



29 May 2015

## **NEW MICROSOFT FRAMEWORK ENROLLMENT COMING INTO EFFECT**

In a joint partnership benefiting the entire college system, the Ontario College Council of Chief Information Officers (OCCCIO) and OCAS have negotiated and signed a new Microsoft Framework Enrollment agreement (formerly known as the Microsoft Campus Agreement) – one of the largest and most comprehensive of its kind.

Unlike the previous agreement that calculated each institution individually, this new agreement pools all college and OCAS employees into a single head count totalling over 27,000, which opens up a new level of pricing for Microsoft products. The pricing difference will result in a nearly \$300,000 annual savings for the college system.

### **The New Agreement - And How We Reached It**

The new agreement will go into effect on **June 1**, and provides a core set of Microsoft products, including the Education Desktop with Enterprise Client Access License (CAL) Suite, Enterprise Desktop Bundle (Office Professional 2013, Project Pro, Visio Pro) and Microsoft Desktop Optimization Pack (MDOP). Additional products are also available on an opt-in basis at discounted prices.

The negotiation process to establish the package was managed by a core team, consisting of George Brown College CIO Paul Ruppert, Microsoft Account Rep Glen Donegan and myself.

Once the details of the package had been determined, professional purchasing organization Ontario Education Collaborative Marketplace (OECM) was brought in to conduct a formal RFP for licensed Microsoft resellers. SoftChoice, a technology solutions provider out of Toronto, was ultimately selected.

## Thank You for Your Support

Not only does this agreement represent a significant cost savings, it also highlights one of the many unique opportunities OCAS and the colleges are able to leverage through partnership.

We would like to extend a personal thank you to Paul at George Brown and all members of OCCCIO for their work in this endeavor. Their efforts represent the spirit of collaboration for which the college ecosystem is renowned.

If you have any questions about the new agreement, the CIO at your college will have further details or please feel free to reach out to me directly at [provencher@ocas.ca](mailto:provencher@ocas.ca).

MARC PROVENCHER

***DIRECTOR - TECHNOLOGY + INNOVATION***



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