

Agenda Item Summary

**1. ACTION REQUESTED/PURPOSE:** Approve the award of Project # EX070372, the purchase of Cisco network hardware and maintenance for ITG, via Florida State Contract from Kent Technologies, Inc. in the amount of \$199,112.34.

OKR

**2. FUNDING SOURCE:** ITG IGS Charges

OKR

**3. WHAT ACTION ACCOMPLISHES:** Allows ITG to replace end-of-life equipment; thereby avoiding disruptions of service to County departments and/or the public.

**4. MANAGEMENT RECOMMENDATION:** Approve.

<b>5. Departmental Category:</b> CGE		<b>6. Meeting Date:</b> APR 10 2007
<b>7. Agenda:</b> <input checked="" type="checkbox"/> Consent <input type="checkbox"/> Administrative <input type="checkbox"/> Appeals <input type="checkbox"/> Public <input type="checkbox"/> Walk-On	<b>8. Requirement/Purpose: (specify)</b>	
	Statute _____	
	Ordinance _____	
	<input checked="" type="checkbox"/> Admin. Code AC-4-1	
	Other _____	
		<b>9. Request Initiated:</b> Commissioner _____ Department _____ Division ITG By: Jim Desjarlais, Director

**10. Background:** On March 27, 2007, the Division of Purchasing received a request from ITG to prepare a request to purchase Cisco network hardware and maintenance via the Florida State Contract.

Funds are available: KC5132851500.506410

Please see attachments:

- (1) Executive Summary/Department Request for Purchase
- (2) Kent Technologies Quote/Florida State Contract No. 250-000-03-1

**11. 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> 3.28.07			<i>[Signature]</i>	<i>[Signature]</i> 3/29/07	<i>[Signature]</i> 3/29/07	<i>[Signature]</i> 3/29/07	<i>[Signature]</i> 3/29/07	<i>[Signature]</i> HS 3/30/07

**12. Commission Action:**

- Approved
- Deferred
- Denied
- Other

Rec. by CoAtty  
 Date: 3/29/07  
 Time: 8:30 AM  
 Forwarded To:  
 3/29/07  
 11:40 AM

RECEIVED BY  
 COUNTY ADMIN: ID  
 3/29/07  
 1:30 pm  
 COUNTY ADMIN  
 FORWARDED TO:  
 3/30/07  
 8:45 am

**New Ideas and Recommendations**

Customer:	Jim Desjarlais	Date:	03/26/07
Project Name:	Replacement of Leased Routers from Sprint	Remedy Ticket No.	
Department:	ITG		

**Current Services Status**

There are 36 network devices (routers) in Lee County's network that were leased through Embarq (a.k.a Sprint). The lease expiration date is May, 07th 2007 and a decision must be made to either purchase the leased equipment from the leasing company or replace the devices with new equipment.

The existing equipment consists of Cisco routers models 2620, 7206 and 3640 and were installed 5 years ago. They neither provide the current capacity need nor the feature set required for the existing County network. These models reached 'end of sales' on April 26, 2003 and the 'end of service' is set for April 26, 2007.

The current monthly charge paid for this equipment is ~\$ 9,000. This represents an expenditure of \$ 108,000 per year.

The list of equipment models:

- 33 Cisco 2620 Routers
- 01 Cisco 7206 Router (at Justice Center)
- 01 Cisco 3640 Router (at Justice Center)
- 01 Cisco 3508 Catalyst Gigabit Switch (at Justice Center)
- 01 Cisco 3508 Calatyst Gigabit Switch (at Hancock Bridge Building)

### **Recommendation and Expected Benefits**

There are two options moving forward:

1st) Purchase the 'end-of-life' equipment from TAMCO

Cost :

\$ 43,415 to buy 'end-of-life' equipment.

Pros:

- No immediate changes needed on the network
- Budget allocation can be scheduled for equipment upgrade

Cons:

- Equipment being bought will need to be replaced very soon
- Lack of features for future upgrades of services provided to remote sites
- Spending \$ 43,000 to buy end-of-life-equipment that will no longer be supported by the manufacturer in April 2007.

2nd) Purchase NEW equipment

Cost :

~\$ 200,000 one time (including the first year maintenance).

Pros:

- County will be purchasing new, warrantable and maintainable equipment.
- Equipment will be capable of providing new features for remote sites.

Cons:

- Immediate changes needed on the network to decommission old equipment and install new equipment.

Recommendation:

It is recommended to move forward with the 2<sup>nd</sup> option – Upgrade the network equipment with new devices for ~\$200k which represents an ROI of less than 2 years.

ROI Calculation:

Current annual lease expense = ~\$9000 x 12 months = \$108,000

Cost to replace the equipment = ~\$200,000

ROI = Cost to replace equipment DIVIDED BY Current annual lease expense  
 $200,000 / 108,000 = 1.85$  years

### **Implementation Cost and Efforts**

Implementation effort will be 40 calendar days.

Equipment cost is listed on the recommendation above.

Kent Technologies, Inc.  
 24017 Production Circle  
 Bonita Springs, FL 34135



Date: 3/9/2007  
 Quote Number: ITGL\_C6509 070301  
 Team Member: Tony Panella

Client:  
 Attention:  
 Phone:  
 Email:

**ITG LEE County**  
**Dalton Moraes**

[dmoraes@leegov.com](mailto:dmoraes@leegov.com)

Product Number	Product Description	QTY	Unit Price	Extended Price
CISCO2821	2821 w/ AC PWR,2GE,4HWICs,3PVDM,1NME-X,2AIM,IP BASE,64F/256D	25	\$ 2,298.05	\$ 57,451.25
S28NEBK9-12412	Cisco 2800 ENTERPRISE BASE	25	\$ 354.00	\$ 8,850.00
HWIC-1GE-SFP	GigE High Speed WIC With One SFP Slot	5	\$ 2,065.00	\$ 10,325.00
WIC-1DSU-T1-V2	Updated 1-Port T1/Fractional T1 DSU/CSU WAN Interface Card	30	\$ 590.00	\$ 17,700.00
PWR-2821-51-AC	Cisco 2821/51 AC power supply	25	\$ -	\$ -
CAB-AC	Power Cord,110V	25	\$ -	\$ -
ROUTER-SDM	Device manager for routers	25	\$ -	\$ -
MEM2800-256D-INC	256MB DDR DRAM Memory factory default for the Cisco 2800	25	\$ -	\$ -
MEM2800-64CF-INC	64MB CF default for Cisco 2800 Series	25	\$ -	\$ -
CON-SNT-2821	SMARTNET 8X5XNBD 2821 w/ AC PWR,2FE,4HWI	25	\$ 455.00	\$ 11,375.00
		\$	-	\$ -
		\$	-	\$ -
		\$	-	\$ -
Product Subtotal:				\$105,701.25
Support Subtotal:				\$0.00
<b>Total:</b>				<b>\$105,701.25</b>

- Notes:
- 1 All prices are valid for 30 days, payment terms are Net 15.
  - 2 All prices reflect standard manufacturers warranty unless otherwise noted.
  - 3 All prices are exclusive of applicable freight, taxes and handling and labor for installation.
  - 4 Kent Technologies is not responsible for configurations provided by customer.
  - 5 All pricing is subject to change without notice.

ATTACHMENT #2

**Kent Technologies, Inc.**  
 24017 Production Circle  
 Bonita Springs, FL 34135



**Date:** 3/9/2007  
**Quote Number:** ITGL\_C6509 070301  
**Team Member:** Rick Boodoo

**Client:** ITG LEE County  
**Attention:** Dalton Moraes  
**Phone:**  
**Email:** [dmoraes@leegov.com](mailto:dmoraes@leegov.com)

Product Number	Product Description	QTY	Unit Price	Extended Price
WS-C6509E-S32-GE	Cisco Catalyst 6509E, WS-SUP32-GE-3B, Fan Tray (req. P/S)	1	11800	\$11,800.00
S323AIK9-12218SXF	Cisco CAT6000 ADVANCED IP SERVICES SSH	1	5900	\$5,900.00
WS-X6408A-GBIC	Catalyst 6000 8-port GE, Enhanced QoS (Req. GBICs)	1	5897.05	\$5,897.05
WS-X6582-2PA	Enhanced Fabric-enabled FlexWAN	1	8850	\$8,850.00
PA-2T3+	2 Port T3 Serial Port Adapter Enhanced	2	7375	\$14,750.00
WS-G5483=	1000BASE-T GBIC	1	233.05	\$233.05
WS-G5484	1000BASE-SX Short Wavelength GBIC (Multimode only)	1	295	\$295.00
WS-CAC-4000W-US	4000Watt AC Power Supply for US (cable attached)	2	2950	\$5,900.00
WS-SUP32-GE-3B	C6500 Supervisor 32 with 8 GigE uplinks and PFC3B	1	0	\$0.00
MEM-XCEF720-512M	Cat 6500 512MB DDR, xCEF720 (67xx interface, DFC3A/DFC3B)	1	0	\$0.00
MEM-MSFC2-512MB	Catalyst 6500 512MB DRAM on the MSFC2 or SUP720 MSFC3	1	0	\$0.00
MEM-CC-WAN-256M	256 MB Memory for Enhanced FlexWAN Module	2	0	\$0.00
WS-C6509-E-FAN	Catalyst 6509-E Chassis Fan Tray	1	0	\$0.00
CON-SNT-C6509EGE	SMARTNET 8X5XNBD Cat6509E chas, SUP32-GE-3B	1	\$2,824.00	\$2,824.00
			\$ -	\$ -
			\$ -	\$ -
			\$ -	\$ -
			\$ -	\$ -
			Product Subtotal:	\$56,449.10
			Support Subtotal:	\$0.00
			<b>Total:</b>	<b>\$56,449.10</b>

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25	2821	\$	105,701.25
1	6509	\$	56,449.10
1	3845	\$	15,769.19
2	3750	\$	21,192.80
Total			\$ 199,112.34

[Rate this Contract](#)  
[View Survey Results](#)

# Contract Name: IT Hardware

**Contract Number:** 250-000-03-1

**Effective Dates:** 08/01/2002 through 12/31/2007

When issuing a purchase order use **commodity class: 250**

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## Contract Summary

### RFQ

[RFQ Information and Form Instructions](#)

### Price Sheets

[Personal Computers](#)

[Servers](#)

[Connectivity Devices](#)

[Uninterruptible Power Supplies and Surge Suppressors](#)

[Storage Devices](#)

[Printers](#)

[Videoconferencing Systems and Video Bridging Equipment](#)

[Firewalls](#)

### Contractors

### Amendments

### Complete Contract

[Microsoft Word](#)

[PDF](#)

### MyFloridaMarketPlace Users

### Contract Administrator(s):

For further information please contact a contract administrator:

**Jeff Rackley**

- **Telephone:**850-487-4196
- **Email:**[Jeff.Rackley@dms.myflorida.com](mailto:Jeff.Rackley@dms.myflorida.com)
- **Suncom:**277-4196

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# 250-000-03-1, Information Technology Hardware State Term Contract Renewal

Posted: 07/20/2006

Edited: 07/20/2006

## Message

**The Information Technology Hardware State Term Contract, No. 250-000-03-1 has been renewed with all Contract except the following:**

- Alcatel Internetworking, Inc.
- Minuteman UPS / Para Systems, Inc.
- SonicWall, Inc.
- Sony Electronics. Inc.
- Tripp Lite Power Protection
- Wyse Technology, Inc.

Link:

[http://dms.myflorida.com/dms2/state\\_purchasing/state\\_contracts\\_agreements\\_and\\_price\\_lists/state\\_term\\_eZ\\_publish™\\_copyright\\_©\\_1999-2005\\_eZ\\_systems\\_as](http://dms.myflorida.com/dms2/state_purchasing/state_contracts_agreements_and_price_lists/state_term_eZ_publish™_copyright_©_1999-2005_eZ_systems_as)