

**AMENDMENT 4**

**Invitation For Bids (IFB)  
UOG IFB No. B25-13**

Date Issued: July 2, 2024

**“INDEFINITE QUANTITY BID MICROSOFT EDUCATION LICENSE RENEWALS WITH STUDENT BENEFITS”**

This is to notify all prospective offerors of the following amendment set forth below:

**1.1 Question and Answer Sheet 4 set forth as attached.**

All other terms and conditions remain the same.



Elsa Flores  
Acting Comptroller

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Please acknowledge receipt and return by email to [uog.bids@triton.uog.edu](mailto:uog.bids@triton.uog.edu):

Name of company: \_\_\_\_\_

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Print Name/Signature/Date

**QUESTION & ANSWER SHEET NO.4**

**July 2, 2025**

*In response to the written "Questions" and/or 'Request for Clarifications' UOG received as of July 01, 2025 @ 4:26 pm from vendor: **Data Management Resources, LLC***

**Question 1:** Relative to UOG responses to DMR Question 2, thank you for clarifying the University's need for U.S. based licenses. Now that the University of Guam has been made aware of Microsoft's regional sales restriction for Microsoft licenses, which exclude Guam-only resellers from selling U.S. region-based licenses, such as those assigned to UOG's tenancies based on UOG's "303 University Drive, UOG Station, Computer Center, Room 104, Redmond, WA 98052, US" address, will UOG in the future correct its business address with Microsoft to reflect UOG's actual address of "UOG Station, Mangilao, Guam 96913" which not only reflects UOG's actual location in Guam but also would allow local Microsoft resellers the opportunity to compete for business with the University?

**Answer:**

**UOG is evaluating the most cost-effective and compliant approach to managing our Microsoft 365 licensing.**

**UOG is committed to promoting fair competition among vendors to achieve the most cost-effective pricing for our university. Based on some quick analysis, Microsoft 365 Education pricing in AUD appears to be higher than equivalent offerings in the U.S. region. In addition to pricing, the conversion of US currency to Australian currency makes the pricing unpredictable and usually raises the costs even further.**

**Based on some initial research, Microsoft does not allow changes to the country/region of an existing tenant. This restriction is due to data residency, service availability, and billing compliance requirements. To change the region, Microsoft requires the creation of a new tenant and a full migration of services and data, which can be complex, resource-intensive, and costly. Additionally, UOG data is currently stored on US datacenters which provide US-based security provisions and better connectivity for the campus.**

**We will be researching the implications of maintaining our tenant in the U.S. region in the future. Educational institutions in the U.S. often benefit from more favorable pricing structures and broader access to academic licensing programs, which can result in substantial cost savings.**

**We welcome any guidance or recommendations from Microsoft or authorized partners on how best to proceed.**