

# 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

## Ordinance 220668

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

## Ordinance 220668

- ▶ 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.