



City of Rochester Hills
AGENDA SUMMARY
FINANCIAL ITEMS

1000 Rochester Hills Dr.
Rochester Hills, MI 48309
248.656.4630
www.rochesterhills.org

Legislative File No: 2024-0336

TO: Mayor and City Council Members
FROM: Rochelle Lyon, Information Systems Director
DATE: July 15, 2024
SUBJECT: Renewal of Google Workspace Enterprise Hosted Email

REQUEST:

City Council is requested to authorize a blanket purchase order for a three-year renewal of hosted Google Workspace email services and BetterCloud management application to Onix Networking Corporation, Westlake, OH in the amount not-to-exceed \$370,000.00 through August 30, 2027.

REASON FOR PURCHASE:

The City has been leveraging the Google Workspace platform for over 14 years. We actively utilize its core features and additional services, while also looking to embrace the latest tools and improvements to boost productivity and collaboration. Google/Onix provides the City a 45% discount per user/per year off the list price for the license related to Google Workspace use.

The City is unable to obtain better pricing than what Onix Networking Corporation is currently offering the City. Purchasing confirmed this through Google and by calling various Google Workspace Partners. Google indicated that based on our SIMBA approval on our account that no other vendor is able to provide us lower pricing than what we currently receive through Onix. SIMBA is a discount that is provided by Google and is only valid if the City's current partner uses it. If the City were to go out to competitive bid then the pricing would go back to "open market" pricing and it is our expectation the City would pay a higher license fee in addition to the soft costs with transitioning to a new vendor. The City recommends staying with our current partner as we have utilized them for several years, they are very familiar with our setup, provide the best discount rate structure the City is eligible for, and have provided exceptional services during our time with them.

Based on the City's needs to continue with this service and renew the licenses it is recommended that award be made to Onix Networking Corporation. The Purchasing Division will continue to monitor this service and their partner arrangements to ensure compliance, and that we continue to follow best practices and receive the best value/price for this service.

PROCESS:

Vendor Name and Address:

Onix Networking Corporation
1991 Crocker Rd
Westlake, OH 44145

Reason for Selection:

Best Value

Method of Purchase:

Blanket Purchase Order

BUDGET:

Funding is included in the FY 2024 Adopted Budget and the FY 2025-26 Projected Budgets.

Fund Name	Department Account No	Account No. Description	3-Year Budget Amount	3-Year Cost	Remaining Budget
MIS Fund	636.807000	Contractual Services	\$370,000	\$370,000	\$0

RECOMMENDATION:

It is recommended that City Council authorize a blanket purchase order for a three-year renewal of hosted Google Workspace email services and BetterCloud management application to Onix Networking Corporation, Westlake, OH in the amount not-to-exceed \$370,000 through August 30, 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