all email boxes (No Public Folders)
- Decommissioning of existing Exchange environment only
- Client is responsible for any 3rd party mail hygiene and associated mail routing.
 - Insight will recommend Exchange Online Protection – these options could be limited based on licensing
- Insight will recommend Windows Defender ATP, however this is based on licensing and endpoint versions

Budgetary estimate

Services are provided on a time and materials (T&M) basis. The following estimates are based on current knowledge of the environment and customer requirements:

Market Tier	Resource - Labor Category	Insight List Price (Hourly Rate)	Minimum Contract Discount	Maximum Contract Price (Hourly Rate)	Actual Price (Hourly Rate)	Estimated Hours	Extended Price	
1	Consultant Sr - Category J	\$234.00	20%	\$187.20	\$187.20	240	\$44,928.00	
1	Architect Sr - Category N	\$300.00	15%	\$255.00	\$255.00	24	\$6,120.00	
1	Project Manager - Category L	\$246.00	15%	\$209.10	\$209.10	48	\$10,036.80	
Total Estimated Amounts							312	\$61,084.80

- Any delays may result in a longer time frame, loss of resources & additional costs. Estimates include architectural oversight / project management services.
- Budgetary pricing has been provided as a convenience to Customer. Additional scoping will be required to develop an executable proposal for services.
- Digital Partner of Record (DPOR) for assessed services to be assigned to Insight prior to delivery of services.
- Any delays may result in a longer time frame, loss of resources & additional costs. Estimates include architectural oversight / project management services.
- Assumes CSP licensing is purchased through Insight.



Insight



Contacts:

AE | @insight.com

David Mazursky SAE | Michael.Allocca@insight.com

John Murphy ESA | John.Murphy@insight.com

Insight Presentation

Insight Proprietary, & Confidential. Do Not Copy or Distribute. © 2019 Insight Direct USA, Inc. All Rights Reserved.



GOVERNMENT CLOUD SOLUTION PROVIDER QUOTE

Insight Public Sector, Inc.
6820 S. Harl Ave
Tempe, AZ 85283
800.467.4448

Customer Name: County of Prince George Contact: Contact Email: Address: 6602 Courts Dr PRINCE GEORGE City: State: VA	Quote Date: 10/2/2019 Price List: October 2019 Direct CSP Sales Rep: TERRY RASCÓN PRITCHARD Sales Engineer: John Cottle Cloud Enablement Specialist: Maria Mullen Billing Term: Monthly Sold To: 10520265
--	--

Microsoft Cloud Subscriptions

Part Number	Product Description	QTY	Unit Price	Total Price
131218A0-CSP	Exchange Online (Plan 2) for GCC	350	\$ 6.96	\$ 2,436.00
131218A0-CSP	Office 365 Advanced Threat Protection (Plan 1) for GCC	350	\$ 1.74	\$ 609.00
75758BF9-CSP	Azure Active Directory Premium P1 for Government	350	\$ 5.22	\$ 1,827.00

Monthly Cloud Subscription Estimate: \$ 4,872.00

Insight Global Finance has a wide variety of flexible financing options and technology refresh solutions. Contact your Insight representative for an innovative approach to maximizing your technology and developing a strategy to manage your financial options. This purchase is subject to Insight's online Terms of Sale unless you have a separate purchase agreement signed by both your company and Insight, in which case that separate agreement will govern. Insight's online Terms of Sale can be found at: http://www.insight.com/en_US/help/terms-of-sale-products.html