



Cisco  
Enterprise Agreement

TTI Presentation

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# Bottom Line Up Front: Cisco Enterprise Contract

Vendor	Netsync Network Solutions
<b>Purpose:</b>	<p>Cisco is the City of Houston’s standardized platform for network data and voice communications. The Cisco Enterprise agreement <b>consolidates City department Cisco related purchases into one enterprise agreement.</b> This contract will enable the purchase of hardware, software, maintenance, support, and implementation / design services for data transmission, enterprise voice platforms, contact / call centers, at <b>improved volume discounted price</b> and terms.</p>
<b>Contract Amount:</b>	\$41,888,144.60 (will cover base contract years 1-5)
<b>Departments Using</b>	HITS, PWE, HPD, HAS
<b>Contract Term:</b>	<p>5 Years with 2 renewal option years*</p> <p>* if the City elects to exercise option years 6 &amp; 7 council action will be required to authorize additional spending authority</p>
<b>MWBE Goal:</b>	<p>11% Equipment 24% Services</p>

# Key Enterprise Cisco Agreement Components

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## Enterprise Cisco Agreement

### Hardware (Asset Replacement and Capital Expansion Projects)

Supports the asset replacement refresh lifecycle of aging assets within the City.

### Design, Consulting, and Implementation Services

- Consulting services including design and engineering
- Implementation services of support engineers / technicians
- Project management services

### Managed Services

- On call tier II and tier III services to support ad hoc projects (both operational and capital) in support of the City of Houston's stabilization and strategic efforts.
- Escalation support for Contact Centers support (HPD, PWE, and MCD)

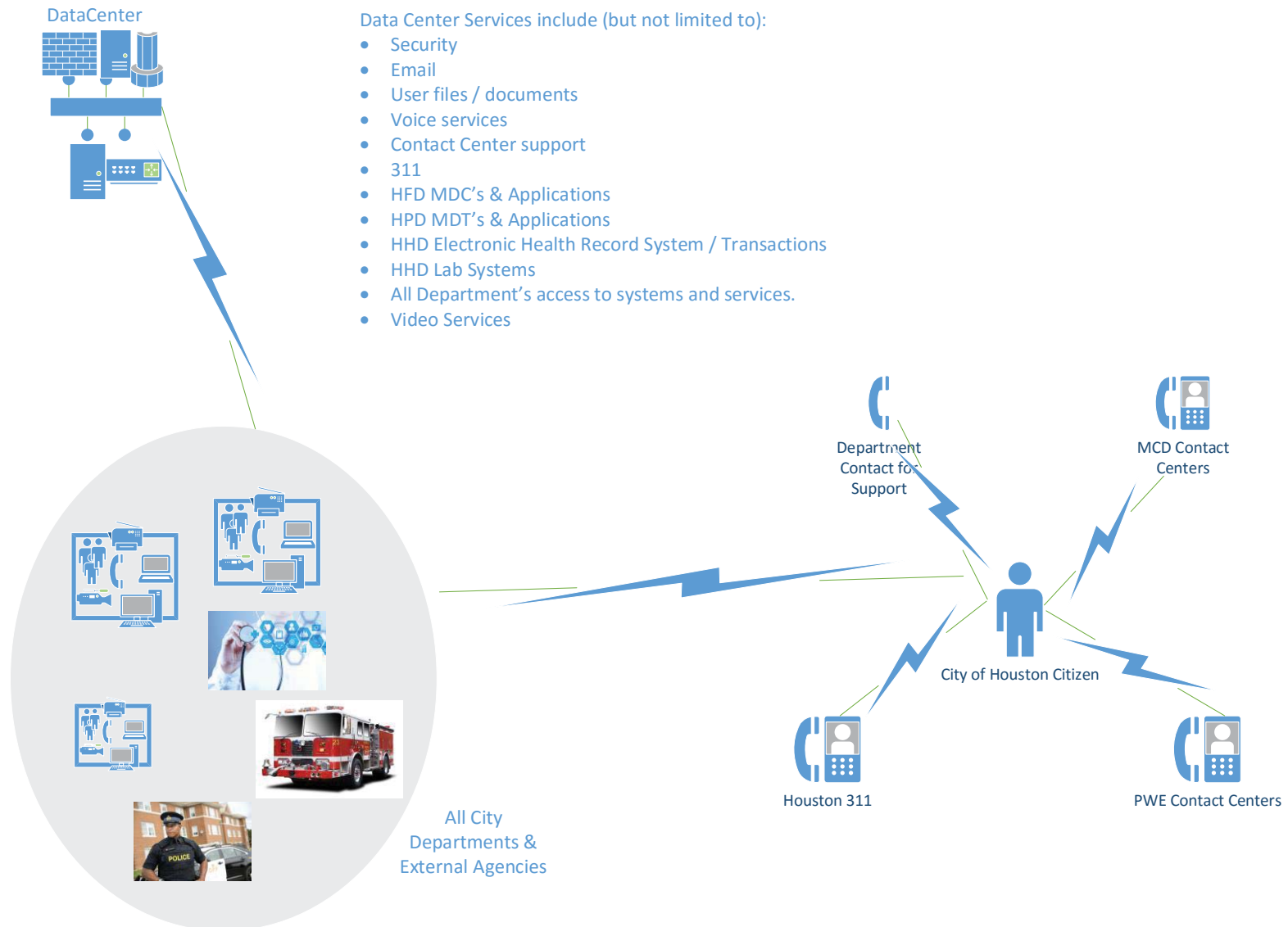
### Maintenance

- Annual maintenance to support hardware and software components. Expands the warranty support of purchased hardware and software.

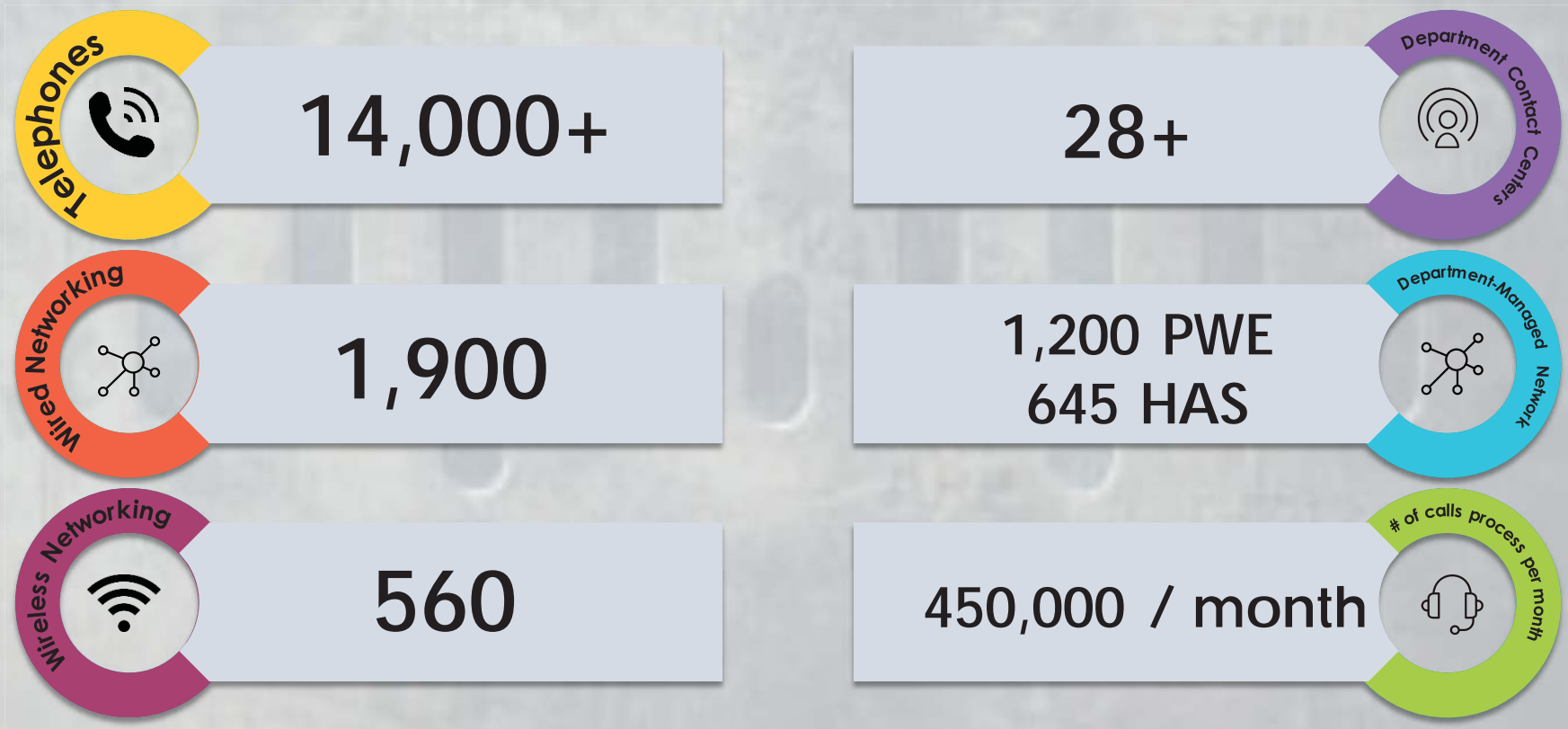
### Premium Technical Support

- 24x7 telephone support for Critical and High severity issues

# What does this support?



# Stats about COH CISCO footprint



Note: HPL devices are excluded because they are eligible for education (eRate) pricing

# Projected Service Categories & Discounts

Product / Service	List Price Estimated Spend	DIR Discount	DIR Estimated Spend	Contract Discount	Contract Estimated Spend	Additional Contract Savings over DIR**
Cisco Hardware on Cisco Global Price List	\$ 34,245,206.61	36%	\$ 21,916,932.23	45.5%	\$ 18,663,637.60	\$ 3,253,294.63
Technical & Maintenance Services	\$ 13,211,600.00	10%	\$ 11,890,440.00	21%	\$ 10,437,164.00	\$ 1,453,276.00
Smartnet	\$ 11,401,700.00	10%	\$ 10,261,530.00	21%	\$ 9,007,343.00	\$ 1,254,187.00
Cisco Advanced / Technical Services	\$ 3,780,000.00	0%	\$ 3,780,000.00	0%	\$ 3,780,000.00	*
Extended Total	\$ 62,638,506.61		\$ 47,848,902.23		\$ 41,888,144.60	
Estimated savings (contract discount vs. DIR) over 5 years						\$ 5,960,757.63

# 5-year Planned Spending Sources

Netsync Network Solutions (Enterprise Cisco)							
Annual contractual increase %							
		FY2018	FY2019	FY2020	FY2021	FY2022	Totals
Itemized details (Services/ HW/SW)							
Hardware Maintenance - PWE		\$ 100,000.00	\$ 100,000.00	\$ 100,000.00	\$ 100,000.00	\$ 100,000.00	
Software and Services - PWE		\$ 200,000.00	\$ 200,000.00	\$ 200,000.00	\$ 200,000.00	\$ 200,000.00	\$ 3,280,000.00
Professional Services - PWE		\$ 356,000.00	\$ 356,000.00	\$ 356,000.00	\$ 356,000.00	\$ 356,000.00	
Hardware / Software - PWE		\$ 150,000.00	\$ 150,000.00	\$ 150,000.00	\$ 150,000.00	\$ 150,000.00	\$ 750,000.00
Hardware / Software - HPD		\$ 300,000.00	\$ 300,000.00	\$ 300,000.00	\$ 300,000.00	\$ 300,000.00	\$ 15,807,844.00
Managed Services / Maintenance / Support Agreements-HITS		\$ 1,553,155.00	\$ 1,553,155.00	\$ 1,553,155.00	\$ 1,553,155.00	\$ 1,553,155.00	\$ 7,765,775.00
Hardware / Software / Services - HITS		\$ 3,568,000.00	\$ 2,684,961.00	\$ 2,684,961.00	\$ 2,684,961.00	\$ 2,684,961.00	
Access layer switches (3650 series or 3800), routers, modules (for 6500 series), firewalls and misc. Items for day to day MACs		\$ 100,000.00					\$ 100,000.00
Asset replacement / Maintenance / Installation Services		\$ 739,790.00	\$ 2,225,710.00	\$ 2,225,710.00	\$ 2,225,710.00	\$ 2,225,710.00	\$ 9,642,630.00
Contingency (15%)			\$ 1,135,473.90	\$ 1,135,473.90	\$ 1,135,473.90	\$ 1,135,473.90	\$ 4,541,895.60
Total		\$ 7,066,945.00	\$ 8,705,299.90	\$ 8,705,299.90	\$ 8,705,299.90	\$ 8,705,299.90	\$ 41,888,144.60

**Note:** Contract term will be 5 years plus 2 option years. In the event that the City elects to exercise the option years, Council action will be required to authorize funding for years 6 & 7.

# Cisco Enterprise Contract

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Questions?