



City of San Leandro

Meeting Date: November 16, 2020

Staff Report

File Number: 20-488

Agenda Section: CONSENT CALENDAR

Agenda Number: 8.I.

TO: City Council

FROM: Jeff Kay
City Manager

BY: Jeff Kay
City Manager

FINANCE REVIEW: Susan Hsieh
Finance Director

TITLE: Staff Report for a City Council Resolution to Approve a 3-Year Maintenance Agreement with ConvergeOne for Cisco Network and Phone Equipment for the Total Amount of \$175,892.30

SUMMARY AND RECOMMENDATIONS

Staff recommends that the City Council approve a resolution authorizing the City Manager to approve a payment to ConvergeOne of \$175,892.30 to provide maintenance and support of Cisco Network and Phone Equipment for a 3 Year Period from 11/30/2020 - 11/30/2023. Staff also recommends that the City Council approve an appropriation from the 688 Fund Balance.

BACKGROUND

The City of San Leandro utilizes Cisco equipment for data center services, including Networking, Phone systems, and Firewalls. The City has until now paid an annual support and maintenance fee to keep critical equipment under warranty and support. The current 3 year agreement would result in a \$30,547.84 savings over making annual payments in that period.

Analysis

The City of San Leandro is required to make an annual payment to maintain its Cisco infrastructure. This includes all the City's networking equipment, such as switches and routers that connect all desktop computers, Wi-Fi, servers, and computer equipment. It also includes the City's firewalls and related security devices that protect the City network from cyber-attacks and intrusion. In addition, this includes the City's telephony system, which has hundreds of desk phones and a Unified Communications System that manages all incoming/outgoing phone calls and voice mails on City phone lines.

This maintenance contract provides a warranty for all devices under support, 24/7 technical support from Cisco, and free replacements for defective devices. The 2020-2021 annual contract

is estimated to be \$68,813.38. Staff negotiated a 3-year proposal, valued at \$175,892.30, a \$30,547.84 savings over making annual payments during that same period. In addition, the City will realize savings from the elimination of Consumer Price Indexed increases that will not happen because of a locked-in 3 year contract.

Previous City Council Actions

- On April 1, 2019, the City Council approved a Consulting Services Agreement with ConvergeOne for Cisco Next-Generation Firewall Installation (Adds \$5,301.61 to the Original Agreement Amount of \$104,000.00 for a New Total Amount of \$109,301.61), Reso 2019-067;
- On July 16, 2018, the City Council approved a Consulting Services Agreement with ConvergeOne for Cisco Next-Generation Firewall Installation (not to exceed \$104,000.00), Reso 2018-088;
- On July 17, 2017, the City Council approved a Consulting Services Agreement with Strategic Products and Services, LLC to Upgrade the Cisco Telephony System for an Amount Not to Exceed of \$295,835.61, Reso 2017-102.

Legal Analysis

The City Attorney's office has reviewed and approved the purchase agreements.

Fiscal Impacts

The total cost for Fiscal Year 2020-2021 is \$175,892.30, and the savings are estimated at \$30,547.84 for entering into a three year contract.

Budget Authority

The Finance Director has verified there are sufficient funds in the 688 Fund Balance.

PREPARED BY: Tony Batalla, Chief Technology Officer, City Manager's Office



City of San Leandro

Meeting Date: November 16, 2020

Resolution - Council

File Number: 20-489

Agenda Section: CONSENT CALENDAR

Agenda Number:

TO: City Council

FROM: Jeff Kay
City Manager

BY: Jeff Kay
City Manager

FINANCE REVIEW: Susan Hsieh
Finance Director

TITLE: RESOLUTION of the City of San Leandro City Council to Approve a 3-Year Maintenance Agreement with ConvergeOne for Cisco Network and Phone Equipment for the Total Amount of \$175,892.30; and Authorizing the Appropriation of \$175,892.30 from the 688 Fund Balance (approves one agreement totaling \$175,892.30 and authorizes appropriation in the amount of \$175,892.30).

WHEREAS, a quote for the 3-year maintenance renewal from ConvergeOne for Cisco equipment has been presented to this City Council; and

WHEREAS, the City Council is familiar with the contents thereof; and

WHEREAS, the City Manager recommends approval of said agreement.

NOW, THEREFORE, the City Council of the City of San Leandro does RESOLVE as follows:

The City Manager is hereby authorized and directed, on behalf of the City Council of the City of San Leandro, to execute payment on behalf of the City, in a form approved by the City Attorney; and

The City Manager is authorized to take all actions necessary or appropriate to carry out and implement the terms of the agreement and to administer the City's obligations, responsibilities and duties to be performed under the agreement; and

That said agreement covering for the three year period of Nov 2020 - Nov 2023 with ConvergeOne for Cisco equipment is in the amount of \$175,892.30; and

That an appropriation of funds in the amount of \$175,892.30 from the 688 Fund Balance to the IT Operating Budget (Account 668-01-121-7410) is hereby authorized.

Attachment(s) to Resolution

- ConvergeOne Cisco 3-Year Maintenance Quote #OP-000547002

Solution Summary

11/2020 - Smartnet Renewal 3yr - City of San Leandro - co-termed to 11/30/2023

Customer: City of San Leandro
Ship To Address: 835 E 14th St
 San Leandro, CA 90344
Customer ID: SPCITSAN0003
Prepared By: Carrie Agee
 CAgee@convergeone.com
 +19133072321

Primary Contact: Accounts Payable
Email:
Phone: (510) 577-3376
National Account Manager: John Brownfield
Email: JBrownfield@convergeone.com
Phone: +14083530352

#	Item Number	Description	Public Sector	Qty	Unit List Price	Extended List	Unit Price	Extended Price	
1	CON-SNT-1	Cisco Smartnet Renewal - SNT 8x5xNBD - 12/01/2020 to 12/31/2021	AR233 7-14-70-04	3507	\$1.00	\$3,507.00	\$0.83	\$2,910.81	
2	CON-SNT-1	Cisco Smartnet Renewal - SNT 8x5xNBD - 08/10/2021 to 11/30/2022	AR233 7-14-70-04	2032	\$1.00	\$2,032.00	\$0.83	\$1,686.56	
3	CON-SNT-1	Cisco Smartnet Renewal - SNT 8x5xNBD - 2 year	AR233 7-14-70-04	8346	\$1.00	\$8,346.00	\$0.83	\$6,927.18	
4	CON-SNT-1	Cisco Smartnet Renewal - SNT 8x5xNBD, SSSNT SOLN SUPP 8x5xNBD, ECMU/SWSS - 3 year	AR233 7-14-70-04	128595	\$1.00	\$128,595.00	\$0.83	\$106,733.85	
5	C9300-DNA-E-48-1R	Cisco DNA Advantage C9300 48P, For Renewal Only - 1 Year 01/21/2022 to 01/20/2023	AR233 7-14-70-04	2	\$602.10	\$1,204.20	\$349.22	\$698.44	
6	C9300-DNA-E-48-1R	Cisco DNA Advantage C9300 48P, For Renewal Only - 313 DAYS 01/21/2023 to 11/30/2023	AR233 7-14-70-04	2	\$516.32	\$1,032.64	\$299.47	\$598.94	
7	L-AC-PLS-1Y-S1	Cisco AnyConnect Plus Subscription License Renewal - Year 1 05/28/2021 to 05/27/2022	AR233 7-14-70-04	50	\$6.02	\$301.00	\$3.49	\$174.50	
8	L-AC-PLS-1Y-S1	Cisco AnyConnect Plus Subscription License Renewal - Year 2 05/28/2022 to 05/27/2023	AR233 7-14-70-04	50	\$6.02	\$301.00	\$3.49	\$174.50	
9	L-AC-PLS-1Y-S1	Cisco AnyConnect Plus Subscription License Renewal - 186 Days 05/29/2023 to 11/30/2023	AR233 7-14-70-04	50	\$3.06	\$153.00	\$1.78	\$89.00	
10	L-AC-PLS-3Y-S1	Cisco AnyConnect Plus Subscription Renewal - Year 1	AR233 7-14-70-04	25	\$4.82	\$120.50	\$2.80	\$70.00	
11	L-AC-PLS-3Y-S1	Cisco AnyConnect Plus Subscription Renewal - Year 2	AR233 7-14-70-04	25	\$4.82	\$120.50	\$2.80	\$70.00	
12	L-AC-PLS-3Y-S1	Cisco AnyConnect Plus Subscription Renewal - Year 3	AR233 7-14-70-04	25	\$4.82	\$120.50	\$2.80	\$70.00	
13	L-FPR2140T-TMC-3Y	Cisco FPR2140 Threat Defense, Malware and URL Subscription Renewal - Year 1	Open Market	2	\$26,518.33	\$53,036.66	\$9,281.42	\$18,562.84	
14	L-FPR2140T-TMC-3Y	Cisco FPR2140 Threat Defense, Malware and URL Subscription Renewal - Year 2	Open Market	2	\$26,518.33	\$53,036.66	\$9,281.42	\$18,562.84	
15	L-FPR2140T-TMC-3Y	Cisco FPR2140 Threat Defense, Malware and URL Subscription Renewal - Year 3	Open Market	2	\$26,518.33	\$53,036.66	\$9,281.42	\$18,562.84	
Total:							\$175,892.30		

ACCEPTED BY:

TITLE: _____

DATE: _____

ACCEPTED BY:

TITLE: _____

DATE: _____

TERMS AND CONDITIONS

This Solution Summary summarizes the documents(s) that are attached hereto and such documents are incorporated herein by reference (collectively, this "Order"). Customer's signature on this Order (or Customer's issuance of a purchase order in connection with this Order) shall represent Customer's agreement with each document in this Order and acknowledgement that such attached document(s) are represented accurately by this Solution Summary.

Unless otherwise specified in this Order, this Order shall be subject to the following terms and conditions (the "Agreement"): (i) the Master Sales Agreement or other applicable master agreement in effect as of the date hereof between ConvergeOne, Inc. and/or its subsidiaries and affiliates (collectively, "C1" or "ConvergeOne" or "Seller") and Customer; or (ii) if no such master agreement is currently in place between C1 and Customer, the Online General Terms and Conditions currently found on the internet at: <https://www.convergeone.com/online-general-terms-and-conditions/>. If Customer's Agreement is a master agreement entered into with one of ConvergeOne, Inc.'s predecessors, affiliates and/or subsidiaries, ("Legacy Master Agreement"), the terms and conditions of such Legacy Master Agreement shall apply to this Order, subject to any modifications, located at: <https://www.convergeone.com/online-general-terms-and-conditions/>. In the event of a conflict between the terms and conditions in the Agreement and this Order, the order of precedence shall be as follows: (i) this Order (with the most recent and specific document controlling if there are conflicts between the Solution Summary and any applicable supporting document(s) incorporated into this Order), (ii) Attachment A to the Agreement (if applicable), and (iii) the main body of the Agreement.

This Order shall apply to sales of any of the following to Customer: (a) any hardware, third party software, and/or Seller software (collectively, "Products"); (b) any installation services, professional services, and/or third party provided support services that are generally associated with the Products and sold to customers by Seller ("Professional Services"); (c) any Seller-provided vendor management services, software release management services, remote monitoring services and/or, troubleshooting services (collectively, "Managed Services"); and/or (d) any Seller-provided maintenance services ordered by Customer to maintain and service Supported Products or Supported Systems at Supported Sites to ensure that they operate in conformance with their respective documentation and specifications ("Maintenance Services"). For ease of reference only, Professional Services, Managed Services and Maintenance Services may be referred to collectively as "Services." Unless otherwise defined herein, capitalized terms used herein will have the same meanings as set forth in the Agreement.

Products and/or Services not specifically itemized are not provided hereunder. This Order will be valid for a period of thirty (30) days following the date hereof. Thereafter, this Order will no longer be of any force and effect.