

**Internal M/WBE Waiver Request Form**

Date: 9/13/2020 Department: Information Technology Department

Contact Name & Phone: Rodney Roberts, (336)412-6158

Contract Name and Number (if applicable): State Contract 208C

A waiver of the M/WBE participation requirement may be requested by the **Originating Department** at least 5 business days **prior** to advertisement or solicitation. In detail below, please explain your reason for requesting a waiver (attach RFP & supporting documentation as necessary).

Final approval of the request will be made by the City Manager's Office.

To become compliant with the city staff's software licenses, Microsoft has presented a quote outlining the required number of licenses. The agreement allows the City of Greensboro Information Technology to continue providing needed services to employees. Utilizing State Contract 208c, and the Vendor SHI, IT would like to purchase these licenses.

**Jane Nickles** Digitally signed by Jane Nickles  
Date: 2020.10.12 15:35:21 -04'00'

**\*This section is for M/WBE Office use only\***

Contact Name & Phone Number: Rodney Roberts, (336)412-6158

☒ The M/WBE Office supports the waiver request. Please submit any comments below.

1. The extraordinary and necessary requirements of the contract render application of the Program Elements infeasible or impractical. **Please explain in detail. (Attach supporting documentation as necessary)**

2. The nature of the goods or services being procured are excluded from the scope of this Program Plan.

**Please check one of the exclusions below: (Attach supporting documentation as necessary)**

- ☐ Contracts that are subject to the U.S. Department of Transportation Disadvantaged Business Enterprise Program;
- ☐ Sole Source: the required supplies or services are available from one responsible source
- ☐ Contracts for electricity or water and sewage services from a municipal utility district or governmental agency;
- ☐ Emergency contracts for goods or supplies;
- ☐ Contracts for the City's lease or purchase of real property where City is lessee or purchaser; and

3. Sufficient qualified M/WBEs providing the goods or services required by the contract are unavailable in the Relevant Market area of the project despite every reasonable attempt to locate them. **Please explain in detail the reason for the request: (Attach RFP & supporting documentation as necessary)**

M/WBE Office supports the department utilizing the State Contract for this request. See attached.

☐ The M/WBE Office does not support the waiver request. Please explain in detail the reason for not supporting the request: (Attach supporting documentation as necessary)

Allison Staton Digitally signed by Allison Staton  
Date: 2020.10.12 15:42:28 -04'00'

**\*This section is for CMO Office use only\***

Contact Name:

Hubert J. L. 10/12/2020

☒ The CMO Office approves the waiver request

☐ The CMO Office does not approve the waiver request.



Pricing Proposal  
Quotation #: 19355385  
Reference #: EA# 91951418  
Created On: 8/31/2020  
Valid Until: 8/31/2020

## NC - CITY OF GREENSBORO

### Tommy Booth

Accounting Division  
PO Box 3136  
Greensboro, NC 27402  
United States  
Phone: 336.373.2095  
Fax:  
Email: Tommy.Booth@greensboro-nc.gov

## Inside Account Manager

### Corinne Walsh

290 Davidson Ave.  
Somerset, NJ 08873  
Phone: 800-715-3197  
Fax: 732-868-6055  
Email: Corinne\_Walsh@shi.com

All Prices are in US Dollar (USD)

	Product	Qty	Your Price	Total
1	O365GCCE1AddOn ShrdSvr ALNG SubsVL MVL AddOn touserCoreCAL Microsoft - Part#: 6V2-00002 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C Coverage Term: 9/1/2020 – 9/30/2020 Note: Year 1	3449	\$3.85	\$13,278.65
2	O365GCCE1 ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: U4S-00002 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C Coverage Term: 9/1/2020 – 9/30/2020 Note: Year 1	151	\$6.55	\$989.05
3	CoreCALBridgeO365 ALNG SubsVL MVL PerUsr Microsoft - Part#: AAA-12414 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C Coverage Term: 9/1/2020 – 9/30/2020 Note: Year 1	151	\$1.61	\$243.11
4	O365GCCE1AddOn ShrdSvr ALNG SubsVL MVL AddOn touserCoreCAL Microsoft - Part#: 6V2-00002 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C Coverage Term: 10/1/2020 – 9/30/2021 Note: Year 2	3449	\$46.19	\$159,309.31
5	O365GCCE1 ShrdSvr ALNG SubsVL MVL PerUsr Microsoft - Part#: U4S-00002 Contract Name: Microsoft Software - Enterprise Agreement Contract #: 208C Coverage Term: 10/1/2020 – 9/30/2021 Note: Year 2	151	\$78.62	\$11,871.62

Contract Name: Microsoft Software - Enterprise Agreement  
Contract #: 208C  
Coverage Term: 10/1/2020 – 9/30/2021  
Note: Year 2

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7	O365GCCE1AddOn ShrdSvr ALNG SubsVL MVL AddOn touserCoreCAL	3449	\$46.19	\$159,309.31
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Microsoft - Part#: 6V2-00002  
Contract Name: Microsoft Software - Enterprise Agreement  
Contract #: 208C  
Coverage Term: 10/1/2021 – 9/30/2022  
Note: Year 3

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8	O365GCCE1 ShrdSvr ALNG SubsVL MVL PerUsr	151	\$78.62	\$11,871.62
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Microsoft - Part#: U4S-00002  
Contract Name: Microsoft Software - Enterprise Agreement  
Contract #: 208C  
Coverage Term: 10/1/2021 – 9/30/2022  
Note: Year 3

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9	CoreCALBridgeO365 ALNG SubsVL MVL PerUsr	151	\$19.26	\$2,908.26
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Microsoft - Part#: AAA-12414  
Contract Name: Microsoft Software - Enterprise Agreement  
Contract #: 208C  
Coverage Term: 10/1/2021 – 9/30/2022  
Note: Year 3

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*Tax	\$24,481.52
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Total	\$387,170.71
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\*Tax is estimated. Invoice will include the full and final tax due.

#### Additional Comments

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Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

Thank you for choosing SHI International Corp! The pricing offered on this quote proposal is valid through the expiration date listed above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order. For any additional information including Hardware, Software and Services Contracts, please contact an SHI Inside Sales Representative at (888) 744-4084. SHI International Corp. is 100% Minority Owned, Woman Owned Business. TAX ID# 22-3009648; DUNS# 61-1429481; CCR# 61-243957G; CAGE 1HTF0

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*The products offered under this proposal are resold in accordance with the terms and conditions of the Contract referenced under that applicable line item.*