



# ***Renewal Microsoft Enterprise Agreement***

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# *Microsoft Enterprise Agreement Overview*

- BRA has had EA with Microsoft for 12 years
- Must be renewed every three years
- Covers all Microsoft products
- 2022 IT systems audit and strategic plan
- Planned cloud migration (Microsoft Azure)



# ***Microsoft EA (Enterprise Agreement)***

- Included in the initial 2019 Enterprise Agreement:
  - Company Email System
  - Windows Server Licenses
  - Windows Database Licenses
  - Microsoft Dynamics CRM (GCR and Project Management)
  - Microsoft Project and Visio
  - SharePoint Online (intranet and file sharing/collaboration)
  - Microsoft Security and Compliance (discovery, cybersecurity tools, email monitoring and spam filter with Advanced phishing prevention)
  - Microsoft Office Suite Licenses (Excel, Word, PowerPoint, Outlook, OneNote)
  - Windows Workstation Licenses
  - Teams Messaging App
  - Other Apps: PowerBI, OneDrive, Microsoft CloudAPP Security (Auditing and cybersecurity), and more.
- Added in 2020:
  - Teams VoIP (BRA phone system)
- Adding in 2022:
  - Microsoft Azure Cloud Hosting Services



## ***Three Years of Benefits to the BRA***

- Availability and Efficiency: 95% to 99.99% uptime
- Data loss prevention and integrity
- IT systems integrations
- Robust cybersecurity – approx. 10 incidents prevented per week
- Streamlined business processes
- Cost efficiency



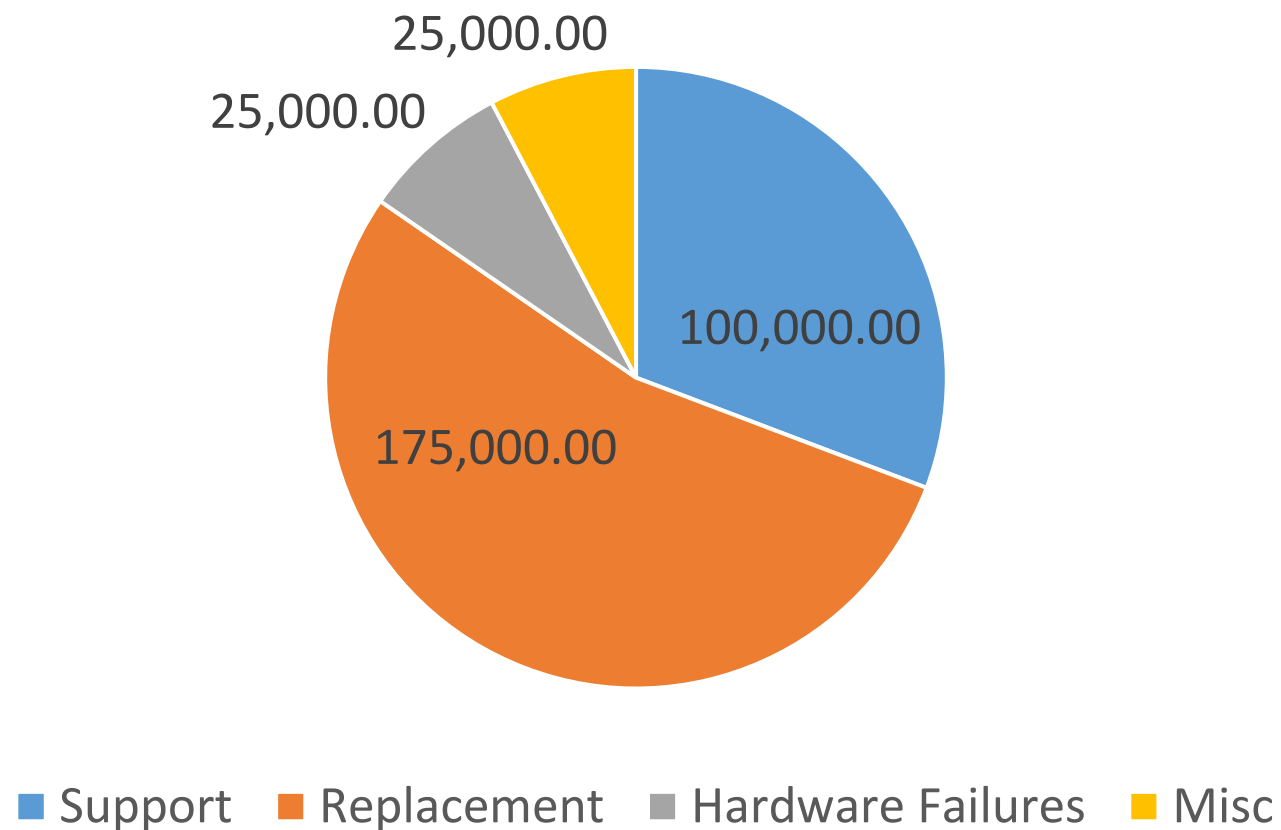
## ***BRA IT Systems Evaluation***

- BRA IT Systems Audit:
  - Current inventory: servers, databases, software, and computers.
  - Reexamination of on-premise infrastructure
  - Licensing corrections and pricing model adjustments
  - System utilization and user counts
  - Predicted growth allocation
  - Technological improvements
  - Replacement and support cost estimates



# Cost of On-Premise Hosting

On-Premise Costs per Year



- The BRA spends an estimated \$325,000 a year on onsite hosting.
- Cannot eliminate all on site hosting.
- Can be significantly reduced
- Estimated 65%-80% of server resources can be migrated.
- Time cost to support existing infrastructure and replacement
- Availability : Vulnerable to outages for hardware failures, weather events, security events, and system replacements.



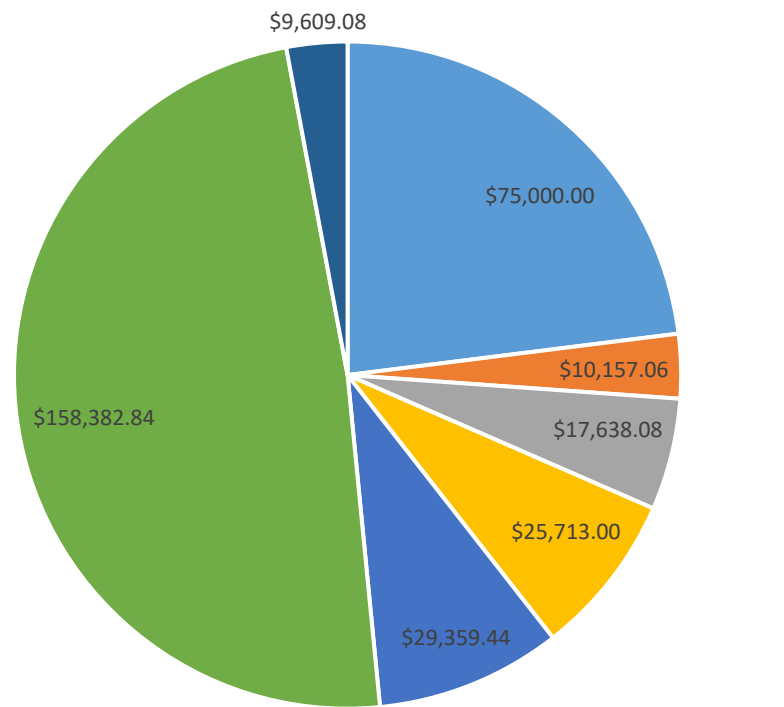
# ***Benefits of Cloud Hosting***

- Up to 75% reduction in onsite hosting costs.
- Availability: increase to 99.9% uptime
- Scalable: Room for growth in real-time
- Proactive vs Reactive :Employee resources freed for prevention, planning, and growth
- Increased Security: Physical and Cyber
- Geographic redundancy – reduction in risks due to natural disasters or security events. (i.e. 2021 February Freeze)
- Access to modern technology and resource efficiency: accomplish more with less
- Flexibility – allows the BRA to change course quicker and cost effectively



# Microsoft Enterprise Agreement Cost Summary

## Microsoft EA Cost per Year Breakdown



- Azure Cloud Hosting (aprox)
- Database Licenses
- Server Licenses
- Dynamics Licenses
- Teams VoIP
- Microsoft 365
- Project and Visio

- Estimated Cost over 3-year term : \$982,410
- On Premise Cost Savings: \$600,000 over 3 years.
- Reasons For Cost Increase in Enterprise Agreement:
  - Microsoft Price Increases
  - Company Growth
  - Temporary License Increase (will be decreased once Azure Migration is completed)
  - Added Services – Teams and Azure Hosting Services
  - \*Azure Hosting Services based on approximation





**“BE IT RESOLVED that the Board of Directors of the Brazos River Authority hereby authorizes the General Manager/CEO to execute a contract with Microsoft for a software enterprise agreement having a term of three years and a not-to-exceed cost of \$1,000,000.”**



Brazos River Authority



**Brazos**



**RIVER AUTHORITY**