

ATTACHMENT 5

**License Quote from Crayon Software
and Fee Schedule from CDT**



Quote Date:
10.27.2021

Customer
County of Santa Barbara
Attn: Virginia Butterfield
[Butterfield, Virginia <vmbfield@co.sbcgov.net>](mailto:amostoni@countyofsb.org)
amostoni@countyofsb.org

Quoted by:
Crayon Software Experts LLC
12221 Merit Drive, Suite 800
Dallas, TX 75251
Susan McDowell
cdt.us@crayon.com

****Budgetary Pricing does not include CDT Fees****

****Please note a final quote will be issued once final configuration is determined and validated by Microsoft, including any potential credits for existing agreements.****

Pricing for Enterprise Agreement Renewal - 5 Year Commit

Part Number	Description	Qty	Annual Net Unit Price	Extended Amount
	Pricing and Usage Year 1 - 3 months with 01/01 start (01/01/2022 - 03/27/2022)			
AAL-48033	IM365 E5 From SA GCC ALING Subsvl MVL PerUsr	4300	\$ 95.55	\$ 410,865.00
	Total			\$ 410,865.00

Part Number	Description	Qty	Annual Net Unit Price	Extended Amount
	Pricing and Usage Year 2 - 12 months (03/28/2022 - 03/27/2023)			
AAL-48033	M365 E5 From SA GCC ALING Subsvl MVL PerUsr	4300	\$ 399.51	\$ 1,717,893.00
	Total			\$ 1,717,893.00

Part Number	Description	Qty	Annual Net Unit Price	Extended Amount
	Pricing and Usage Year 3 - 12 months (03/28/2023 - 03/27/2024)			
AAL-48033	IM365 E5 From SA GCC ALING Subsvl MVL PerUsr	4300	\$ 399.51	\$ 1,717,893.00
	Total			\$ 1,717,893.00

Part Number	Description	Qty	Annual Net Unit Price	Extended Amount
	Pricing and Usage Year 4 - 12 months (03/28/2024 - 03/27/2025)			
AAL-48033	M365 E5 From SA GCC ALING Subsvl MVL PerUsr	4300	\$ 458.11	\$ 1,969,873.00
	Total			\$ 1,969,873.00

Part Number	Description	Qty	Annual Net Unit Price	Extended Amount
	Pricing and Usage Year 5 - 12 months (03/28/2025 - 03/31/2026)			
AAL-48033	IM365 E5 From SA GCC ALING Subsvl MVL PerUsr	4300	\$ 501.44	\$ 2,156,192.00
	Total			\$ 2,156,192.00

Total Years 1-5	\$	7,972,716.00
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**** Pricing Expires in 45 days from date of quote****

**** All items included in this RFQ are new, unused, not refurbished, with original manufacturer warranty.****

Remit to Address:

CDT will remit payment

From: Friedman, David@CIO <David.Friedman@state.ca.gov>
Sent: Thursday, October 28, 2021 9:35 AM
To: Virginia Butterfield <vmbfield@countyofsb.org>; CDT. US <CDT.US@crayon.com>; Matt Murray <mjmurray@countyofsb.org>; 'Marsha Brown' <marshab@microsoft.com>; Jason Womack <jwomack@countyofsb.org>
Cc: Eric Stout <eric.stout@crayon.com>; Martin, Jamie@CIO <Jamie.Martin@state.ca.gov>
Subject: RE: County of Santa Barbara - CDT M365 agreement

Caution: This email originated from a source outside of the County of Santa Barbara. Do not click links or open attachments unless you verify the sender and know the content is safe.

Good morning,

Following up on this from yesterday, here are the projections for CDT fees for years 1 and 2. Please note that CDT rates are technically variable and potentially subject to change. What that means is that the CDT fees calculated for year 1 should be accurate but CDT fees for years 2-5 would be projections off of the current rates and could potentially be subject to change and are for estimating or projecting the total cost to County of SB only. This should give you a pretty accurate snapshot though of what costing would be for board approval purposes. Please let me know if you have any questions on this or there is anything further we can do to help with the process. Thanks.

Year 1

Service Code(s)	Description of Changes		QTY	Current Rate	Dates of Service	Amount <i>(excluding tax and overhead)</i>
	Additional Information					
	M365 ES From SA GCC ALNG Subs VL MVL PerUsr			1.0271	01/01/2022 - 03/27/2022	421,999.44
				1.0271		-
				1.0271		-
Z901	CDT Cost Distribution			3.5000	01/01/2022 - 03/27/2022	14,769.98
					Invoice Total	436,769.42

Year 2

Description of Charges						
Service Code(s)	Additional Information	QTY	Current Rate	Dates of Service	Amount	Amount
						<i>Excluding tax and overhead</i>
	M365 E5 From SA GCC ALING SubsVL MVL PerUsr	1.0271	1,764,447.90	03/28/2022 - 03/27/2023	1,764,447.90	
		1.0271	-		-	
		1.0271	-		-	
Z901	CDT Cost Distribution	3.5000	61,755.68	03/28/2022 - 03/27/2023	61,755.68	
				Invoice Total	1,826,203.58	

Year 3

Description of Charges						
Service Code(s)	Additional Information	QTY	Current Rate	Dates of Service	Amount	Amount
						<i>Excluding tax and overhead</i>
	M365 E5 From SA GCC ALING SubsVL MVL PerUsr	1.0271	1,764,447.90	03/28/2023 - 03/27/2024	1,764,447.90	
		1.0271	-		-	
		1.0271	-		-	
Z901	CDT Cost Distribution	3.5000	61,755.68	03/28/2023 - 03/27/2024	61,755.68	
				Invoice Total	1,826,203.58	

