



# COLLIN COUNTY

Information Services  
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**To:** Judge Keith Self  
Commissioner Duncan Webb  
Commissioner Chris Hill  
Commissioner Cheryl Williams  
Commissioner Susan Fletcher  
Bill Bilyeu

**From:** Caren Skipworth, CIO

**Date:** December 2, 2016

**Re:** Request for Cisco Maintenance Contract

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Information Technology is requesting award of the county Cisco maintenance agreement, a budgeted FY17 maintenance expense, as a three-year contract sold by Netsync Network Solutions and funded through Key Government Finance. Netsync Network Solutions has been evaluated as the lowest and best offer to Collin County for Cisco Maintenance based on a competitive quote process. This three-year contract arrangement is similar to the expiring maintenance agreement currently in effect for the county owned Cisco hardware. The cost of the maintenance contract will be \$832,901.33, or \$277,633.78 per year for three years. The payment schedule is:

<u>Annual Payment</u>	<u>Payment Date</u>
\$ 277,633.78	1/1/2017
\$ 277,633.78	1/1/2018
\$ 277,633.77	1/1/2019

The three-year agreement represents a savings of approximately \$100,000 over the cost of a single year renewal plan and gives the county the ability to add and delete items to the maintenance agreement as equipment is added to or removed from our network.

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.