

**Lee County Board Of County Commissioners
Agenda Item Summary**

Blue Sheet No. 20031321

1. REQUESTED MOTION:

ACTION REQUESTED: Approve the award of Project # EX040060, the purchase of Cisco network hardware and maintenance, for Lee County ITG, at Florida State Contract pricing, from Solarcom LLC. Grand total cost: \$127,946.33. Permission is also requested to purchase the annual maintenance for the useful life of this hardware at an annual cost of approximately \$20,000 per year.

WHY ACTION IS NECESSARY: Purchases over \$50,000 must be approved by the Board.

WHAT ACTION ACCOMPLISHES: Provides the County with spare parts to decrease the downtime associated with the Local Area Network. Maintenance contract costs with Cisco can be reduced from \$110,900 per year to \$60,355, saving the County \$50,546 per year. ROI of 2.5 years. These spares would be used as a Network Test Lab.

2. DEPARTMENTAL CATEGORY: 6
COMMISSION DISTRICT #

C6E

3. MEETING DATE:

11-18-2003

4. AGENDA:

5. REQUIREMENT/PURPOSE:
(Specify)

6. REQUESTOR OF INFORMATION:

- CONSENT
- ADMINISTRATIVE APPEALS
- PUBLIC WALK ON
- TIME REQUIRED:

- STATUTE
- ORDINANCE
- ADMIN. AC-4-1
- CODE
- OTHER

- A. COMMISSIONER
- B. DEPARTMENT County Administration
- C. DIVISION County Manager ITG

BY: Jim Desjarlais

7. BACKGROUND: On November 3, 2003, the Division of Purchasing received a request from Lee County Administration to prepare a request to purchase Cisco network hardware and maintenance, at the prices listed in the Florida State Contract.

Funding is available: KC132851500.506410

- Attachments: (1) Department Request for State Contract Purchase (3) Solarcom LLC's Quotation
(2) Florida State Contract #250-000-03-1 (4) Network Test Lab Proposal

8. MANAGEMENT RECOMMENDATIONS:

9. RECOMMENDED APPROVAL:

A Department Director	B Purchasing or Contracts	C Human Resources	D Other	E County Attorney	F Budget Services				G County Manager
<i>[Signature]</i> 11-4-03	<i>[Signature]</i> 11-4-03			<i>[Signature]</i>	QA 11/5/03	OM 11/5/03	Risk 11/5/03	GC 11/5/03	<i>[Signature]</i>

10. COMMISSION ACTION:

- APPROVED
- DENIED
- DEFERRED
- OTHER

Rec. by CoAtty
Date: 11/4/03
Time: 3:20
Forwarded To:
Co. Atty
11/5/03

RECEIVED BY
COUNTY ADMIN: TD
11/5 930
COUNTY ADMIN
FORWARDED TO: [Signature]
11/5 200

ATTACHMENT # 1

From: Jim Desjarlais
To: Sheehan, Janet
Date: 11/3/03 4:09PM
Subject: Blue Sheet for Spare network equipment

Janet,

As discussed with Bob Franceschini, please proceed with the blue sheet preparation for spare network as quoted by Solarcom. Account string will be KC132851500 506410

Thank you for your help.

CC: Dean , Clint; Franceschini, Robert

ATTACHMENT # 2

IT Hardware 250-000-03-1

Effective: 08/01/2002 through 07/31/2005

To purchase under this Contract use a Request for Quotes
(Suggested Form).

How to Use this Contract

Products Available

Contractors

Contract

E-Procurement Amendment

IT Hardware

250-000-03-1

Vendor Information

⊕	<u>3Com</u>	http://www.3com.com/solutions/en_US/gov
⊕	<u>ABC Computers</u>	http://www.abc2000.com/computer-st-gov-p
⊕	<u>Ace Computers</u>	http://www.acecomputers.com/showpages.a
⊕	<u>Acer America</u>	http://www.acer.com/APP/AKC/INTERNET/A
⊕	<u>ADIC</u>	http://www.adic.com/florida
⊕	<u>Aethra, Inc.</u>	http://www.aethra.net/official_price.pdf
⊕	<u>Alcatel</u>	http://www.ind.alcatel.com/cf_forms/florida
⊕	<u>American Power Conversion</u>	http://159.215.19.5/govrslr.nsf/state?OpenV
⊕	<u>Apple Computer</u>	http://homepage.mac.com/flcontract/fl.pdf
⊕	<u>Avaya</u>	http://www1.avaya.com/floridastate/florida4
⊕	<u>CDW-G (Toshiba)</u>	http://www.cdwg.com/shop/contracts/contr
⊕	<u>Cisco</u>	http://www.cisco-fl.com/
⊕	<u>IKON Office Solutions</u>	http://www.ikon.com/extranet/florida/techn
⊕	<u>Insight Public Sector (Formerly Comark)</u>	http://www.ips.insight.com/floridaIT
⊕	<u>Conditioned Air and Power Inc (Liebert)</u>	http://www.liebertstatecontract.com/
⊕	<u>Cyberguard</u>	http://www.cyberguard.com/florida/main.cfm
⊕	<u>Dell</u>	http://premier.dell.com/premier/acc_ign.asp



Southeast Area **Florida**

State Web Site



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State Authorized Resellers

➤ Cisco Systems is the worldwide leader in networking for the Internet. Cisco networking solutions are the foundation of the Internet and most networks around the world, enabling productivity and collaboration for corporate, educational, and government organizations.

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Florida Authorized State Contract Resellers - 07/30/03

NOTE: ALL ORDERS SHOULD BE DIRECTED TO:

Cisco Systems or to an Authorized Reseller listed

SPURS VENDOR NUMBER: F770059951-007
 VENDOR: Cisco Systems, Inc. (A)
 STREET ADDRESS OR P.O. BOX: 1801 Hermitage Blvd., Suite 460
 CITY, STATE, ZIP: Tallahassee, FL 32308 TELEPHONE: _____
2516
 TOLL FREE NO.: _____
 ORDERING FAX NO.: (850) 523-2599
 REMIT ADDRESS: Bank of America / 1455 Market St. 21# FL Remittance Ba
 CITY, STATE, ZIP: San Francisco, CA 94103

WILL NOT ACCEPT THE STATE OF FLORIDA PURCHASING CARD

PRODUCT INFORMATION: DIRECT INQUIRY TO:

NAME AND TITLE: Denise Yaeger, Acct. Manager
 STREET ADDRESS OR P.O. BOX: 1801 Hermitage Blvd., Suite 460
 CITY, STATE, ZIP: Tallahassee, FL 32308
 TELEPHONE: Denise Yaeger (850) 523-2516
 TOLL FREE NO.: _____
 URL HOME PAGE ADDRESS: http://www.cisco.com
 ELECTRONIC MAIL ADDRESS: dyaeger@cisco.com

Authorized Partners

BellSouth Communication Systems, LLC
 1936 Blue Hills Drive
 Roanoke, VA 24012
 Contact: Roger Dungen
 Corporate Manager

Reporting Contact (if different):
Curtis Padgett
 Branch Sales Manager
Curt.padgett@bellsouth.com

Central Data, Inc.
 8855 Grissom Parkway
 Titusville, FL 32780
 Contact: Joy Yoshida

Deborah Alvarado
Sr. Office Administrator
debbi.alvarado@icn.siemens.com
407-661-2258

Solarcom LLC
One Sun Court
PO Box 926020
Norcross, GA 30092
Contact: Robert Spessard
Executive VP Sales

Reporting Contact (if different)
Jim Sheldon
904-680-3181
904-680-3146
888-377-9562-FAX
JSheldon@solarcom.com

Sprint – Florida
151 Southhall Lane
Maitland, FL 32371
Contact: R. Bruce Young
Director of Sales
Reporting Contact (if different):
Richard Hartsfield
Government Specialist
richard.c.hartsfield@mail.sprint.com

Strategic Solutions of SW FL, Inc.
dba Strategic Technology Solutions
10241 Metro Parkway, Suite 112
Ft. Myers, Florida 33912
Contact Marc C. Farron
President

Reporting Contact (if different)
Don Paolino
Director/Business Development
don.paolino@strategictechsolutions.com

Verizon Florida Inc.
1907 US Highway 301 N.
Tampa, FL 33619
Contact: Carl Holler
Branch Sales Engineering Mgr.
Reporting Contact (if different):
Rich Sterenczak
Corporate Account Manager
Rich.Sterenczak@verizon.com

Veytec, Inc.
3855 Saint Valentine Way
Orlando, FL 32811
Contact: Floyd E. Henson
President
Reporting Contact (if different):
Wayne Dear
407-849-6391
wdear@Veytec.com

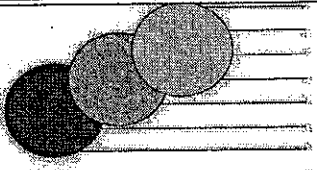
WAVENet Technologies, Inc.
106 E. Gregory Street
Pensacola, FL 32501
Contact: Michael Catanese
President

Appendix A – Spare Network Equipment Details

Equipment to be purchased

		Custom Solution for Lee County			
 Prepared by: Jim Sheldon Phone: 904 680-3146 Fax: 904 680-3181 Email: jsheldon@solarcom.net		Attachments			
		Sales Agreement			
		Scope of Work			
		Lease Proposal			
Line	Qty.	Part #	Description	Price	Ext. Price
1	2	WS-C2924M-XL-EN	24-port 10/100 Switch w/Two Module Slots (Enterprise Edition	1,696.60	3,393.20
2	2	CAB-AC	Power Cord,110V	0.00	0.00
3	2	WS-C3550-24-EMI	24-10/100 and 2 GBIC ports:Enhanced Multilayer SW Image	3,393.20	6,786.40
4	2	CAB-AC	Power Cord,110V	0.00	0.00
5	2	WS-G5484	1000BASE-SX Short Wavelength GBIC (Multimode only)	340.00	680.00
6	2	WS-G5486	1000BASE-LX/LH long haul GBIC (singlemode or multimode)	676.60	1,353.20
7	1	1202217L2	ADTRAN - ADTRAN T3SU 300	2,955.33	2,955.33
8	1	CISCO2620XM	Mid Performance 10/100 Ethernet Router with Cisco IOS IP	1,560.00	1,560.00
9	1	CAB-AC	Power Cord,110V	0.00	0.00
10	1	S26C-12301	Cisco 2600 Ser IOS IP	0.00	0.00
11	1	WIC-IDSU-T1	1-Port T1/Fractional T1 DSU/CSU WAN Interface Card	1,000.00	1,000.00
12	1	MEM2600XM-32D-INC	32MB DRAM Memory factory default for the Cisco 261x/2xXM	0.00	0.00
13	1	MEM2600XM-16FS-INC	16MB Flash factory default for the Cisco 2600XM	0.00	0.00
14	1	WS-C4006-S3	Catalyst 4000 Chassis(6-Slot),SupIII w/2 GE, 2 AC P/S, Fans	13,596.60	13,596.60
15	1	S4KL3-12112EW	Cisco IOS BASIC L3 Cat4500 SUP 3/4 (RIP,St.Routes,IPX,AT)	0.00	0.00
16	3	CAB-7KAC	AC Power Cord North America	0.00	0.00
17	1	WS-X4008/3	Catalyst 4000 AC PS Redundant	676.60	676.60
18	1	WS-X4148-RJ45V	Catalyst 4500 Inline Power 10/100, 48-Ports (RJ45)	4,076.60	4,076.60
19	1	WS-X4306-GB	Catalyst 4500 Gigabit Ethernet Module, 6-Ports (GBIC)	2,036.60	2,036.60
20	1	WS-X4014	Catalyst 4000 Supervisor III (2 GE), Console(RJ45)	0.00	0.00
21	1	WS-X4008	Catalyst 4000 AC Power Supply	0.00	0.00
22	1	WS-X4008/2	Catalyst 4000 Dual AC Power Supply Option	0.00	0.00
23	1	WS-C6509-2GE	Cat6509 chassis w/ Sup1A-2GE (Requires Power Supply)	10,873.20	10,873.20
24	1	WS-CAC-2500W	Catalyst 6000 2500W AC Power Supply	2,040.00	2,040.00
25	1	CAB-AC-C6K-TWLK	Power Cord, 250Vac 16A, twist lock NEMA L6-20 plug, US	0.00	0.00
26	1	SC6K-SCVK9-7.6.1	Catalyst 6000 Sup 1 Flash Image w/CV and SSH, Release 7.6.1	0.00	0.00
27	1	MEM-C6K-FLC24M	Catalyst 6000 Supervisor PCMCIA Flash Mem Card, 24MB Option	408.00	408.00
28	1	WS-X6408A-GBIC	Catalyst 6000 8-port GE, Enhanced QoS (Req. GBICs)	6,796.60	6,796.60
29	1	WS-X6348-RJ21V	Catalyst 6000 48-port 10/100, Inline Power, RJ-21	8,836.60	8,836.60
30	1	WS-C6K-9SLOT-FAN	Catalyst 6000 Fan Tray for 9-Slot Systems	0.00	0.00
31	1	WS-X6K-SUP1A-2GE	Catalyst 6000 Supervisor Engine1A, Enhanced QoS, 2GE	0.00	0.00
32	1	C7206VXR/400/2FE	7206VXR with NPE-400 and I/O Controller with 2 FE/E Ports	11,900.00	11,900.00
33	1	PWR-7200	Cisco 7200 AC Power Supply Option	0.00	0.00
34	1	CAB-AC	Power Cord,110V	0.00	0.00
35	1	S72BS-12214S	Cisco 7200 Series IOS DESKTOP/IBM	680.00	680.00
36	1	MEM-I/O-D-FLD48M	Cisco 7200 I/O PCMCIA Flash Disk, 48 MB Option (Default)	0.00	0.00
37	1	MEM-NPE-400-D-128M	128MB Memory for NPE-400 in 7200 Series	0.00	0.00
38	1	PA-H	1-Port HSSI Port Adapter	4,080.00	4,080.00
39	1	PA-MC-2T3+	2 port multichannel T3 port adapter	19,040.00	19,040.00
40	1	PA-POS-OC3SML	1-Port Packet/SONET OC3c/STM1 Singlemode (LR) Port Adapter	6,800.00	6,800.00
TOTAL					109,569.53

Maintenance On Equipment to be purchased

		Custom Solution for Lee County			Attachments	
		Prepared by: Jim Sheldon Phone: 904 680-3146 Fax: 904 680-3181 Email: jsheldon@solarcom.net			Sales Agreement <input type="checkbox"/> Scope of Work <input type="checkbox"/> Lease Proposal <input type="checkbox"/>	
Line	Qty.	Part #	Description	Price	Ext. Price	
1	2	CON-OSP-WS-C	24x7x4 Onsite Svc, WS-C2924M-XL-A, WS-C2924M-XL	551.00	1,102.00	
2	2	CON-OSP-C3550	24x7x4 Onsite Svc, 24-10/100 and 2 GBIC ports:Enhanc	758.10	1,516.20	
3	1	CON-OSP-26XX	OSP Svc,2600 Series,Ethnet Modular Router w/IOS IP s	744.80	744.80	
4	1	CON-OSP-WS-C	24x7x4 Onsite Svc, Cat4000 (6-Slot),AC PS,Fans	3,005.80	3,005.80	
5	1	CON-OSP-WS-C	24x7x4 Onsite Svc, Cat6509 chassis w/ Sup1A-2GE	6,023.00	6,023.00	
6	1	CON-OSP-7206	CISCO7206 On-Site Premium Maintenance	5,985.00	5,985.00	
7				0.00	0.00	
8				0.00	0.00	
9				0.00	0.00	
10				0.00	0.00	
11				0.00	0.00	
12				0.00	0.00	
13				0.00	0.00	
14				0.00	0.00	
15				0.00	0.00	
16				0.00	0.00	
17				0.00	0.00	
18				0.00	0.00	
19				0.00	0.00	
TOTAL					18,376.80	



Cisco Maintenance Contract and Network Test Lab Proposal October 29, 2003

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Executive Summary

This proposal addresses the need within Lee County's networking environment to:

- To decrease the network downtime associated with Local Area Network (LAN) hardware failures
- Decrease the maintenance cost of LAN equipment
- Simplify maintenance contract management for this equipment
- Improve the Network Support Group's (NSG's) ability to accurately and successfully manage the LAN infrastructure.

The recommendation being made is for Lee County to:

- Consolidate all maintenance contracts on LAN equipment into one coterminous contract
- Change the maintenance contract requirements on all equipment from 4-hour on-site replacement to next-business-day replacement, which will substantially reduce the cost of the maintenance
- Purchase a set of spare network LAN equipment in order to facilitate shorter outages and allow for lower maintenance costs of existing equipment
- Use this spare equipment as a Network Testing lab, which will allow the NSG to provide better service to the county by being able to test, upgrade, and make system changes in a test environment instead of the live county networking environment.

The cost of the additional equipment being recommended is \$128k, and will be offset by lowering the maintenance charges per year on the existing equipment from \$111k to \$60k. This is an ROI of 2 ½ years.

Scope

This proposal presently addresses the ITG-supported Cisco networking equipment that is presently in use in the county's network. It does not cover any equipment that is presently being leased from and maintained by Sprint on the Wide Area Network (WAN).

Current Situation

As Schlumberger began reviewing the maintenance contracts that cover the Cisco networking equipment in Lee County, it became evident that some issues needed to be addressed. These included inadequate coverage amounts, some equipment not under maintenance, complicated and time-consuming maintenance renewal, and the lack of a network test laboratory.

Currently there are 5 maintenance contracts for Cisco equipment, each with its own different termination date. Therefore, each one must be quoted and approved separately at different times throughout the year. The contracts are administered by Solarcom, and are a mixture of 7x24x4 coverage (7 days a week, 24 hours a day, with onsite replacement within 4 hours) and 5x8xNBD (5 days per week, 8 hours a day, with Next Business Day replacement of parts).

Recommendation Details

Schlumberger recommends the following in order to address the needs discussed above:

1 – Consolidate maintenance contracts on existing equipment

Consolidate all maintenance contracts into one that will expire at the same time each year. This will allow for much less time being spent on the renewals each year particularly when dealing with Solarcom and the county's purchasing department. This change will also allow for easier tracking of maintenance contract details and charges.

2 – Downgrade Existing Maintenance Contract Coverage

Since we would have spare networking equipment available for immediate replacement in the field, it would no longer necessary to have 7x24x4 coverage on the existing equipment. By downgrading this coverage the county would save \$50,546.10 per year on maintenance charges over having all equipment on 7x24x4 coverage.

Following are tables showing each of the quotes, their associated costs, and savings to be realized.

7x24x4 Coverage Quotes

Quote Q3442083 - 7x24x4	\$48,492.00
Quote Q3442095 - 7x24x4	\$49,486.00
** Quote Q3442112 - 8x58NBD	\$80.00
** Quote Q3543664 - 8x5xNBD	\$1,748.89
Quote Q3442105 - 7x24x4	\$11,094.00
TOTAL	\$110,900.89

8x5xNBD Coverage Quotes

Quote Q3442083 - 8x5xNBD	\$24,525.00
Quote Q3442095 - 8x5xNBD	\$27,977.91
** Quote Q3442112 - 8x58NBD	\$80.00
** Quote Q3543664 - 8x5xNBD	\$1,748.89
Quote Q3442105 - 8x5xNBD	\$6,022.99
TOTAL	\$60,354.79

Difference (Savings)

$\$110,900.89 - \$60,354.79 = \$50,546.10$

** Coverage for new PIX 501 firewalls used at EMS. Since we already have a spare PIX 501, we would not upgrade this maintenance to 7x24x4.

3 - Purchase Spare Network Equipment

The county would, with savings from the reduced maintenance charges, purchase one of each of the major networking components that is presently in use in the county, to use as spares. Turn-around time for an outage of one of these parts would be less than 1 hour, with local Network Services Group (NSG) employees doing the following when an outage occurs:

- Taking the spare from the network test lab
- Loading it with pre-existing configuration files that are stored on both the network and a local laptop PC
- Delivering and installing it at the outage location
- Reporting the outage to Cisco and requesting a replacement piece of equipment
- Installing the replacement piece the next day from Cisco back into the test lab.

The cost of these spares is quoted as being \$127,946.33. See **Appendix A** for detailed list of the equipment and maintenance that would be purchased.

As well as providing for a much quicker turn-around time when an outage occurs, the spare networking equipment, as mentioned earlier, can be used to setup a Network Test Lab. Presently in the county there is no way to test any changes that are made to the network by the NSG. Changes made are ad-hoc and untested, and as such are extremely risky. Much-needed software upgrades and security patches are **not** being routinely done due to the risk involved of not have any test equipment available to ensure an accurate and successful implementation of such changes. Having the spares available in a test lab would allow for much-needed testing and educational environment where changes and proposed changes can be tested and ironed-out before going into production.

MEMORANDUM
FROM
THE DIVISION OF PURCHASING

2003 NOV -4 PM 3:16
RECEIVED BY
LEE CO. ATTORNEY

DATE: NOVEMBER 4, 2003

TO: JIM DESJARLAIS
COUNTY ADMINISTRATION

Janet Sheehan
FROM: JANET SHEEHAN, CPPB
PURCHASING DIRECTOR

RE: BLUE SHEET # 20031321

PROJECT: Cisco Network Hardware & Maintenance

TYPE: State Contract Purchase

AWARDED TO: Solarcom LLC

When you have finished your review of this package, please forward it to Kristie Kroslack in the County Attorney's Office.

If there are any questions or concerns with this package, please contact Bob Franceschini at 344-5450.