

Lee County Board Of County Commissioners

Blue Sheet No. 20051037

Agenda Item Summary

1. ACTION REQUESTED/PURPOSE: Approve the award of Project # EX050624, the purchase of Cisco telephone and connectivity equipment, for Public Works/Construction and Design Department, at Florida State Contract pricing, from Solarcom LLC. Grand total cost: \$212,722.75. Permission is also requested to purchase the annual maintenance for the useful life of this material at an annual cost of approximately \$30,000 per year. Board approval is also requested to expend a not-to-exceed amount of \$22,000 for miscellaneous and incidental items that may be needed, including – but not limited to – cables, cards, inside or overnight delivery services, etc. If needed these items/services would be purchased via the most economical and expedient methodology available. Funding will come from the individual division's budget and they will be responsible for monitoring their own expenditures.

2. WHAT ACTION ACCOMPLISHES: Purchases over \$50,000 must be approved by the Board.

3. MANAGEMENT RECOMMENDATION: Approve as stated.

| | | |
|--|---|---|
| 4. Departmental Category: 2 C2E | | 5. Meeting Date: 08-16-2005 |
| 6. Agenda: <input checked="" type="checkbox"/> Consent <input type="checkbox"/> Administrative <input type="checkbox"/> Appeals <input type="checkbox"/> Public <input type="checkbox"/> Walk-On | 7. Requirement/Purpose: (specify) | |
| | <input type="checkbox"/> Statute | |
| | <input type="checkbox"/> Ordinance | |
| | <input checked="" type="checkbox"/> Admin. Code | |
| | <input type="checkbox"/> Other | |
| | | 8. Request Initiated: Commissioner _____ Department Public Works Division _____ By: Jim Lavender |

9. Background: On July 13, 2005, the Division of Purchasing received a request from Public Works to prepare a request to purchase Cisco telephone, connectivity equipment and maintenance, at the prices listed in the Florida State Contract.

Funding is available: 20864631407.506410.814

Please see attachments:

- (1) Department Request for State Contract Purchase
- (2) Florida State Contract #250-000-03-1
- (3) Solarcom LLC's Quotation
- (4) Notice of State Contract extension for one year

10. Review for Scheduling:

| Department Director | Purchasing or Contracts | Human Resources | Other | County Attorney | Budget Services | | | County Manager/P.W. Director |
|---------------------|-------------------------------|-----------------|-----------------------------|--------------------|-------------------------------|------------------------------|------------------------------|------------------------------|
| | | | | | Analyst | Risk | Grants | Mgr. |
| <i>[Signature]</i> | <i>[Signature]</i> 7-21-05 | | <i>AB</i> <i>7/25/05</i> | <i>[Signature]</i> | <i>[Signature]</i> 7-28-05 | <i>[Signature]</i> 2/1/05 | <i>[Signature]</i> 8/1/05 | <i>[Signature]</i> 8/3/05 |

11. Commission Action:

- Approved
- Deferred
- Denied
- Other

| | |
|---|-----------------------|
| RECEIVED BY COUNTY ADMIN: 7-28-05 | FORWARDED TO: 446 |
| RECEIVED BY COUNTY ADMIN: 7-28-05 | FORWARDED TO: 573 |
| RECEIVED BY COUNTY ADMIN: 7-28-05 | FORWARDED TO: 1100 |

**MEMORANDUM
FROM
THE DEPARTMENT OF
PUBLIC WORKS**

Date: July 13, 2005

To: Janet Sheehan
Purchasing Director

From: Bev Dearborn *bevd*
Program Manager

RE: Telephone Equipment for Justice Center Annex

Please use the attached information to prepare a blue sheet for the Department of Construction and Design to purchase telephone and connectivity equipment from Solarcom under Florida State Contract 250-000-03-1 for \$212,722.75. Please include an additional 10% to allow for incidentals such as miscellaneous cables, cards, overnight shipping, etc.

The attached items will provide interconnectivity between the Justice Center Annex and all other County buildings.

Funds are available in account string: 20864631407.506410.814

Please let me know if you need any additional information.

As always, thank you for your assistance.

C: Rick Daiziel, Project Manager

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

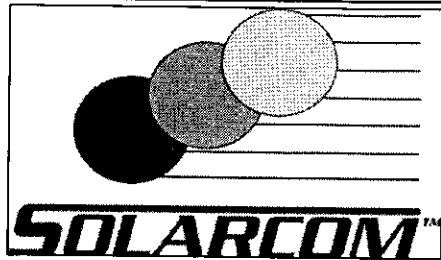
Products Available

Contractors

Contract

Revisions

E-Procurement Amendment



Custom Solution for
Lee County

ATTACHMENT

Presented to: Chris Thompson
 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 | WS-C6513 | Cat 6513 Chassis, 13slot, 19RU, No Pow Supply, No Fan | 8,845.00 | 8,845.00 |
| 2 | 1 | S733IPLK9-12218SX | Cisco CAT6000-SUP720 IOS IP SERVICES SSH LAN OI | 0.00 | 0.00 |
| 3 | 1 | WS-SUP720-3B | Catalyst 6500/Cisco 7600 Supervisor 720 Fabric MSFC3 | 16,240.00 | 16,240.00 |
| 4 | 1 | MEM-C6K-CPTFL512M | Catalyst 6500 Sup720 Compact Flash Mem 512MB | 577.10 | 577.10 |
| 5 | 1 | CVDM-C6500-1.1-K9 | CiscoView Device Mgr 1.1 for Catalyst 6500 Series 3DES | 0.00 | 0.00 |
| 6 | 1 | WS-SUP720-3B | Catalyst 6500/Cisco 7600 Supervisor 720 Fabric MSFC3 | 16,240.00 | 16,240.00 |
| 7 | 1 | MEM-C6K-CPTFL512M | Catalyst 6500 Sup720 Compact Flash Mem 512MB | 577.10 | 577.10 |
| 9 | 1 | CVDM-C6500-1.1-K9 | CiscoView Device Mgr 1.1 for Catalyst 6500 Series 3DES | 0.00 | 0.00 |
| 10 | 1 | WS-SVC-FWM-1-K9 | Firewall blade for 6500 and 7600, VFW License Separate | 20,297.10 | 20,297.10 |
| 11 | 1 | SC-SVC-FWM-2.3-K9 | Firewall Module Software 2.3 for 6500 and 7600, 2 free V | 0.00 | 0.00 |
| 14 | 1 | WS-SVC-NAM-2 | Catalyst 6500 Network Analysis Module-2 | 17,397.10 | 17,397.10 |
| 15 | 1 | SC-SVC-NAM-3.3 | Cisco Network Analysis Module SW 3.3 | 0.00 | 0.00 |
| 16 | 1 | WS-X6704-10GE | Cat6500 4-port 10 Gigabit Ethernet Module (req. XENPAKs) | 11,600.00 | 11,600.00 |
| 17 | 1 | MEM-XCEF720-256M | Catalyst 6500 256MB DDR, xCEF720 (67xx interface, DFC3A | 0.00 | 0.00 |
| 18 | 1 | WS-F6700-DFC3B | Catalyst 6500 Dist Fwd Card, 256K Routes for WS-X67xx | 4,350.00 | 4,350.00 |
| 19 | 3 | XENPAK-10GB-ER | 10GBASE-ER XENPAK Module | 6,960.00 | 20,880.00 |
| 20 | 1 | WS-X6704-10GE | Cat6500 4-port 10 Gigabit Ethernet Module (req. XENPAKs) | 11,600.00 | 11,600.00 |
| 21 | 1 | MEM-XCEF720-512M | Cat 6500 512MB DDR, xCEF720 (67xx interface, DFC3A/DF | 2,784.00 | 2,784.00 |
| 22 | 1 | WS-F6700-DFC3B | Catalyst 6500 Dist Fwd Card, 256K Routes for WS-X67xx | 4,350.00 | 4,350.00 |
| 23 | 3 | XENPAK-10GB-ER | 10GBASE-ER XENPAK Module | 6,960.00 | 20,880.00 |
| 24 | 1 | WS-C6K-13SLT-FAN2 | High Speed Fan Tray for Catalyst 6513 / Cisco 7613 | 432.10 | 432.10 |
| 25 | 2 | WS-CAC-4000W-US | 4000Watt AC Power Supply for US (cable attached) | 2,900.00 | 5,800.00 |
| 26 | 1 | SF-PIX-PDM-4.1 | PIX Device Manager for FW Module2.3 for Catalyst 6500 | 0.00 | 0.00 |
| 27 | 3 | WS-F6K-XENBLNKCVR | Catalyst 6500 Xenpak Blank Covers for WS-X6704-10GE | 0.00 | 0.00 |
| 28 | 3 | WS-F6K-XENBLNKCVR | Catalyst 6500 Xenpak Blank Covers for WS-X6704-10GE | 0.00 | 0.00 |
| 29 | 1 | CON-OSP-WS-C6513 | 24x7x4 Onsite Svc, Catalyst 6513 Chassis | 18,050.00 | 18,050.00 |
| 30 | 1 | CON-OSP-WS-FWM1K9 | 24x7x4 Onsite Svc, Firewall blade for Catalyst 6500 | 6,316.55 | 6,316.55 |
| 31 | 1 | CON-OSP-WSSVNAM2 | ONSITE 24X7X4 Catalyst 6500 Networ | 3,182.50 | 3,182.50 |
| 32 | 1 | WS-X6148-GE-45AF | Cat6500 PoE 802.3af 10/100/1000, 48 port(RJ45)line card | 5,510.00 | 5,510.00 |
| 33 | 1 | WS-X6324-100FX-MM | Catalyst 6000 24-port 100FX, Enh QoS, MT-RJ, MMF | 8,697.10 | 8,697.10 |
| 34 | 8 | WS-G5484= | 1000BASE-SX Short Wavelength GBIC (Multimode only) | 290.00 | 2,320.00 |
| 35 | 1 | WS-X6408A-GBIC | Catalyst 6000 8-port GE, Enhanced QoS (Req. GBICs) | 5,797.10 | 5,797.10 |
| TOTAL | | | | | 212,722.75 |

Additional Comments:

Cisco Rep J.D. Hunt
 State Contract Number 250-000-03-1

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

Order Acceptance

Signature _____

Name _____

Title _____

Date _____

Christopher Jeffcoat - Cisco State Contract Pricing

ATTACHMENT 4

From: <JSheldon@solarcom.com>
To: <cjeffcoat@leegov.com>
Date: 7/18/2005 2:03 PM
Subject: Cisco State Contract Pricing
CC: <RFranceschini@leegov.com>

Chris,

Per our conversation I wanted to let you know that Cisco has submitted to the State to renew it's state contract pricing and Solarcom will continue to be an authorized contract partner for Cisco and the State Florida. This renewal will go into effect 8/1/05

Thanks,

Jim Sheldon

Solarcom

904.680.3146

904.680.3181 Fax

888.377.9562 Pager

8883779562@skytel.com Text Pages

Christopher Jeffcoat - RE: State Contract 250-000-03-1 IT Hardware

From: "Rackley, Jeff" <RackleJ@dms.state.fl.us>
To: 'Christopher Jeffcoat' <CJeffcoat@leegov.com>
Date: 7/18/2005 10:01 AM
Subject: RE: State Contract 250-000-03-1 IT Hardware

Chris,

Solarcom is listed as a State of Florida authorized reseller on the IT Hardware Contract for Cisco. Cisco has also already returned their signed renewal letter, so I do not anticipate a problem.

Thanks,
Jeff

Jeffrey K. Rackley
Purchasing Analyst, Information Technology Team
Florida Department of Management Services
Division of State Purchasing
(850) 487-4196

-----Original Message-----

From: Christopher Jeffcoat [<mailto:CJeffcoat@leegov.com>]
Sent: Monday, July 18, 2005 8:59 AM
To: Rackley, Jeff
Subject: RE: State Contract 250-000-03-1 IT Hardware

Jeff, they are or have been listed by Cisco as an authorized reseller of their products under the State Contract. Is that not accurate?
thanks, Chris

CHRIS JEFFCOAT
PURCHASING AGENT
LEE COUNTY PURCHASING DEPT.
cjeffcoat@leegov.com
239 344-5458
FAX 239 344-5460

>>> "Rackley, Jeff" <RackleJ@dms.state.fl.us> 07/18/05 08:55AM >>>
Chris,

Who is Solarcom a reseller for? I can tell you if the manufacturer has returned a signed renewal letter or not. The contract vendors are permitted to add and delete resellers as they see fit, so there is never a guarantee that a reseller will be on the contract.

Thanks,
Jeff

Jeffrey K. Rackley
Purchasing Analyst, Information Technology Team
Florida Department of Management Services
Division of State Purchasing
(850) 487-4196

-----Original Message-----

From: Christopher Jeffcoat [mailto:CJeffcoat@leegov.com]
Sent: Monday, July 18, 2005 8:53 AM
To: Rackley, Jeff
Subject: RE: State Contract 250-000-03-1 IT Hardware

Jeff, will Solarcom continue as an authorized reseller under this contract? thanks, Chris

CHRIS JEFFCOAT
PURCHASING AGENT
LEE COUNTY PURCHASING DEPT.
cjeffcoat@leegov.com
239 344-5458
FAX 239 344-5460

>>> "Rackley, Jeff" <RackleJ@dms.state.fl.us> 07/18/05 08:48AM >>>
Chris,

We are planning to renew the contract for an additional one year period through 07/31/2006. The renewal will be completed prior to 07/31/2005.

We are still waiting on signed renewal letters from several contracts, so there is a possibility that not all of the contractors will be renewed. Please let me know if you need any additional information.

Thanks,
Jeff

Jeffrey K. Rackley
Purchasing Analyst, Information Technology Team
Florida Department of Management Services
Division of State Purchasing
(850) 487-4196

-----Original Message-----

From: Christopher Jeffcoat [mailto:CJeffcoat@leegov.com]
Sent: Monday, July 18, 2005 8:25 AM
To: Rackley, Jeff
Subject: State Contract 250-000-03-1 IT Hardware

Jeff, I see that this contract expires at the end of this month and was needing to know if this contract will be extended? Could you let me know if it will be extended and the dates for the extension? I need to use one of the vendors for a purchase but I'm reluctant to do so if

the
contract is going away. thanks, Chris

CHRIS JEFFCOAT
PURCHASING AGENT
LEE COUNTY PURCHASING DEPT.
cjeffcoat@leegov.com
239 344-5458
FAX 239 344-5460