



Pinellas County

Staff Report

File #: 21-1731A, **Version:** 1

Subject:

Award of bid to Presidio Holdings Inc. d/b/a Presidio Networked Solutions LLC for Cisco equipment, software, and maintenance.

Recommended Action:

Approval of the award of bid to Presidio Holdings Inc. d/b/a Presidio Networked Solutions LLC (Presidio), as requested by the Business Technology Services Department (BTS), for Cisco equipment, software, and maintenance.

- This contract provides continued maintenance and support of Cisco software, equipment and professional services and is based on discounted percentages off the Cisco retail price list.
- Six bids were received, with award recommendation to Presidio based on highest percentage discount from manufacturer's suggested retail price (MSRP). Per BTS, the amount of the award is based upon the BTS budgetary allowance of \$24,500,000.00 over a five-year contract duration.
- This contract will replace current Contract No. 156-0272-B which expires in September 2021.
- This contract, compared to the previous contract, will provide for an additional minimum 1% discount on support, and an additional 8%-22% on equipment and software.
- BTS manages Cisco products and services that support the County's Enterprise Information Technology infrastructure in service to County communications and backend support for business applications critical to County operations.
- This contract will provide for replacement of the County's Telephone system over its term, leveraging current investments in Cisco infrastructure and new equipment and software.
- This contract represents a \$12,700,000 (108%) increase over the previous five (5) year contract.
- The increase is the result of the addition of two new line items with a total impact of \$8,674,650 and continuous consolidation of technologies:
 - Telephone modernization budgeted at \$5,374,650 over the five year period.
 - Training and Professional Services at \$3,300,000 over the five year period.
 - Additional investment in Cybersecurity such as Next Generation Firewalls and Network Segmentation Technologies (\$1,250,000).
 - Consolidation and growth of in the server infrastructure.
 - Growth in network infrastructure (e.g. capital projects such as PSC and consolidated courts)
- The BTS Department's FY22 Proposed Budget includes \$5,042,830 specifically identified to support these estimated expenditures.
- A PowerPoint presentation (BTS Supplemental Information 21-1731A 21-0299-B(AJM)) has been added to provide additional information.

Bid No. 21-0299-B(AJM) for a five-year total of \$24,500,00.00. Authorize the Chairman to sign and

the Clerk of the Circuit Court to attest.

Strategic Plan:

Deliver First Class Services to the Public and Our Customers

5.2 Be responsible stewards of the public’s resources

5.3 Ensure effective and efficient delivery of county services and support

5.4 Strive to exceed customer expectations

Summary:

This contract provides continued maintenance and support of Cisco software, equipment and professional services and is based on discount percentages off the Cisco retail price list. BTS manages the Cisco products and services to include network hardware, network and VOIP software subscriptions and licensing, and Smartnet.

This contract is for five (5) years with a provision for one five (5) year extension. Equipment installation will be performed by the BTS department.

Background Information:

On March 2, 2021, the Purchasing and Risk Management Division, on behalf of BTS, released an invitation to bid (ITB) with the intent to establish a contract for the purchase of Cisco equipment, software, and maintenance.

Six bids were received, with award recommendation to Presidio based on the highest percentage discount from MSRP. Per BTS, the amount of the award is based upon the BTS budgetary allowance of \$24,500,000.00 over a five-year contract duration.

This contract will replace current Contract No. 156-0272-B which expires in September 2021.

Fiscal Impact:

Estimated not to exceed expenditure over five (5) years: \$24,500,000.00

*Annualized average expenditure: \$4,900,000.00

**Annual expenditure will vary based on BTS managed equipment end-of-life replacement schedules and right sizing annual support agreement negotiations.*

Breakdown - BTS’ Estimated Expenditures over the five (5) years:

1. Network:	\$ 7,298,440.00
2. Server:	\$ 3,891,080.00
3. Smartnet:	\$ 4,273,570.00
4. Telephone (including replacement of current system):	\$ 5,374,650.00
5. Training and Professional Services:	\$ 3,300,000.00
6. <u>Unanticipated Requests:</u>	<u>\$ 362,260.00</u>
Total:	\$24,500,000.00

Funding is derived from the BTS Capital Improvement Program and operating funds in support of

End-of-Life replacement and growth, and annual maintenance and support agreements. The BTS Department's FY22 Proposed Budget includes \$5,042,830 specifically identified to support these estimated expenditures. If FY22 expenditure needs exceed that budget amount, BTS will either absorb those purchases within their FY22 budget appropriation or will request a budget amendment.

Customer departments are responsible for ensuring budget appropriation is available prior to use of this contract for any unanticipated/unspecified request.

Staff Member Responsible:

Jeff Rohrs, Chief Information Officer, Business Technology Services

Merry Celeste, Division Director, Purchasing & Risk Management, Administrative Services

Joe Lauro, Director, Administrative Services

Partners:

N/A

Attachments:

Service Agreement

Cisco - End User Information Form

Bid Tabulation