



CITY OF NOVI CITY COUNCIL
APRIL 20, 2026

SUBJECT: Consideration of approval to award a three-year VMware Cloud Foundation software license renewal to People Driven Technology, in the amount of \$103,812 per year.

SUBMITTING DEPARTMENT: Integrated Solutions – Technology Division

KEY HIGHLIGHTS:

- Unified, software-defined private cloud platform integrating compute, storage, and networking.
- Allows for a flexible and scalable infrastructure.
- Provides a reliable, secure, and resilient infrastructure.

FINANCIAL IMPACT

	FY 25/26	FY 26/27	FY 27/28	Total
EXPENDITURE REQUIRED	\$103,812.72	\$103,812.72	\$103,812.72	\$311,438.16
BUDGET				
Internal Technology: City-wide (101-228.00-850.999)	\$103,812.72	\$103,812.72	\$103,812.72	\$311,438.16
APPROPRIATION REQUIRED	\$	\$	\$	\$
FUND BALANCE IMPACT	\$	\$	\$	\$
• Software contract renewal				

BACKGROUND INFORMATION:

VMware Cloud Foundation (VCF) is a comprehensive, software-defined private cloud platform that integrates compute (vSphere), storage (vSAN), networking (NSX), and management (Aria) into a single, automated stack. It provides a public cloud-like experience on-premises, enabling secure, scalable infrastructure for modern workloads. The City of Novi's Integrated Solutions – Technology Division leverages the benefits of a virtual environment to provide technology solutions for individual departments' operations, serving the City's citizens. The team solicited quotes from multiple VMware resellers. These quotes ranged in price from \$103,812 to \$111,814

per year. Renewing the VMware Cloud Foundation software through People Driven Technologies will continue to enable scalable, secure technological solutions to meet the city's operational requirements.

RECOMMENDED ACTION: Approval to award a three-year VMware Cloud Foundation software license renewal to People Driven Technology, in the amount of \$103,812.72 per year subject to final review and approval of agreement terms by the City Manager and City Attorney's office.