

Blue Sheet No. 20160488	Lee County Board Of County Commissioners Agenda Item Report Meeting Date: 9/20/2016	Item No. 31
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TITLE:

Approve annual purchase of Cisco hardware, support and maintenance through State Term Contract

ACTION REQUESTED:

A) Approve the ability to utilize pricing on existing Florida State Term Contract for the annual purchase of standardized Cisco hardware, support and maintenance Countywide on an as-needed basis as approved in the departments' annual adopted budgets.

B) Authorize use of Florida State Term Contract No. 43220000-WSCA-14-ACS through its expiration date of May 30, 2019 and any contract extensions approved by the State.

C) Authorize the Chair to execute any required contract documents on behalf of the Board of County Commissioners associated with the purchases.

FUNDING:

As approved in the departments' annual adopted budgets.

WHAT ACTION ACCOMPLISHES:

Authorizes annual purchase of standardized Cisco hardware, support and maintenance on an as-needed basis in support of enterprise-wide computer hardware, networking equipment, and services through Florida State Term Contract. Purchases can be made from Cisco Systems, Inc. or any of the authorized partners listed on the State Contract. The contract will be available for use Countywide, as approved in the departments' annual approved budgets, through its expiration date of May 30, 2019 and through any contract extensions approved by the State. While spending varies year-to-year, Fiscal Year 2015/2016 spend for these services was approximately \$610,000 for Cisco equipment.

MANAGEMENT RECOMMENDATION:

Approve

Requirement/Purpose: (specify)	Request Initiated
<input type="checkbox"/> Statute <input type="checkbox"/> Ordinance <input checked="" type="checkbox"/> Admin Code AC-4-1 <input type="checkbox"/> Other	Commissioner: Department: TECHNOLOGY SERVICES Division: No Divisions By: Andrew Hunter

Background:

Several years ago, Lee County decided to standardize its computer network hardware with Cisco products. Since then, this standardization was implemented on an enterprise-wide basis and Cisco equipment continues to be installed in new and upgraded facilities as needed. This is a significant investment, which also requires the annual purchase of support and maintenance.

On August 17, 2016, Procurement received a request from Information Technology Group (ITG) to obtain Board approval to purchase Cisco hardware, support and maintenance for Countywide use via Florida State Contract No. 43220000-WSCA-14-ACS Piggyback No. PB160570). Use of the State Contract allows the County to purchase Cisco products from any of the vendors under the contract.

Required Review:					
Andrew Hunter	Corris L. McIntosh Jr.	Mary Tucker	Angela Guttery	Peter Winton	Christine Brady
TECHNOLOGY SERVICES	County Attorney	Purchasing	Budget Analyst	Budget Services	County Manager

The contract term is through May 30, 2019, subject to renewals by the State.

- 1) Vendors and Products List for Contract 43220000-WSCA-14-ACS
- 2) Summary for Florida State Term Contract 43220000-WSCA-14-ACS

WSCA Data Communications Products & Services 14-19

433220000-WSCA-14-ACS

Contractors by Category

	<i>Data Center Applications</i>	<i>Network Software</i>	<i>Network Optimization & Acceleration</i>	<i>Optical Networking</i>	<i>Routers</i>	<i>Security</i>	<i>Storage Networking</i>	<i>Switches</i>	<i>Wireless</i>	<i>Unified Communications</i>
Adtran Inc.				✓	✓			✓	✓	✓
Aruba Networks		✓				✓		✓	✓	
Avaya, Inc.		✓		✓	✓	✓		✓	✓	✓
Brocade Communications, Inc.	✓	✓	✓		✓	✓	✓	✓	✓	
Cisco Systems Inc.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
D-Link Systems, Inc.		✓				✓		✓	✓	
Dell Marketing, LP		✓	✓		✓	✓	✓	✓	✓	
EMC Corp.		✓				✓	✓			
Extreme Networks, Inc.		✓			✓	✓		✓	✓	
F5 Networks, Inc.	✓	✓	✓			✓				
Fujitsu Network Communications, Inc.				✓						
Hewlett-Packard	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Juniper Networks (US) Inc.		✓		✓	✓	✓		✓	✓	
Mitel Business Systems, Inc.										✓
Palo Alto Networks, Inc.						✓				
ShoreTel, Inc.										✓

Department of Management Services

[Florida Department of Management Services](#) > [Business Operations](#) > [State Purchasing](#) > [Vendor Information](#) > [State Contracts and Agreements](#) > [Alternate Contract Source](#) > Data Communications Products & Services

<< [Return](#)

Data Communications Products & Services43220000-WSCA-14-ACS

Effective Period

09/08/2014 through 05/30/2019

Contract Type Alternate Contract Source

Contract Information

- [Pricing](#)
- [Product Categories List](#)
- [Contractors](#)
- [Contractors by Category](#)
- [How to Use this Contract](#)
- [Frequently Asked Questions](#)

Contract Documents

[Participating Addenda](#)
[Master Agreements](#)
[Amendments and Memorandums](#)
[Forms and Other Information](#)

Contract Administration • [Jeremy Williams](#)
• (850) 414-6740
Jeremy.Williams@dms.myflorida.com

Commodity Codes

UNSPSC-43220000, UNSPSC-43190000, UNSPSC-43201800, UNSPSC-43210000, UNSPSC-43221500, UNSPSC-43211512, UNSPSC-43211600, UNSPSC-43211604, UNSPSC-43211700, UNSPSC-43212200, UNSPSC-43220000, UNSPSC-43221700, UNSPSC-43222600, UNSPSC-43222800, UNSPSC-43230000, UNSPSC-43232300, UNSPSC-43232400, UNSPSC-43232700, UNSPSC-43232800, UNSPSC-43232900, UNSPSC-43233000, UNSPSC-43233200, UNSPSC-43233500

Description

- This alternate contract source includes the purchase or leasing (as permitted by state and local requirements) of Data Communications equipment, peripherals and related services not currently available on state term contracts.

Benefits

- This contract is available only for products not on state term contracts
- WSCA participating addendums are entered on behalf of governmental entities in Florida for Adtran, Aruba, Brocade, Cisco, Dell, EMC, Extreme, Fujitsu, Juniper, and ShoreTel.

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<< [Return](#)

Data Communications Products & Services43220000-WSCA-14-ACS

Contractors

Name	CBE Code	Florida Climate Friendly Preferred Products	Recycled Products	Utilizes Authorized Resellers	Coverage Area
Adtran Inc.	A - Non-Minority	No	No	Yes	Statewide
Aruba Networks	A - Non-Minority	No	No	Yes	Statewide
Avaya Inc.	A - Non-Minority	No	No	Yes	Statewide
Brocade Communications, Inc.	A - Non-Minority	No	No	Yes	Statewide
Ciena Communications	A - Non-Minority	No	No	Yes	Statewide
Cisco Systems Inc.	A - Non-Minority	No	No	Yes	Statewide
D-Link Systems, Inc.	A - Non-Minority	No	No	No	Statewide
Dell Marketing, LP	A - Non-Minority	No	No	No	Statewide
EMC Corp.	A - Non-Minority	No	No	Yes	Statewide
Extreme Networks, Inc.	I - Hispanic, Certified	No	No	Yes	Statewide
F5 Networks Inc.	A - Non-Minority	No	No	No	Statewide
Fujitsu Network Communications, Inc.	A - Non-Minority	No	No	No	Statewide
HP Enterprise	A - Non-Minority	No	No	Yes	Statewide
Juniper Networks (US) Inc.	A - Non-Minority	No	No	Yes	Statewide
Mitel Business Systems, Inc.	A - Non-Minority	No	No	Yes	Statewide
Palo Alto Networks Inc.	A - Non-Minority	No	No	Yes	Statewide
ShoreTel, Inc.	A - Non-Minority	No	No	Yes	Statewide

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Cisco Systems Inc.

CBE Code	Florida Climate Friendly Preferred Products	Recycled Products	Utilizes Authorized Resellers	Coverage Area
A - Non-Minority	No	No	Yes	Statewide

Ordering Information:

Name: Gigi Feril


Title: Cisco Contract Manager

Street Address: 101 North Brand Boulevard; Suite 1700; Glendale, CA 91203

Email Address: aferil@cisco.com

Phone Number(s): W: 408-424-0712 C: 408-318-3163

Fax Number: 408-608-1729

[Authorized Resellers](#) ( 123.59 KB)

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