



Date: May 14, 2025

To: Johna Easley, President & CEO

From: Christopher Jenkins, Director of Information Technology

Re: Private Cloud Infrastructure Licensing (VMware)

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EMSA utilizes VMware software to virtualize desktop and server infrastructure. It is the foundation of our Computer-Aided-Dispatch (CAD) and Billing Systems. VMware was acquired by Broadcom Inc. in November 2023, and EMSA was able to migrate existing licenses under existing terms without issue. However, during current year renewal, it was discovered that Broadcom had changed their licensing model and that EMSA would need to purchase higher-level licensing than anticipated to continue utilizing the software. Quotes were received from multiple other vendors that included pricing in excess of \$80,000 annually, and quote expiration dates less than one week making a platform transition of this magnitude unrealistic.

EMSA has been able to negotiate a three-year contract with Broadcom for a cost of \$63,584.64 annually, or \$190,753.92 in total. EMSA's A3 Purchasing Policy Section 9, Part C, classifies a purchase as sole source or non-competitive when the operational advantages are significant and when utilizing a competitive process would be detrimental to the timely securing of goods and services.

Due to the considerable amount of time required to architect and deploy another virtual desktop and server platform and the critical role virtualization plays in our technology infrastructure, as well as an anticipated cost savings of at least \$50,000 over three years, EMSA is requesting the Board approve a three-year agreement with Broadcom for VMware utilized in EMSA's Computer-Aided Dispatch and Billing Systems in the amount of \$190,753.92 and to declare the purchase non-competitive as outlined in EMSA's A3 Purchasing Policy Section 9, Part C.