

7027.290.15204.521111.000000.0000



Pricing Proposal
Quotation #: 27128676
Created On: Feb-04-2026
Valid Until: Feb-28-2026

CA-City of Sunnyvale

Patrick Griffin

FIN. DEPT/ACCTS PAYABLE
PO BOX 3707
Sunnyvale, CA 94088
United States

Phone: (408) 730-3042
Fax:
Email: PGriffin@sunnyvale.ca.gov

IAM

MSWestInside IAM

290 Davidson Ave,
Somerset NJ 08873

Phone: 888-764-8888
Fax:
Email: MSWestInside@shi.com

All Prices are in US Dollar (USD)

Quoted Items located on Sheet2
Optional Items located on Sheet3

Additional Comments

Payment Schedule:

Year 1 (4/1/2026-3/31/2027): \$912,585.48
Year 2 (4/1/2027-3/31/2028): \$912,585.48
Year 3 (4/1/2028-3/31/2029): \$937,710.72
Year 4 (4/1/2029-3/31/2030): \$937,710.72
Year 5 (4/1/2030-3/31/2031): \$937,710.72

Total: \$4,638,303.12

****Budgetary Pricing does not include CDT Fees****

For M365 Copilot GCC Sub Add-on, there are two pricing tiers:

- Tier 1 Pricing: Applies if the quantity of Copilot GCC Sub Add-on is less than 20% of your organization's M365 G5 licenses on April 1, 2026.
- Tier 2 Pricing (best): Requires a minimum Copilot GCC Sub Add-on enrollment of 20% of the organization's M365 G5 licenses be met on April 1, 2026, to qualify.

Disclaimer: The pricing provided in this quote is based on estimated statewide license volumes. CDT will confirm the final statewide pricing tier once all customer commitments have been received.

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.

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.