

**SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

325



FROM: Information Technology Dept.

SUBMITTAL DATE:
June 23, 2004

SUBJECT: CO-TERMINUS CISCO MAINTENANCE AGREEMENT FOR ALL CORNET EQUIPMENT

RECOMMENDED MOTION: That the Board of Supervisors:

1. Approve and execute a single source procurement to SBC Corp., consolidating multiple hardware and software maintenance contracts into a single co-terminus contract serving the Information Technology Department, renewable for a period of five (5) years maximum.
2. Authorize the Purchasing Agent to sign amendments and exercise renewal options for an amount not to exceed the contract maximum, and;
3. Direct the Clerk of the Board to file one executed copy and return three (3) original signed copies to Purchasing and Fleet Services.

BACKGROUND: Consolidating multiple Cisco maintenance contracts takes advantage of volume cost discounts offered by our suppliers, and streamlines contract management. Once completed, all future contracts will be discounted at a 15% rate versus the current 10% rate and will expire in June of each fiscal year resulting in an annual savings to the County of \$60,000.

(Continued on Page 2)

Matthew W. Frymire
Chief Information Officer

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|-----------------------|-------------------------------|---------------|-------------------------|----------|
| FINANCIAL DATA | Current F.Y. Total Cost: | \$ 181,234.13 | In Current Year Budget: | No |
| | Current F.Y. Net County Cost: | \$ | Budget Adjustment: | |
| | Annual Net County Cost: | \$ | For Fiscal Year: | FY 04/05 |

| | | |
|---|---|--------------------------|
| SOURCE OF FUNDS: Funds recovered through existing ISF Rates. | Positions To Be Deleted Per A-30 | <input type="checkbox"/> |
| | Requires 4/5 Vote | <input type="checkbox"/> |

C.E.O. RECOMMENDATION:

APPROVE

County Executive Office Signature

Policy
 Policy
 Consent
 Consent
 Dep't Recomm.:
 Per Exec. Ofc.:

Prev. Agn. Ref.: | District: | Agenda Number:

3.29

Purchasing:
 Asst. Director

Departmental Concurrence

15 - JUNE 1 - 11:51 AM '04
 COUNTY OF RIVERSIDE
 INFORMATION TECHNOLOGY DEPARTMENT

**BOARD OF SUPERVISORS
FORM 11: CO-TERMINUS CISCO MAINTENANCE AGREEMENT FOR ALL CORNET
EQUIPMENT**

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BACKGROUND CONTINUED:

At present, the County of Riverside receives Cisco maintenance from two different County-awarded sources, SBC and Cisco. Currently, the County has five (5) separate maintenance contracts, supporting differing Cisco equipment, and terminating at different times throughout the year.

The maintenance agreement enables the County to manage the cost of Cisco software upgrades, and ensures access to security releases. In addition, the Cisco Maintenance agreement provides Technical Support Services to assist in protecting our network investment and enables us to extend and enhance the operational life of the hardware and software. Having this maintenance contract in place will enable us to improve productivity, minimize downtime in the event of a failure or cyber attack, and increase efficiency by complementing our in-house support staff. Cisco software upgrades and security releases are an ongoing, integral part of the CORNET maintenance program.

PRICE REASONABLENESS:

SBC was selected as a County awarded vendor through a competitive formal bid process by the County Purchasing Department. Pricing of products and services through SBC were deemed the most advantageous to the County by competition.