

**Lee County Board Of County Commissioners
Agenda Item Summary**

Blue Sheet No. 20041682

1. REQUESTED MOTION:

ACTION REQUESTED: Approve the award of Project # EX050123, the purchase of Cisco network hardware and maintenance, for ITG, at Florida State Contract pricing, from Solarcom LLC. Grand total cost: \$52,783.25. Permission is also requested to purchase the annual maintenance for the useful life of this hardware at annual cost of approximately \$5,000 per year.

WHY ACTION IS NECESSARY: Purchases over \$50,000 must be approved by the Board.

WHAT ACTION ACCOMPLISHES: Allows ITG to replace items lost in Hurricane Charley. These items are spare parts for various pieces of networking equipment throughout the County. Having spares on hand for critical networking devices in the event of an outage helps to reduce downtime and maintenance costs.

2. DEPARTMENTAL CATEGORY:

COMMISSION DISTRICT #

C6J

3. MEETING DATE:

01-04-2005

4. AGENDA:

- CONSENT
- ADMINISTRATIVE
- APPEALS
- PUBLIC
- WALK ON
- TIME REQUIRED:

5. REQUIREMENT/PURPOSE:
(Specify)

- STATUTE
- ORDINANCE
- ADMIN. CODE AC-4-1
- OTHER

6. REQUESTOR OF INFORMATION:

- A. COMMISSIONER _____
- B. DEPARTMENT _____
- C. DIVISION Independent (ITG)

BY: Jim Desjarlais

BACKGROUND: On December 6, 2004, the Division of Purchasing received a request from ITG to prepare a request to purchase Cisco network hardware and maintenance, at the prices listed in the Florida State Contract.

Funding is available: KC5132851500.506410 (\$50,783.25) & KC5132851500.505280 (\$2,000)

Please see attachments:

- (1) Division Request for State Contract Purchase
- (2) Florida State Contract # 250-000-03-1
- (3) Solarcom LLC's Quotation

8. MANAGEMENT RECOMMENDATIONS:

9. RECOMMENDED APPROVAL:

A Department Director	B Purchasing or Contracts	C Human Resources	D Other	E County Attorney	F Budget Services				G County Manager
<i>[Signature]</i> 12/15/04	<i>[Signature]</i> 12-14-04 <i>[Signature]</i> 12/14/04			<i>[Signature]</i> 12/15/04	OA <i>[Signature]</i> 12/15/04	OM <i>[Signature]</i> 12/15/04	Risk <i>[Signature]</i> 12/15/04	GC <i>[Signature]</i> 12/15/04	<i>[Signature]</i> 12-17-04

10. COMMISSION ACTION:

- APPROVED
- DENIED
- DEFERRED
- OTHER

Rec. by CoAtty
Date: 12/15/04
Time: 11:20
Forwarded To:
[Signature]
12/15/04

RECEIVED BY
COUNTY ADMIN: *[Signature]*
12-15-04
2:45
COUNTY ADMIN
FORWARDED TO: *[Signature]*
12/15/04
10 pm

ATTACHMENT # 1**Robert Franceschini - Solarcom Replacement equipment**

From: Mark Hoesel
To: Franceschini, Robert
Date: 12/6/2004 2:04 PM
Subject: Solarcom Replacement equipment
CC: Cail, Tony; Quarles, Chuck

Bob,

As per our conversation the attached spreadsheet includes the items needed from Solarcom to replace items lost in Hurricane Charley. These items were spare parts for various pieces of Networking equipment throughout the County. Replacing this equipment will allow us to have parts on the shelf for critical networking devices in the event of an outage. Having spares locally also allows us reduce downtime as well as reducing maintenace cost. Please let me know if you need any other information in order to prepare the Blue Sheet for Solarcom.

Account string information is a s follows.

KC5132851500.506410 \$62,848.95

KC5132851500.505280 \$2,000.00

Total for Blue Sheet **\$64,448.95**

→ Quoted total is less due to
new product and overall
price reductions - RDF
12-13-04

Type	Manufacturer	Description	Serial #	Original Cost	Replacement Cost	Purchase Order Date	Replacement
Network Equipment	Cisco	PIX501	88806464147	\$ 475.60	\$ 404.60	57903	Solarcom
Network Equipment	Cisco	WS-2940-8TT-8	FHK0812Y1AV	\$ 601.40	\$ -		Solarcom
Network Equipment	Cisco	WS-2940-8TT-8	FHK0802Z0D0	\$ 601.40	\$ -		Solarcom
Network Equipment	Cisco	WS-2940-8TT-8	FHK0812Y193	\$ 601.40	\$ -		Solarcom
Network Equipment	Cisco	WS-2940-8TT-8	FHK0812Y1A1	\$ 601.40	\$ -		Solarcom
Network Equipment	Cisco	WS-C3524-24-EMI	FAA044010EJ	\$ 2,207.00	\$ -		Solarcom
Network Equipment	Cisco	WS-C2620	JMX0752L191	\$ 3,021.00	\$ -		Solarcom
Network Equipment	Cisco	WS-C3500G-XL-EN	FAA0640D0AQ	\$ 3,694.00	\$ -		Solarcom
Network Equipment	Cisco	WS-C3550-24-EMI	CAT0739R166	\$ 3,694.00	\$ -		Solarcom
Network Equipment	Cisco	WS-C3550-24-EMI	CAT0803X24T	\$ 3,694.00	\$ -		Solarcom
Network Equipment	Cisco	WS-C3550-24-EMI	CHK0627V19M	\$ 3,694.00	\$ -		Solarcom
Network Equipment	Cisco	WS-C3550-24-EMI	CAT0726Y1N3	\$ 3,694.00	\$ -		Solarcom
Network Equipment	Cisco	WS-X4148RJ	Blade in 4006	\$ 4,076.40	\$ -		Solarcom
Network Equipment	Cisco	WS-X4148RJ	Blade in 4006	\$ 4,077.00	\$ -		Solarcom
Network Equipment	Cisco	WS-X4148RJ1	Blade in 4006	\$ 4,077.00	\$ -		Solarcom
Network Equipment	Cisco	WS-X4014	Blade in 4006	\$ 14,995.00	\$ -		Solarcom
Network Equipment	Cisco	WS-C4006	FOX062800U0	\$ 22,763.00	\$ 11,314.05	57903	Solarcom
				\$ 76,567.60	\$ 11,718.65	\$ 64,848.95	

ATTACHMENT # 2**IT Hardware
250-000-03-1**

Effective: 08/01/2002 through 07/31/2005

[Rate this contract](#)[View survey Results](#)

To purchase under this Contract use a Request for Quotes
(Suggested Form).

How to Use this Contract
Contract Administrator
Products Available
Contractors
Contract
Revisions
E-Procurement Amendment

IT Hardware

250-000-03-1

Vendor Information

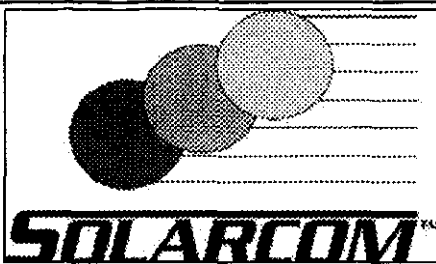
- ⊕ **3Com** http://www.3com.com/solutions/en_US/gov
- ⊕ **ABC Computers** <http://www.abc2000.com/computer-st-gov-p>
- ⊕ **Ace Computers** <http://www.acecomputers.com/showpages.a>
- ⊕ **Acer America** <http://www.acer.com/APP/AKC/INTERNET/A>
- ⊕ **ADIC** <http://www.adic.com/florida>
- ⊕ **Aethra, Inc.** http://www.aethra.net/official_price.pdf
- ⊕ **Alcatel** http://www.ind.alcatel.com/cf_forms/florida
- ⊕ **American Power Conversion** <http://159.215.19.5/govrslr.nsf/state?OpenV>
- ⊕ **Apple Computer** <http://homepage.mac.com/flcontract/fl.pdf>
- ⊕ **Avaya** <http://www1.avaya.com/floridastate/florida4>
- ⊕ **CDW-G (Toshiba)** <http://www.cdwg.com/shop/contracts/contr>
- ⊕ **Cisco** <http://www.cisco-fl.com/>
- ⊕ **IKON Office Solutions** <http://www.ikon.com/extranet/florida/techn>
- ⊕ **Impressions Solutions Inc. (Kyocera Mita)** <http://www.impressionsolutions.com/florida/>
- ⊕ **Insight Public Sector (Formerly Comark)** <http://www.ips.insight.com/floridaIT>
- ⊕ **Conditioned Air and Power Inc (Liebert)** <http://www.liebertstatecontract.com/>

⊕	<u>Cyberguard</u>	http://www.cyberguard.com/florida/main.cfm
⊕	<u>Dell</u>	http://www1.us.dell.com/content/default.asp
⊕	<u>EMC</u>	ftp://ftp.emc.com/pub/fusa
⊕	<u>Enterasys</u>	http://www.enterasys.com/solutions/vertical
⊕	<u>Epson</u>	http://corpeai.com/StateFL.htm
⊕	<u>Extreme Networks</u>	http://www.extremenetworks.com/common/
⊕	<u>Executive Source</u>	http://www.execsource.com/sfl2000/
⊕	<u>Foundry</u>	http://www.foundrynet.com/sales/florida/ http://www.fujitsupc.com/www/floridaPricing
⊕	<u>Fujitsu Computer Systems</u>	http://www.ftsi.fujitsu.com/services/gov/florida
⊕	<u>Gateway</u>	http://esource.gateway.com/florida
⊕	<u>Hewlett-Packard</u>	http://www.compaq.com/state/florida
⊕	<u>Hitachi</u>	http://www.freedomstorage-florida.com/
⊕	<u>Howard Computers</u>	http://www.howardcomputers.com/state/fl
⊕	<u>IBM</u>	http://www-1.ibm.com/gold/portal/servlet/c
⊕	<u>Innovative Tech</u>	http://innovativetechinc.com/state/price.htm
⊕	<u>Lewis Digital, Inc.</u>	http://www.it.lewisdigital.net
⊕	<u>Lexmark</u>	http://store.lexmark.com/cgi-bin/ncommerce
⊕	<u>Marconi Communications</u>	http://www.marconi.com/html/contact/state
⊕	<u>Micron</u>	http://mgcs.buympc.com/state/state_of_flor
≡	<u>Minolta-QMS</u>	http://www.minolta-qms.com/government/s

- ⊕ **NEC Solutions** <http://www.necsolutions-am.com/governmer>
- ⊕ **Network Appliance** <http://www.netapp.com/sales/florida.html>
- ⊕ **NH&A (Netscreen)** <http://www.nha-fl.com/>
- ⊕ **Nortel Networks** <http://www.nortelnetworks.com/prd/statefla>
- ⊕ **OCE'USA** http://myoce.oceusa.com/StateofFL/florida_i
- ⊕ **Oki Data** <http://bpx.okidata.com/fl.nsf>
- ⊕ **Polycom** <http://www.polycom.com/florida/>
- ⊕ **Pomeroy Computer Resources (Juniper)** <http://web3.pomeroy.com/stateofflorida/>
- ⊕ **Powerware** <http://www.oem.powerware.com/stateofflori>
- ⊕ **Premio** <http://www.premiopc.com/florida/statepricin>
- ⊕ **Promark (Exabyte & Overland Data)** <http://www.promarktech.com/fltermcontract>
- ⊕ **Radvision** <http://www.radvision.com/NBU/State+of+Flk>
- ⊕ **Radware** http://www.radware.com/content/_USA-FL/c
- ⊕ **RiCOH** <http://www.ricoh-usa.com/rmap/floridastate>
- ⊕ **Riverstone Networks** <http://www.riverstonenet.com/florida/>
- ⊕ **SonicWALL** <http://www.sonicwall.com/floridastate/>
- ⊕ **Sony** **PRICING**
- ⊕ **Spectra Logic** <http://www.spectrallogic.com/common/collat>
- ⊕ **StorageTek** <http://www.storagetek.com/florida/>
- ⊕ **Sun** <http://www.sun.com/products-n-solutions/gc>
- ⊕ **Surge Suppression, Inc.** <http://www.ssiflcontract.com/>

- ⊕ **Tandberg, Inc.** <http://tandbergflorida.gearboxx.net/>
- ⊕ **Telcom Engineering Consultants (VUGATE)** <http://www.tec-inc.com/FloridaContract.html>
- ⊕ **Unisys** <http://www.app2.unisys.com/state/fl/hardw>
- ⊕ **VCON** <http://www.vcon.com/state/florida/>
- ⊕ **VTEL** <http://www.vtel.com/state/florida/>
- ⊕ **Winncom** http://www.winncom.com/webpages/state_c
- ⊕ **Xerox** <http://idsdocushare2.xids.com/dscgi/ds.py/V>

IT Hardware Home



Custom Solution for **ATTACHMENT #3**
Lee County

Presented to: Bob Franceschini
Prepared by: Jim Sheldon
Phone: 904 680-3146
Fax: 904 680-3181
Email: jsheldon@solarcom.net

Attachments	
Sales Agreement	
Scope of Work	
Lease Proposal	

Line	Qty.	Part #	Description	Price	Ext. Price
1	1	PIX-501-BUN-K9	PIX 501-10 3DES/AES Bundle (Chassis, SW, 10 Users,	404.60	404.60
2	1	CAB-AC	Power Cord,110V	0.00	0.00
3	1	SF-PIX-501-6.3	PIX v6.3 Software for the PIX 501 Chassis	0.00	0.00
4	1	PIX-501-SW-10	PIX 501 10 User software license	0.00	0.00
5	1	PIX-501-VPN-3DES	PIX 501 3DES/AES VPN/SSH/SSL encryption license	0.00	0.00
6	1	CON-SNT-PIX501-10	8x5xNBD Svc, PIX 501 DES Bundle(Chassis:SW:10Use	101.65	101.65
7	4	WS-C2940-8TT-S	8 10/100 Ethernet ports and 1 10/100/1000 Ethernet port	540.60	2,162.40
8	4	CAB-AC-RA	Power Cord,110V, Right Angle	0.00	0.00
9	4	CON-SNT-C29408TT	SMARTNET 8X5XNBD 8 10/100 Eth prt ,1 10/100/1000 B	60.80	243.20
10	5	WS-C3550-24-EMI	24-10/100 + 2 GBIC ports: EMI	3,393.20	16,966.00
11	5	CAB-AC	Power Cord,110V	0.00	0.00
12	5	CON-SNT-C3550-24E	8x5xNBD Svc, 24-10/100 and 2 GBIC ports:Enhanced Mult	301.15	1,505.75
13	1	WS-C3508G-XL-EN	Catalyst 3508G XL: 8 GBIC ports	3,396.60	3,396.60
14	1	CAB-AC	Power Cord,110V	0.00	0.00
15	1	CON-SNT-WS-C3508G	8x5xNBD Svc,WS-C3508G	451.25	451.25
16	1	WS-C4506	Catalyst 4500 Chassis (6-Slot),fan, no p/s	3,396.60	3,396.60
17	1	PWR-C45-1300ACV	Catalyst 4500 1300W AC Power Supply with Inline Power	1,016.60	1,016.60
18	1	PWR-C45-1300ACV/2	Catalyst 4500 1300W AC Power Supply with Inline Power	1,016.60	1,016.60
19	2	CAB-7513AC	AC POWER CORD NORTH AMERICA (110V)	0.00	0.00
20	1	WS-X4515	Catalyst 4500 Supervisor IV (2 GE),Console(RJ-45)	8,156.60	8,156.60
21	1	S4KL3K9-12220EWA	Cisco IOS BASIC L3 Cat4500 SUP2+/4/5,3DES(RIP,St.Rts,IP	0.00	0.00
22	3	WS-X4148-RJ	Catalyst 4500 10/100 Auto Module, 48-Ports (RJ-45)	3,056.60	9,169.80
23	1	CON-SNT-WS-C4506	8x5xNBD Svc^ for Catalyst 4506R Series Modular Switch	1,672.00	1,672.00
24	1	CISCO2821	2821 w/ AC PWR,2GE,4HWICs,3PVDM,INME-X,2AIM,IP I	2,648.60	2,648.60
25	1	S28NIPB-12311T	Cisco 2800 IOS IP BASE	0.00	0.00
26	1	CAB-AC	Power Cord,110V	0.00	0.00
27	1	PWR-2821-51-AC	Cisco 2821/51 AC power supply	0.00	0.00
28	1	ROUTER-SDM	Device manager for routers	0.00	0.00
29	1	MEM2800-256D-INC	256MB DDR DRAM Memory factory default for the Cisco 280	0.00	0.00
30	1	MEM2800-64CF-INC	64MB CF default for Cisco 2800 Series	0.00	0.00
31	1	CON-SNT-2821	SMARTNET 8X5XNBD 2821 w/ AC PWR,2FE,4HWI	475.00	475.00
TOTAL					52,783.25

Additional Comments: Replace the 3524 with 3550. Sup III with Sup IV, 2620 with 2821
Cisco Rep JD Hunt

Prices quoted are subject to change without notice.
Figures shown do not include sales tax & delivery.
Professional Services are an estimate and require a signed Scope of Work or Work Order.
Final Order Placement is subject to credit approval and acceptance of a Solarcom Sales or Lease Agreement