

Questions & Answers - 1

Solicitation 26-020 - Microsoft Enterprise Agreement
Buying Organization Genesee Health System

No	Question/Answer	Question Date
Q1	<p>Question: Azure Section Information</p> <p>Can I ask for a few technical things in order to properly bid this opportunity. This is just needed in order to quote out the azure side of the bid.</p> <ol style="list-style-type: none">1. Have you guys already fulfilled your previous Azure monetary commitment?2. Can you share with me a copy of all resources from Azure? <p>Here are the instructions on how to do this.</p> <ol style="list-style-type: none">1. Log into Azure Portal with an account that has the appropriate permissions and subscriptions access (if multi subscription)2. Generally, under favorites, select 'All resources'3. Export to CSV <p>Thank you so much!</p> <p>Answer: Yes, we have fulfilled our current Azure commitment and are estimating \$2000 /month for the next EA.</p> <p>The resources report is posted as an additional document for download.</p>	03/02/2026
Q2	<p>Question: Core Cal Assurance</p> <p>Can you confirm whether the Core CAL Software Assurance is renewing with this EA?</p> <p>If so, should we also be quoting the SA renewal for the 690 Core CAL users as part of this bid?</p> <p>Answer: Yes, Core CAL Software Assurance is renewing, GHS owns them. Yes, SA Renewal should be quoted.</p>	03/03/2026

Questions & Answers - 2

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No	Question/Answer	Question Date
Q3	<p>Question: Preferred licensing vehicle</p> <p>Section 1.2 identifies 'Certified Microsoft partner/reseller' as the eligibility criteria, and Section 1.3C references multiple licensing models including subscription-based and enterprise agreements. Section 3.6B further references cooperative contract pricing as an acceptable alternative.</p> <p>Will GHS consider proposals from Microsoft Certified Cloud Solution Provider (CSP) partners who can deliver the specified SKUs and services through a CSP licensing vehicle, provided all functional, support, and compliance requirements outlined in the RFP are met? Or is delivery through a traditional Microsoft Enterprise Agreement the only acceptable licensing structure?</p> <p>Answer: Yes, GHS will accept proposals from a Microsoft Certified Cloud Solution Provider (CSP) partners as long as all SKU are covered.</p>	03/06/2026
Q4	<p>Question: Option for CSP vs EA</p> <p>•Is it absolutely required to do this via an Enterprise Agreement or are there alternative programs that would be entertained?</p> <p>Answer: Yes, feel free to propose alternate programs.</p>	03/10/2026
Q5	<p>Question: Contract Term</p> <p>•Is it absolutely required to have a 3-year contract for everything up for renewal? If we look at alternatives to an Enterprise Agreement, there are some products that are only offered as a one-year term.</p> <p>Answer: No, GHS is open to any contract between 1 and 3 years.</p>	03/10/2026
Q6	<p>Question: Software Assurance</p> <p>Is there a need for a MPSA contract (Microsoft Products & Services Agreement)?</p> <p>Answer: We have no need for a MPSA</p>	03/10/2026