

## CURRENT CITY OF BURBANK METHODOLOGY

Tab 2: Microsoft 3-year Select Agreement without SA (licenses only), showing initial 3-year term plus two 3-year renewal terms\*  
assuming that you upgrade every third year

Quantity	Product	Year 1	Year 1 Ext.	Year 2	Year 2 Ext.	Year 3	Year 3 Ext.	Year 4	Year 4 Ext.	Year 5	Year 5 Ext.	Year 6	Year 6 Ext.	Year 7	Year 7 Ext.	Year 8	Year 8 Ext.	Year 9	Year 9 Ext.
1100	Office Professional	\$ 296.00	\$ 325,600.00					\$ 296.00	\$ 325,600.00					\$ 296.00	\$ 325,600.00				
1100	Windows Professional	\$ 105.45	\$ 115,995.00					\$ 105.45	\$ 115,995.00					\$ 105.45	\$ 115,995.00				
1100	Core CAL **	\$ 134.54	\$ 147,994.00					\$ 134.54	\$ 147,994.00					\$ 134.54	\$ 147,994.00				
1	Project Server	\$ 493.45	\$ 493.45					\$ 493.45	\$ 493.45					\$ 493.45	\$ 493.45				
80	Windows Server Std	\$ 468.73	\$ 37,498.40					\$ 468.73	\$ 37,498.40					\$ 468.73	\$ 37,498.40				
3	Windows Server Ent	\$ 1,522.90	\$ 4,568.70					\$ 1,522.90	\$ 4,568.70					\$ 1,522.90	\$ 4,568.70				
3	Exchange Server Ent	\$ 2,609.21	\$ 7,827.63					\$ 2,609.21	\$ 7,827.63					\$ 2,609.21	\$ 7,827.63				
35	Project Pro w/ PSCAL	\$ 523.51	\$ 18,322.85					\$ 523.51	\$ 18,322.85					\$ 523.51	\$ 18,322.85				
25	Visio Pro	\$ 262.78	\$ 6,569.50					\$ 262.78	\$ 6,569.50					\$ 262.78	\$ 6,569.50				
30	Project	\$ 314.18	\$ 9,425.40					\$ 314.18	\$ 9,425.40					\$ 314.18	\$ 9,425.40				
0	Visio Std	\$ 104.48	\$ -					\$ 104.48	\$ -					\$ 104.48	\$ -				
0	Exchange Server Std	\$ 455.75	\$ -					\$ 455.75	\$ -					\$ 455.75	\$ -				
	<b>Total per year:</b>		<b>\$ 674,294.93</b>		<b>\$ -</b>		<b>\$ -</b>	<b>\$ 674,294.93</b>			<b>\$ -</b>		<b>\$ -</b>	<b>\$ 674,294.93</b>		<b>\$ -</b>		<b>\$ -</b>	<b>\$ -</b>
			<b>total of initial 3-year Select enrollment: \$ 674,294.93</b>				<b>total of second 3-year Select: \$ 674,294.93</b>				<b>total of third 3-year Select: \$ 674,294.93</b>								

**9-year total for the Select Agreement without SA: \$ 2,022,884.79** plus tax

\*based on today's pricing, as we can't predict future Microsoft pricing past the initial 3-year term.

\*\* Core CAL is not available as a plain license, so the costs have been added up for the 4 licenses that compose the Core CAL: Windows, Exchange, SMS and Sharepoint CALs

**Software Assurance Benefits you'll receive from this Select L-only Quote: NONE**  
**(this quote is for license-only - no Software Assurance benefits apply)**

- 1) NO - training days at a certified training center
- 2) NO -Version upgrades for all products on your EA
- 3) NO -Ability for all 1,000 employees to install Office Pro at home for free (just the cost of shipping the media, about \$20.00)
- 4) NO - Ability to offer the Employee Purchase Program
- 5) NO - Web-based tech support for all "standard" servers, unlimited incidents
- 6) NO - Telephone tech support for all "enterprise" servers, unlimited incidents
- 7) NO - Free eLearning for applications and servers
- 8) NO - Free TechNet Plus subscription
- 9) NO - TechNet Online Concierge Chat
- 10) NO - Windows PE Environment
- 11) NO - Corporate Error Reporting
- 12) NO - Exchange Intelligent Messaging Filter
- 13) NO - Ability to spread payments (annual installments)
- 14) NO - Extended Lifecycle hot-fix support
- 15) NO - "Cold" backup server licenses for disaster recovery