



CITY OF ORLANDO

MEMORANDUM

To: David Billingsley, Chief Procurement Officer
From: *[Signature]* for Rosa Akhtarkhavari, Chief Information Officer
Date: April 19, 2018
Subject: Cisco SmartNet Maintenance and Support Coverage

The Information Technology Department (IT) seeks your assistance to secure City Council approval for the acquisition of Cisco SmartNet Maintenance and Support services on City-deployed network equipment.

IT, in accordance with normal practices and guidance from Purchasing, sent price quote requests to authorized resellers for Cisco SmartNet Maintenance and Support services on City-deployed network equipment. Two of these resellers responded with valid quotes, and another two responded that they would not be competing for this business.

Please reference the attached quote from Presidio Networked Solutions in the amount of \$195,247.56. Presidio is an incumbent provider of Cisco SmartNet service to the City of Orlando, and their price is offered via the terms and conditions of the cooperative procurement vehicle Florida NASPO ValuePoint Cisco AR233 (14-19) FL#43220000-WSCA-14_ACS. The current offer will cover the specified equipment list through October 31, 2019.

Attachments: Fiscal Impact Statement - Cisco SmartNet Maintenance and Support
Services for City Networking Equipment
Presidio Quote 2001118814120-03