


SUBJECT: Award of Bid No. 21-106C, Cisco Enterprise Agreement to World Wide Technology, LLC, for the contract amount of \$201,237.84.

AGENDA OF: November 17, 2020

ASSEMBLY ACTION:

Approved Under The Consent Agenda 11-17-20 

MANAGER RECOMMENDATION: Present to the Assembly for consideration.

APPROVED BY GEORGE HAYS, ACTING BOROUGH MANAGER.

George Hays

Route To:	Department/Individual	Initials	Remarks
	Purchasing Officer	<i>QSA</i>	11/05/2020
	IT Director	Eric Wyatt	Digitally signed by Eric Wyatt Date: 2020.11.05 10:10:58 -09'00'
	Finance Director	<i>CS</i>	
	Borough Attorney	<i>NS</i>	
	Borough Clerk	<i>BAA for SKM</i>	11-9-20

ATTACHMENT (S): Fiscal Note: Yes ☒ No ☐
Quote (1p)

SUMMARY STATEMENT: The MSB IT Department currently has multiple Cisco Cyber Security software contracts that renew each year. We are also in the process of adding and additional software contract to further enhance Cyber Security. By moving the software contracts into a single "Enterprise Agreement" (EA) with Cisco, MSB can get all of the required products and a discounted price. MSB currently pays just under \$84,000 annually for these products. Rolling the products into the EA and adding the additional product would normally cost about \$87,000 annually. Using credits for the software already paid for this year, our new calculated rate for each of three (3) years is \$67,079.28 annually, for a total of \$201,237.84 for 3 years.

In addition MSB will receive software license that would normally cost over \$116,000 annually, for just an additional \$3,000 annually. This contract will save the Borough considerable funding while the added software will substantially enhance the Cyber Security Posture.

The first month of the first year cost of this agreement is being funded by the Coronavirus Cares Act Grant see #1 on IM 20-139. This agreement will support the Information Technology Department for all assembly districts.

MSB 3.08.360 allows the Borough to enter into procurement agreements when it is in the best interest of the borough. The National Association of State Procurement Officials (NASPO), solicits, evaluates and awards contracts through a national competitive solicitation process on behalf of its members. Members can choose these contracts and procurement processes which satisfy borough solicitation requirements and avoid duplication of the process. A cost proposal was requested and deemed acceptable from World Wide Technology utilizing NASPO pricing. NASPO Contract numbers are as follows, AR2477 and AR3227.

The term length for this agreement is for three years subject to annual appropriation of funds by the Borough Assembly. Contract signing will be dependent upon the Borough Attorney's review & acceptance of the terms & conditions of the Enterprise Agreement.

The Information Technology Department, Division will be administering the contract.

RECOMMENDATION OF ADMINISTRATION: Award of **CONTRACT NO. 21-106C, CISCO ENTERPRISE AGREEMENT TO WORLD WIDE TECHNOLOGY, LLC** for the contract amount of **TWO HUNDRED ONE THOUSAND TWO HUNDRED THIRTY SEVEN DOLLARS AND 84/100 CENTS (\$201,237.84)**.

**MATANUSKA-SUSITNA BOROUGH
FISCAL NOTE**

Agenda Date: November 17, 2020

SUBJECT: Award of Bid No. 21-106C, Cisco Enterprise Agreement to World Wide Technology, LLC, for the contract amount of \$201,237.84.

ORIGINATOR: Purchasing

FISCAL ACTION (TO BE COMPLETED BY FINANCE)	FISCAL IMPACT <u>(YES)</u> NO
AMOUNT REQUESTED <u>\$201,237.84</u>	FUNDING SOURCE <u>Cares Act/Misc. Cap. Projects</u>
FROM ACCOUNT # <u>475.000.000 444.222 (25,589.94 FY20)</u> <u>480.000.000 444.222 (261,489.34 FY21)</u>	PROJECT # <u>47532</u> <u>47043</u>
TO ACCOUNT :	PROJECT #
VERIFIED BY: <u>Kim W. Wadell</u>	CERTIFIED BY:
DATE: <u>11-05-2020</u>	DATE:

EXPENDITURES/REVENUES:

(Thousands of Dollars)

OPERATING	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026
Personnel Services						
Travel						
Contractual						
Supplies						
Equipment						
Land/Structures						
Grants, Claims						
Miscellaneous						
TOTAL OPERATING						

CAPITAL	<u>67.1</u>	<u>67.1</u>	<u>67.1</u>			
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REVENUE						
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FUNDING:

(Thousands of Dollars)

General Fund						
State/Federal Funds	<u>5.6</u>					
Other	<u>61.5</u>	<u>67.1</u>	<u>67.1</u>			
TOTAL	<u>67.1</u>	<u>67.1</u>	<u>67.1</u>			

POSITIONS:

Full-Time						
Part-Time						
Temporary						

ANALYSIS: (Attach a separate page if necessary) *FY22 & FY23 subject to annual budget appropriation.

PREPARED BY: _____ PHONE: _____

DEPARTMENT: Chieftennickendel DATE: _____

APPROVED BY: _____ DATE: 11/5/2020



Sales Quotation		Submitted By	Submitted To
Quote Number	5438871.1	ISR: Michael E. (Mike) Hommel (314) 301-2479 Mike.Hommel@wwt.com	MATANUSKA-SUSITNA BOROUGH Eric.Wyatt (907) 861-8570 eric.wyatt@matsugov.us
Profile:	SLED		
Customer:	MATANUSKA-SUSITNA BOROUGH	AM: AM Jason Allen Troutman Jason.Troutman@wwt.com	
Quote Date:	10/27/2020		
Expiration Date:	11/30/2020		
Quote Name	Security Choice EA 2.0		

Term (Years)	3
Billing Model:	Annual
Cisco Deal ID	42739127

Quote for 3 Year Term

Enterprise Agreement - Initial Transaction				
Manufacturer Part #	Description	Qty	Annual Price	Total Price
E2SF-P-AMP-ADV-10	Sec EA 2.0 Choice AMP Endpoints Advantage 10pk - Each	100	\$ 17,664.00	\$ 52,992.00
E2SF-A-AC-APEX-10	Security EA 2.0 Choice AnyConnect Apex License 10pk - Each	50	\$ 1,080.00	\$ 3,240.00
E2SF-I-ISE-PLUS-10	Security EA 2.0 Choice ISE Plus License 10pk - Each	100	\$ 2,256.00	\$ 6,768.00
E2SF-F-FPR1120T	Sec EA 2.0 Choice FPR1120 Threat Defense Threat, Malware,URL - Each	5	\$ 4,858.80	\$ 14,576.40
E2SF-S-SWPNM-10	Security EA 2.0 Stealthwatch PNM License -10PK - End Point	200	\$ 23,568.00	\$ 70,704.00
E2SF-T-TG-CL-K9	Sec EA 2.0 Choice TG Cloud Subs - 3 Users, Manual Submission - Each	1	\$ 6,900.96	\$ 20,702.88
E2SF-U-DNS-ADV	Sec EA 2.0 Choice Umbrella DNS Advantage - Each	1000	\$ 8,640.00	\$ 25,920.00
SVS-EA2-SIG-SUPT-E	Umbrella Support for DNS/SIG Packages - Enhanced	1	\$ 2,111.52	\$ 6,334.56
EA2F-SECURITY			\$67,079.28	\$201,237.84

Not-To-Exceed True Forward Pricing			Subscription - Per Year - Per Unit
Manufacturer Part #	Description		
E2SF-P-AMP-ADV-10	Sec EA 2.0 Choice AMP Endpoints Advantage 10pk - Each		\$ 176.64
E2SF-A-AC-APEX-10	Security EA 2.0 Choice AnyConnect Apex License 10pk - Each		\$ 21.60
E2SF-I-ISE-PLUS-10	Security EA 2.0 Choice ISE Plus License 10pk - Each		\$ 22.56
E2SF-F-FPR1120T	Sec EA 2.0 Choice FPR1120 Threat Defense Threat, Malware,URL - Each		\$ 971.76
E2SF-S-SWPNM-10	Security EA 2.0 Stealthwatch PNM License -10PK - End Point		\$ 117.84
E2SF-U-DNS-ADV	Sec EA 2.0 Choice Umbrella DNS Advantage - Each		\$ 8.64

SAAS/HaaS Terms

- Scope. The items in this quote ("Quote") are resold to Customer by WWT solely pursuant to the terms and conditions in this Quote and the third party provider's licensing terms or any other terms and conditions applicable to the items. By their respective signatures, each party agrees that this Quote supersedes all other communications, negotiations and prior oral or written statements or agreements, including any master agreements executed between the parties. No modification shall be affected by WWT's receipt or acceptance of Customer's POs, shipping instruction forms, or other documentation containing terms at variance with or in addition to those set forth herein, all of which are objected to by WWT.
- Auto Re-Renewal and Cancellation. The items sold herein may be subject to auto-renewal provisions. Please refer to the third party provider's terms and conditions for any auto-renewal provisions. Customer may not cancel any of the items provided herein unless the third party provider allows for such cancellation.
- Payment terms are net 30 days from Customer's receipt of the invoice for the purchase. WWT may invoice parts of an order separately. A Purchase Order ("PO") will be required based on the billing model preference.
- Taxes. All taxes are due upon commencement based on 30 day payment terms.
- Payment Options: Payment upfront as listed above. For a monthly, quarterly or annual payments please see the attached Payment Schedule.
- Warranty. Each party represents and warrants that this Quote is signed by a representative authorized to contractually bind its respective company. Customer is relying on the third party provider's services descriptions and specifications. WWT EXPRESSLY DISCLAIMS ALL WARRANTIES AND CONDITIONS, WHETHER EXPRESS OR IMPLIED, WITH RESPECT TO THE ITEMS QUOTED HEREIN, INCLUDING BUT NOT LIMITED TO, THE IMPLIED WARRANTIES OF MERCHANTABILITY, INFRINGEMENT OR FITNESS FOR A PARTICULAR PURPOSE.
- Limitation of Liability. WWT's sole obligation with respect to the resale of the items quoted herein is to act as a billing agent. IN NO EVENT SHALL WWT'S AGGREGATE LIABILITY TO CUSTOMER FOR DAMAGES OF ANY KIND UNDER THESE SALES TERMS OR IN ANY ORDER FORM ISSUED HEREUNDER EXCEED THE AMOUNT OF THE ERROR IN BILLING.
- Licensing. The items quoted herein are subject to and governed exclusively by the then-current applicable third-party provider's end-user license agreement, services terms, and service descriptions. Such terms and conditions are an agreement exclusively between Customer and the applicable third-party provider. Customer acknowledges and agrees that WWT is not a party to any such terms and condition or any other agreements between Customer and the third-party provider. Customer agrees to look solely to the third-party provider for satisfaction of any and all license support claims or obligations related to items quoted herein but may request assistance from WWT with its claim, which assistance WWT shall use commercially reasonable efforts to provide.

Customer Signature: _____ World Wide Technology LLC: _____

Title: _____ Title: _____

Date: _____ Date: _____

Am 20-131