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San Diego Housing Commission (SDHC)  
Agreement with Insight Public Sector Inc. for  
Microsoft Enterprise Licensing  
Presentation to the SDHC Board of Commissioners  
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## Overview

- SDHC has utilized Microsoft Enterprise Licensing for years as the foundation of its technology environment.
- Provides critical productivity tools (Word, Excel, Outlook, Teams, CoPilot), Windows Operating System and Cloud Services.
- Leverages a competitively solicited agreement between the County of Riverside and Microsoft.
- Utilizes cooperative purchasing as authorized by SDHC's Procurement Policy.
- Due diligence and legal review confirm the Riverside agreement meets all SDHC requirements, ensuring a cost-effective and compliant solution.



## Licensing Updates

- In 2024, SDHC enhanced its Microsoft licensing to strengthen public records management, improve security and compliance, and enable Microsoft Teams phone integration for streamlined communication.
- As Microsoft’s ecosystem evolves to support next-generation productivity tools, including new AI-enabled features such as Microsoft Copilot, licensing tiers across SDHC’s portfolio have shifted accordingly.
- The funding sources and uses proposed for approval by this action were included in the Housing Authority-approved Fiscal Year 2026 SDHC budget.
  - Approval of sources and uses required for contract scope performed in future years will be included in the SDHC budget proposed for approval by the Housing Authority for that fiscal year.



## Contract

- SDHC would enter into an agreement with Insight Public Sector Inc., an authorized Microsoft Licensing Solution Provider (LSP), for Microsoft licensing for a one-year term at an annual cost of \$459,165.53.
- The agreement includes two optional one-year renewals.
- If both one-year renewal options are exercised, the total compensation over three years would be \$1,398,373.79.
- Microsoft applied discounts totaling \$83,512 spread across the contract term.

<b>Contract Term</b>	<b>Total Compensation</b>
<b>Year 1</b> (May 1, 2026 – April 30, 2027)	\$459,165.53
<b>Year 2</b> (May 1, 2027 – April 30, 2028)	\$466,123.33
<b>Year 3</b> (May 1, 2028 – April 30, 2029)	\$473,084.93
<b>TOTAL</b>	<b>\$1,398,373.79</b>



## Staff Recommendations

### That the SDHC Board of Commissioners take the following actions:

- 1) Authorize SDHC to enter into an agreement with Insight Public Sector Inc., an authorized Microsoft Licensing Solution Provider, for a one-year term from May 1, 2026, through April 30, 2027, in an amount not to exceed \$459,165.53 with two one-year options to renew.
- 2) Authorize the President and Chief Executive Officer (President and CEO), or designee, to substitute the funding sources with other available funding sources so long as the total program/project budget amount after substitution does not exceed the approved total budget., and to increase compensation by not more than 10 percent of the total agreement amount per year, if necessary, should the operational need arise, without further action by the SDHC Board.
- 3) Authorize the President and CEO, or designee to execute all documents and instruments that are necessary and/or appropriate to implement these approvals, in a form approved by General Counsel, and take such actions as are necessary and/or appropriate to implement these approvals, provided that a copy of the documents, signed as to form by General Counsel, are submitted to each Housing Commissioner.



# Questions & Comments

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