



COLLIN COUNTY

Information Services
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To: Judge Chris Hill
Commissioner Duncan Webb
Commissioner Darrell Hale
Commissioner Cheryl Williams
Commissioner Susan Fletcher

From: Caren Skipworth, CIO

Date: March 9, 2020

Re: Request for Cisco Maintenance Contract

Information Technology is requesting award of the county Cisco hardware maintenance agreement, a budgeted FY20 maintenance expense, as a three-year contract sold by Red River Technologies and funded through Key Government Finance. Red River Technologies is the lowest cost 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 \$1,080,474.48 or \$360,158.16 per year for three years. The payment schedule is:

<u>Annual Payment</u>	<u>Payment Date</u>
\$ 360,158.16	1/1/2020
\$ 360,158.16	1/1/2021
\$ 360,158.16	1/1/2022

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.