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Title: Approve the renewal of Cisco Security Enterprise Agreement with AMS.Net in the amount of \$1,766,696.40 for a five-year agreement in accordance with purchasing procedures from cooperative agreements as laid out in Administrative Order 3-1 and priced from a cooperative agreement, Merced County FOCUS Agreement 2021092 (FOCUS).

Sponsors: Information Services Department

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Attachments: 1. Cisco Security EA Restructuring Quote, 2. Cisco Security EA Restructuring DUO Add-On Quote

Date	Ver.	Action By	Action	Result
12/9/2021	1	City Council	adopted	Pass

REPORT TO THE CITY COUNCIL

FROM: BRYON HORN, Chief Information Officer
Information Services Department

SUBJECT

Approve the renewal of Cisco Security Enterprise Agreement with AMS.Net in the amount of \$1,766,696.40 for a five-year agreement in accordance with purchasing procedures from cooperative agreements as laid out in Administrative Order 3-1 and priced from a cooperative agreement, Merced County FOCUS Agreement 2021092 (FOCUS).

RECOMMENDATION

It is recommended Council approve the renewal of the Cisco Security EA from AMS.NET in the amount of \$1,766,696.40 as the City of Fresno (City) is continuing to protect the City’s information systems from increasingly complex threat landscape. This renewal consolidates products that were purchased via the City’s Network Upgrade approved by Council in 2019 and incorporates security products that were purchased during the COVID outbreak that were necessary for protecting the City’s workforce while teleworking. Costs for this renewal shall be \$185,832.48 for Fiscal Year 2022 and \$353,339.28 per year for years two through five. The City’s first payment reflects discounts for existing products that are being moved to the Enterprise Agreement. Line item detail on the quotes has been excluded for security reasons.

EXECUTIVE SUMMARY

The City of Fresno’s Information Services Department (ISD) is responsible for the City’s networking

needs as well as securing the City's network and information. Since technology is a vital part of the City's business processes, it is imperative that proper and authentic equipment be purchased from reputable service providers. Since the purpose of this purchase is for City network security, the line items of the agreement which include make, model, operating systems and feature sets have not been provided. Funding for this purchase for the first year currently exists in ISD's Fiscal Year 2022 budget. In subsequent years, additional funding will be needed over and above what has been appropriated in the amount of \$215,735 per year for the balance of the term, years two (2) through five (5).

BACKGROUND

During the COVID Pandemic, ISD increased its security offering by purchasing several products to protect the City. By increasing our remote workforce, several security products were required to ensure a secure operation for the City.

On December 14, 2017, ISD entered into an agreement with Cisco Systems, Inc. for a network assessment and technology review. From that assessment, ISD laid out a roadmap for replacement of the system. The purchase included several security products which will be renewed as part of this agreement. In 2019, Council approved the replacement/upgrade of the City's networking infrastructure as the City's network was outdated and its core equipment was end of life and ending support. The City's core had been in place for over 13 years and was in dire need of replacement.

In past years, attempts to procure such items from an RFP process has resulted in counterfeit and "gray market" products, even if the bid requirement specified that only genuine and supported equipment be supplied. As such, ISD and the Finance Department have a cooperative agreement allowing the purchases of networking equipment from cooperative purchasing agreements. The Focus agreement is a very low cost and competitively bid agreement in which AMS.NET is able to provide the City of Fresno the lowest possible price for the equipment. AMS.NET is an authorized dealer of such equipment and, when looking at other authorized providers, generally provides the lowest priced solutions, thereby, allowing ISD to be a good steward of taxpayer dollars.

ENVIRONMENTAL FINDINGS

The approval of this purchase is not a project for the purposes of the California Environmental Quality Act.

LOCAL PREFERENCE

Local preference was not implemented because the items are being procured through a cooperative purchase agreement.

FISCAL IMPACT

Funding for year one of this purchase currently exists in ISD's FY2022 Budget in the Systems and Acquisitions Maintenance (SAM) Fund. Additional funding will be needed in years two through five.

Attachments: Cisco Security EA Restructuring Quote
Cisco Security EA Restructuring DUO Add-On Quote