

## Legislation Text

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### Cisco Products and Services

#### **Action:**

- A. Approve contracts with the following companies for Cisco products and services for an initial term of five years:**
- **CDWG,**
  - **DISYS,**
  - **Softchoice, and**
- B. Authorize the City Manager to renew the contracts for up to two, one-year terms with possible price adjustments and to amend the contracts consistent with the purpose for which the contracts were approved.**

#### **Staff Resource(s):**

Robert Campbell, Finance  
Kay Elmore, Finance  
Brad Dunkle, Innovation and Technology

#### **Explanation**

- Cisco products are used throughout the City's technology network infrastructure to connect users to applications and services in support of operations, including 911, 311, traffic controls, and environmental building contracts.
- The following categories of Cisco products and services will be available through these contracts:
  - Networking software;
  - Routers, mobile vehicle routers, switches, and wireless products;
  - Professional services;
  - Unified communications and data center application services; and
  - Maintenance and support.
- On August 21, 2018, the City issued a Request for Proposals (RFP) on behalf of the Charlotte Cooperative Purchasing Alliance; seven proposals were received.
- CDWG, DISYS, and Softchoice best meet the City's needs in terms of qualifications, experience, cost, and responsiveness to RFP requirements.
- Multiple awards are recommended to ensure alternative solutions, flexibility, and availability in the provision of the services/commodities to best fit the needs of each department, support 24/7 or multi-shift operational needs, and provide adequate coverage.
- The vendors are offering the City discounts for the various products and services provided in these contracts.
- Annual expenditures across all contracts are estimated to be \$3,750,000.

#### **Charlotte Business INclusion**

The City will negotiate MWSBE subcontracting participation based on each project awarded (Part C: Section 2.1. (h) of the Charlotte Business INclusion Policy).

#### **Fiscal Note**

Funding: Various department operating budgets