



City of Rochester Hills
AGENDA SUMMARY
FINANCIAL ITEMS

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Legislative File No: 2022-0561 Version 2

TO: Mayor and City Council Members

FROM: Lisa Cummins, Procurement Manager
Rochelle Lyon, Director Management Information Systems

DATE: June 9, 2025

SUBJECT: Increase to Blanket Purchase Order for Software Marketplace including Cloud Solutions

REQUEST:

City Council is requested to authorize an increase for the purchase of various software products and cloud solutions through an online software marketplace in the amount of \$350,000 for a new not to exceed amount of \$400,000 through December 31, 2027 to Amazon Web Services, Seattle, WA.

REASON FOR PURCHASE:

City Council authorized a five-year contract with Amazon Web Services (AWS) on December 5, 2022, for a nationwide software cloud marketplace. This contract was the result of an RFP issued by the City of Rochester Hills, acting as lead agency for OMNIA Partners, to find a provider offering Infrastructure as a Service (IaaS), Platform as a Service (PaaS), and Software as a Service (SaaS) solutions. AWS was selected after a public solicitation and evaluation of three proposals, chosen for its comprehensive solution, understanding of the project, and overall best value, marking a first for the OMNIA Partners cooperative. The AWS platform offers the City a streamlined way to evaluate and acquire diverse software, including security tools, with potential for cost savings through flexible subscription options.

Since its award in 2022, the AWS Software Marketplace has proven to be an efficient means for the City to procure various software solutions at competitive discounted pricing through the cooperative purchasing agreement. It has been particularly beneficial for obtaining licensing that is often difficult to acquire directly from providers, who may not fully understand government procurement processes or have lengthy sales cycles that can delay obtaining quotes and lead to expiring licenses. AWS leverages its buying power to negotiate discounted government pricing with vendors and add them to the marketplace, providing the City with a more responsive solution for its software needs. Beyond just pricing, AWS acts as a consulting partner, assisting the City with software-related needs and helping to find solutions.

The initial blanket purchase order of \$50,000 was an estimate, as the City had limited prior experience with a software marketplace of this nature. As the City has utilized the agreement and gained a deeper understanding of its value and capabilities, we desire to increase our utilization and are now requesting an increase to the blanket purchase order. This increase will enable the City to continue leveraging the contract's benefits and efficiently procure necessary software solutions at favorable pricing. As a demonstrated benefit, AWS partnered with the City to secure a three-year licensing renewal for a critical security application, this from a vendor that has historically been challenging to obtain direct pricing from. A portion of this requested increase, approximately \$235,000, will be specifically allocated for this security application's multi-year renewal, further demonstrating the ongoing value of the AWS Software Marketplace in meeting the City's complex and essential software needs.

PROCESS:**Vendor Name and Address:**

Amazon Web Services, Inc.
410 Terry Avenue North
Seattle, WA 98109

Reason for Selection:

Best Value

Method of Purchase:

Contract/Blanket Purchase Order

BUDGET:

Funding is included in the FY 2025 Adopted Budget and the FY 2026-2027 Projected Budgets

Fund Name	Department Account No	Account No. Description	3-year Budget Amount	3-year Cost	Remaining Budget
Various Citywide	Various Citywide	Various.801000/ Professional Services	\$165,000	\$165,000	\$0
MIS	636.807000	Contractual Services	\$409,830	\$235,000	\$174,830
		Total	\$574,830	\$400,000	\$174,830

RECOMMENDATION:

It is recommended that City Council authorize an increase for the purchase of various software products and cloud solutions through an online software marketplace to Amazon Web Services, Seattle, WA in the amount of \$350,000 for a new not to exceed amount of \$400,000 through December 31, 2027.

APPROVALS:	SIGNATURE	DATE
Department Review		
Department Director		
Budget Content: Chief Financial Officer		
Purchasing Process: Procurement Manager		
Mayor		
City Clerk		

Contract Reviewed by City Attorney ☐ Yes ☒ N/A