



**VIRGINIA BEACH CITY PUBLIC SCHOOLS**  
CHARTING THE COURSE

**MEMORANDUM**

**TO:** **Carla A.B. Smith, CPPO, CPPB**  
**Director, Office of Procurement Services**

**FROM:** **Muhammad Babar**  
**Director of Technology Infrastructure**

**David Din**  
**CIO**

**VENDOR:** 3Cloud LLC. A Gold-Certified Microsoft Azure technology consulting firm

**DOLLAR AMOUNT.** \$99,358

**DATE:** 05/05/2023

I propose using Microsoft Partner 3Cloud LLC to construct an Azure Landing Zone and Modern Data Platform in the Azure cloud. This project has an estimated cost of \$149,358, but with the financial investment provided by Microsoft (\$40,000) and 3Cloud LLC (\$10,000), the total cost will be reduced to \$99,358. Microsoft doesn't perform the work directly; instead, they subcontract it to partners and provide some cost subsidization. As a result, this becomes a sole source situation because selecting a different company would result in a \$50k loss of the subsidy.

Constructing an Azure Landing Zone and Modern Data Platform is critical to our IT strategy. We have determined that using 3 Cloud LLC, a Microsoft gold-certified partner, will be the best choice for our organization as they have been working with us for the last six months on this fast-track analysis.

The services provided by 3Cloud LLC will include the design, implementation, and optimization of an Azure Landing Zone and Modern Data Platform as defined in the statement of work. This will include creating virtual networks and security groups and deploying a modern data platform consisting of Azure Data Factory, Azure SQL Database, and Azure Data Lake Storage.

Using 3Cloud LLC will provide a cost-effective solution and ensure that we have a high-quality Azure Landing Zone and a Modern Data Platform that meets our needs. With your approval, I recommend that we proceed with the project as soon as possible.

Please let me know if you have any questions or concerns regarding this proposal.

Carla A.B. Smith  
Carla A.B. Smith (May 5, 2023 15:14 EDT)

May 5, 2023

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**Carla A.B. Smith, CPPO, CPPB**  
**Director of Procurement**