

Cisco SMARTnet Contracts

Ordinance No. 220668

August 10, 2022

Finance, Governance and Public Safety Committee

Cisco Technology - IT Ordinance 220668

- ▶ Relates to purchase of technology infrastructure
- ▶ SmartNet is essentially the warranty service and licensing which covers all the enterprise Cisco related infrastructure and software.
 - ▶ This includes over 500 servers (application hosting systems)
 - ▶ Network connectivity to and within over 150 City Facilities
 - ▶ Enterprise telephone systems, including the call centers (311 and water services)
 - ▶ Cybersecurity systems
- ▶ The City, Aviation, and KCPD had separate contracts before 2017 and OneIT
 - ▶ Replaces previously approved Ordinance 170497
 - ▶ Similar contracts with both suppliers
 - ▶ Similar financing terms
- ▶ Combining these contracts streamlines support and builds substantial cost efficiencies

Cisco Contracts - Procurement Ordinance 220668

- ▶ Approves solicitation waiver contracts - ConvergeOne and Key Government Finance
 - ▶ Authorizes five-year contract - ConvergeOne
 - ▶ Firm and fixed pricing
 - ▶ Deep discount with Cisco
 - ▶ \$1M+ annually for Cisco hardware, software and services
 - ▶ Authorizes five-year payment plan agreement - Key Government Finance
 - ▶ Firm and fixed pricing, zero percent interest
 - ▶ \$5.14 million total maintenance cost
 - ▶ \$3.09 million in savings
- ▶ CREO MWBE Goals Waived
 - ▶ Proprietary nature

Installment Payment Agreement Schedule

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Payment No.	Payment Due Date	Installment Payment	Outstanding Amount
			\$5,141,086.70
1	9/15/2022	\$1,028,217.34	\$4,112,869.36
2	9/15/2023	\$1,028,217.34	\$3,084,652.02
3	9/15/2024	\$1,028,217.34	\$2,056,434.68
4	9/15/2025	\$1,028,217.34	\$1,028,217.34
5	9/15/2026	\$1,028,217.34	\$ 0.00

- Subject to annual appropriation in the GSD budget

Project Team

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- ▶ General Services Department
 - ▶ Keely Golden, Procurement Manager
 - ▶ David Evans, Chief Information Officer
- ▶ Finance Department
 - ▶ Kimberly Carter, City Treasurer
- ▶ ConvergeOne - Cisco Partner
- ▶ Key Government Finance - CISCO SMARTnet Financing Partner

QUESTIONS?

The background features abstract, overlapping geometric shapes in various shades of blue, ranging from light to dark, creating a modern and professional aesthetic.