



COLLIN COUNTY

Information Technology
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To: Judge Keith Self
Commissioner Duncan Webb
Commissioner John Thomas
Commissioner Cheryl Williams
Commissioner Susan Fletcher
Bill Bilyeu

From: Caren Skipworth, CIO

Date: June 25, 2018

Re: FY18 Cisco Software Agreement Maintenance Award

Information Technology is requesting award of the county Cisco software support agreement, a budgeted FY18 maintenance expense, as a three-year contract sold by NETSYNC and funded through Key Government Finance. The NETSYNC offer was evaluated the best by Collin County for Cisco Software Maintenance based on a competitive quote process. This three-year contract arrangement is similar to the maintenance agreement currently in effect for the county owned Cisco hardware. The cost of the maintenance contract will be \$545,762.04, or \$181,920.68 per year for three years. The payment schedule is:

<u>Annual Payment</u>	<u>Payment Date</u>
\$ 181,920.68	7/1/2018
\$ 181,920.68	1/1/2019
\$ 181,920.68	1/1/2020

The three-year agreement represents a savings of nearly \$132,000 over the three year term when compared to the cost of a single year renewal plan.

As with any other multi-term agreement, non-appropriation clauses are in effect per state statute should the court elect not to fund our Cisco maintenance in future fiscal years.