

AGENDA ITEM REPORT

DATE: March 17, 2026
DEPARTMENT: Innovation & Technology
REQUESTER: Ashley Mason
TITLE: Approve Piggyback for Cisco Phone Licensing

I. MOTION REQUESTED

- A. Approve Piggyback No. PB260139DJN to utilize pricing on the Omnia Partners Master Intergovernmental Cooperative Purchasing Agreement Contract No. R250307 with Driven Tech, Inc., for Cyber Security Solutions and Services, for the purchase of phone products and services related to the Cisco Collaboration Flex Plan 3.0, on an as-needed basis, effective March 16, 2026, through the contract expiration date of October 1, 2028, and any renewals or extensions approved by Omnia Partners, as approved in the departments' annually adopted budgets.
- B. Authorize the Chair to execute the contract documents on behalf of the Board of County Commissioners.
- C. Grant the County Manager or designee the authority to renew the contract, for up to two additional years, and to execute all associated documents, as approved in the departments' annual adopted budgets, if doing so is in the best interest of Lee County.

II. ITEM SUMMARY

Approves a three-year piggyback purchase for Cisco phone system licenses using pricing on the Omnia contract in the total amount of \$1,032,725.55. These licenses provide service for the County and Constitutionals' Cisco phone system, including call centers, general staff phones and the necessary supporting infrastructure.

Using the piggyback method allows the County to take advantage of large-scale contract volume discounts. The County benefits from a shorter timeframe because a competitive procurement process has already been conducted. A market analysis was completed and the purchase under this contract will represent savings of 41% equating to \$715,373.25. Individual purchases in excess of \$100,000.00 will be brought to the Board for approval.

III. BACKGROUND AND IMPLICATIONS OF ACTION

March 5, 2025 - the Region 4 Education Service Center (ESC) sent out a request for proposal for Cyber Security Solutions under solicitation number 25-03. The submittal deadline was April 17, 2025. ESC received 29 responses. The vendors were allowed to provide pricing for cyber security as well as their full range of products and services. Driven Tech, Inc. offers Data Communication Products and Services for the purchase of hardware, software, licensing, and professional services to refresh and expand the Phone System Infrastructure to ensure security can be maintained.

March 18, 2025 ([Consent Item #20](#))- the BoCC authorized PB250102 to utilize pricing on the NASPO contract No. 43220000-NASPO-19-ACS for Data Communications Products & Services, for the purchase of Cisco Collaboration Flex Plan 3.0 licensing from Worl Wide Technologies for a one-year term in the amount of \$406,191.60.

January 21, 2020 ([Consent Item #11](#)) - the BoCC authorized the individual purchase from Piggyback No. PB160570 to utilize pricing on the State of Florida alternate term contract Data Communication Products and Services (43220000-wsca-14-acs) from Presidio Networked Solutions, Inc., for the purchase of hardware, software, licensing and professional services to refresh and expand the Phone System Infrastructure in an amount not to exceed \$1,188,255.93.

September 20, 2016 - the BoCC authorized PB160570 to utilize pricing on the State of Florida Contract No. (43220000-wsca-14-acs), Data Communication Products and Services with Presidio Networked Solutions, Inc., for the purchase of hardware, software, licensing and professional services to refresh and expand the Phone System Infrastructure to ensure security can be maintained.

IV. FINANCIAL INFORMATION

Current Year Dollar Amount: \$1,032,726

Included in the Current Budget?: Yes
Fund: ITG
Comments:

Is this a revenue or expense item? Expense
Is this Discretionary or Mandatory? Discretionary
Will this item impact future budgets? No
Program: KC - Innovation & Technology
Project: 51628 - Data
Account Strings: KC5162851500
Fund Type? Internal Services Fund

V. RECOMMENDATION

Approve

ATTACHMENTS:

Agreement, Final - Mrkt Analysis - PB260139DJN, Piggyback Summary Form-signed - PB260139DJN 3-5-26

REVIEWERS:

Tim Kabel, Innovation & Technology	Created/Initiated - 3/5/2026
Mary Tucker, Procurement	Approved - 3/10/2026
Ashley Mason, Innovation & Technology	Approved - 3/10/2026
Anne Henkel, Budget Services	Approved - 3/10/2026
Peter Winton, County Manager	Approved - 3/10/2026
Andrea Fraser, County Attorney	Approved - 3/10/2026
Marc Mora, County Manager	Final Approval - 3/10/2026