



Pricing Proposal
Quotation #: 27758537
Reference #: New EA
Created On: 7/16/2026
Valid Until: 7/31/2026

City of Salinas

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Microsoft Inside Account Manager

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All Prices are in US Dollar (USD)

	Product	Qty	Your Price	Total
1	M365 G3 Unified FUSL GCC Sub Per User Microsoft - Part#: AAD-34704 Contract Name: County of Riverside - Microsoft Contract #: ITARC-00929 Note: Year 1 of 3, 12 Months	750	\$416.37	\$312,277.50
2	AzureprepaymentG ShrdSvr ALNG SubsVL MVL Commit Provision Microsoft - Part#: J5U-00004 Contract Name: County of Riverside - Microsoft Contract #: ITARC-00929 Note: Year 1 of 3, 12 Months	1	\$0.00	\$0.00
3	Entra ID P2 Gov SU Entra ID P1 Per User Microsoft - Part#: MQN-00002 Contract Name: County of Riverside - Microsoft Contract #: ITARC-00929 Note: Year 1 of 3, 12 Months	10	\$29.72	\$297.20
4	Exchange Online Kiosk GCC Sub Per User Microsoft - Part#: 3PS-00001 Contract Name: County of Riverside - Microsoft Contract #: ITARC-00929 Note: Year 1 of 3, 12 Months	8	\$21.35	\$170.80
5	M365 Copilot GCC Sub Add-on Microsoft - Part#: EP2-24658 Contract Name: County of Riverside - Microsoft Contract #: ITARC-00929 Note: Year 1 of 3, 12 Months	20	\$363.96	\$7,279.20

6	M365 F1 GCC Sub Per User Microsoft - Part#: 3EB-00001 Contract Name: County of Riverside - Microsoft Contract #: ITARC-00929 Note: Year 1 of 3, 12 Months	5	\$25.60	\$128.00
7	M365 F3 Unified GCC Sub Per User Microsoft - Part#: AAD-63092 Contract Name: County of Riverside - Microsoft Contract #: ITARC-00929 Note: Year 1 of 3, 12 Months	45	\$91.11	\$4,099.95
8	Planner & Project P3 GCC Sub Per User Microsoft - Part#: 7MS-00001 Contract Name: County of Riverside - Microsoft Contract #: ITARC-00929 Note: Year 1 of 3, 12 Months	19	\$272.24	\$5,172.56
9	Power BI Premium USL GCC Sub Per User Microsoft - Part#: 6U1-00004 Contract Name: County of Riverside - Microsoft Contract #: ITARC-00929 Note: Year 1 of 3, 12 Months	10	\$199.69	\$1,996.90
10	Power BI Pro GCC Sub Per User Microsoft - Part#: DDJ-00001 Contract Name: County of Riverside - Microsoft Contract #: ITARC-00929 Note: Year 1 of 3, 12 Months	1	\$99.73	\$99.73
11	Teams AC with Dial Out US/CA GCC Sub Add-on Microsoft - Part#: NYH-00001 Contract Name: County of Riverside - Microsoft Contract #: ITARC-00929 Note: Year 1 of 3, 12 Months	800	\$0.00	\$0.00
12	Visio P2 GCC Sub Per User Microsoft - Part#: P3U-00001 Contract Name: County of Riverside - Microsoft Contract #: ITARC-00929 Note: Year 1 of 3, 12 Months	15	\$136.12	\$2,041.80
13	Win 10 Extended Security 2026 Per Device Microsoft - Part#: AAS-74564 Contract Name: County of Riverside - Microsoft Contract #: ITARC-00929 Coverage Term: 10/15/2026 - 10/14/2027 Note: 1st Year Only	250	\$101.10	\$25,275.00
14	Defender O365 P2 GCC Sub Per User Microsoft - Part#: GLN-00001	800	\$45.37	\$36,296.00

Contract Name: County of Riverside - Microsoft

Contract #: ITARC-00929

Note: Year 1 of 3, 12 Months

15	Purview Suite Gov GCC Sub Per User Microsoft - Part#: PZT-00001 Contract Name: County of Riverside - Microsoft Contract #: ITARC-00929 Note: Year 1 of 3, 12 Months	750	\$99.73	\$74,797.50
16	Purview Suite FLW GCC Sub Add-on Microsoft - Part#: 914-00004 Contract Name: County of Riverside - Microsoft Contract #: ITARC-00929 Note: Year 1 of 3, 12 Months	50	\$82.86	\$4,143.00
			Total	\$474,075.14

Additional Comments

This quote has been marked as budgetary, as certain pricing may require approval from Microsoft. Please note, SHI is unable to process Purchase Orders against budgetary quotes. Kindly reach out to your SHI sales team for a Final Quote once you have determined your required counts and licenses.

Year 1 - \$474,075.14

Year 2 - \$448,800.14

Year 3 - \$448,800.14

Total - \$1,371,675.42

Purchasing Microsoft Azure Services

Customer may purchase Microsoft Azure Services from SHI in one or a combination of the following ways: Azure Prepayment: Customer will have access to its entire Azure prepayment throughout the term of its Enrollment if Customer agrees to be invoiced for the full amount upfront (the "Fully Prepaid Option"). Alternatively, if Customer elects to be invoiced for its Azure prepayment on an annual basis, Customer will have access to an Allocated Annual prepayment each year of the Enrollment (the "Annually Prepaid Option"). Under the Fully Prepaid Option, any unused Azure prepayment will be forfeited at the end of the Enrollment, and under the Annually Prepaid Option, any unused Allocated Annual prepayment will be forfeited on the following Enrollment anniversary date. Using Azure prepayment: Each month, Microsoft will deduct from Customer's Azure prepayment (or Allocated Annual prepayment, if applicable) the monetary value of Customer's usage of eligible Microsoft Azure Services. Once Customer's Azure prepayment (or Allocated Annual prepayment, if applicable) balance has been exhausted, any additional usage will be invoiced at Consumption Rates (as described below).

Invoicing Azure prepayment: If Customer elects the Fully Prepaid Option, Azure prepayment will be invoiced immediately. If Customer elects the Annually Prepaid Option, the first Allocated Annual prepayment will be invoiced immediately, and future Allocated Annual prepayments will be invoiced on the anniversary of the Enrollment effective date.

Invoicing Azure prepayment overage: If Customer's usage is higher than either its Azure prepayment under the Fully Prepaid Option or its Allocated Annual prepayment under the Annually Prepaid Option, such excess will be invoiced at Consumption Rates to Customer at the end of each Enrollment month.

Consumption: Customer pays based on the amount of Microsoft Azure Services consumed during a billing period.

Consumption invoicing: If Customer provisions Microsoft Azure Services without an Azure prepayment, SHI will invoice customer in the following month of usage at Consumption Rates. All usage of the Microsoft Azure Services after the expiration or termination of Customer's subscription term will be invoiced by SHI to Customer at then-current Consumption Rates monthly.

SHI will invoice eligible Microsoft Azure Services at the contracted mark-up. Please refer to the Azure Portal or Pricing Calculator for more information on availability: <https://azure.microsoft.com/en-us/pricing/calculator/>

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

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