

**PORT ST. LUCIE CITY COUNCIL  
AGENDA ITEM REQUEST**

COUNCIL ITEM 13B  
DATE 8/27/12  
  
COUNCIL ITEM 13B  
DATE 9-10-12

Meeting Date: August 27, 2012

Public Hearing \_\_\_\_\_ Ordinance \_\_\_\_\_ Resolution \_\_\_\_\_ Motion X

Item: **20120084** – Participate in Florida State Contracts: Presidio Networked Solutions # 973-561-010-1 for IT Consultant Services and Cisco Systems, Inc. #250-000-09-1 Network Infrastructure - Equipment and Services to upgrade the City Datacenter core network switch environment at a total cost of \$412,506.05

**Recommended Action:**

Pursuant to Chapter 35.06, equal to or lower than existing contract; approval to participate in Florida State Contracts with (1) Presidio Networked Solutions # 973-561-010-1 for IT Consultant Services and (2) and Cisco Systems, Inc. #250-000-09-1 Network Infrastructure - Equipment and Services for the upgrade of the City Data center core network switch environment at a total cost of \$412,506.05.

Exhibits: Department memo attached  yes [ ] no  
Quotes from Presidio for Planning & Design Consulting Services and Cisco Nexus and ASA equipment costs.

**Summary Explanation/Background Information:**

The MIS department needs to replace obsolete equipment for the City Datacenter core network switch environment. Presidio Networked Solutions as the Consultant, will design, implement, install, and transfer knowledge utilizing Cisco Systems, Inc. equipment and services to upgrade the City Datacenter core network switch environmental for a total cost of \$412,506.05. Both companies are under contract with the State of Florida.

Purchase (X) is a replacement Purchase (X) was budgeted ( ) was not budgeted.

**Expenditure: \$412,506.10**

Department requests expenditure from the following:

Fund	001	General Fund
Cost Center	1320	Information Services
Object Code	564200	Office Furniture and Equipment
Project	000000	

Director of OMB concurs with award: 

City Manager concurs with award: 

**RECEIVED**  
AUG 27 2012

Submitted by: **Bill Jones**

City Manager's Office

Title: MIS Director

Date Submitted: August 21, 2012

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*MEMORANDUM*

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TO:           CHERYL SHANABERGER, OMB DEPUTY DIRECTOR  
FROM:        BILL JONES, MIS DIRECTOR   
DATE:        August 21, 2012  
SUBJECT:     Cisco Nexus and ASA Purchase

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Attached for review and approval by the Port St. Lucie City Council are quotes totaling \$412,506.05 for the upgrade of the City Datacenter core network switch environment. This equipment will replace existing devices that have reached the end of their serviceable life. The proposed purchase will provide a substantially more fault tolerant system while also providing for future growth as the City leverages technology to streamline operations and workflow. This is part of my 2011-2012 FY budget.

The account to be charged will be 001.1320.564200.

Please place this on the Agenda for the August 27, 2012 City Council Meeting. If you have any questions or need additional information, please do not hesitate to contact me at ext. 4385.

Bill Jones  
Attach.

c:       Chris Valure, Assistant Director MIS (via e-mail)

# PRESIDIO™

Quote #: 11263780-01

Date: 06/25/2012

Page: 1 of 3

Title: City Of Port Saint Lucie-Core-DC-Build - 7009 Phase 1

To: Bill Jones

City Of Port Saint Lucie  
121 S.W. Port St. Lucie Blvd.  
Port St. Lucie, FL 34984-5099

From: Eric Lewis

Presidio Networked Solutions  
5337 Millenia Lakes Blvd.  
Suite 300  
Orlando, FL 32839

Phone: .

Email: jonesb@cityofpls.com

Phone: (407) 641-0397

Fax: (407) 481-8618

Email: elewis@presidio.com

Account Manager: Scott Nelson

Lead Time: can be up to 28 days

Ship To: City Of Port Saint Lucie  
121 S.W. Port St. Lucie Blvd.  
IMIS Dept., Building A  
Port St. Lucie, FL 34984-5099

Contact: Bill Jones

Phone: .

Email: jonesb@cityofpls.com

#	Part #	Description	Qty	Price	Ext Price
1	N5548UP-4N2248TF	Nexus 5548UP/4xN2248TP/32xFET	1	\$31,920.00	\$31,920.00
2	CAB-9K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America	8	\$0.00	\$0.00
3	CAB-9K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America	2	\$0.00	\$0.00
4	N5KUK9-513N2.1	Nexus 5000 Base OS Software Rel 5.1(3)N2(1)	1	\$0.00	\$0.00
5	N5548-EL2-P-SSK9	Limited Time Promotion-Nexus 5548 Enhanced Layer 2 License	1	\$1,952.00	\$1,952.00
6	N55-DL2	Nexus 5548 Layer 2 Daughter Card	1	\$0.00	\$0.00
7	FET-10G	10G Line Extender for FEX	32	\$0.00	\$0.00
8	N5548-ACC-KIT	Nexus 5548 Chassis Accessory Kit	1	\$0.00	\$0.00
9	N55-M-BLNK	Nexus 5500 Module Blank Cover	1	\$0.00	\$0.00
10	N5K-C5548UP-BUN	Nexus 5548UP in N5548UP-N2K Bundle	1	\$0.00	\$0.00
11	N55-PAC-750W	Nexus 5500 PS, 750W, Front to Back Airflow(Port-Side Outlet)	2	\$0.00	\$0.00
12	N5548P-FAN	Nexus 5548P and 5548UP Fan Module, Front to Back Airflow	2	\$0.00	\$0.00
13	N2K-C2248TP-BUN	Standard airflow/AC pack: N2K-C2248TP-1GE, 2AC PS, 1Fan	4	\$0.00	\$0.00
14	CON-SNTP-48U448TF	SMARTNET 24X7X4 Nexus 5548UP/4xN2248TP/32xFET	1 for 1 yr(s)	\$0.00	\$0.00
15	N5K-C5548UP-FA	Nexus 5548 UP Chassis, 32 10GbE Ports, 2 PS, 2 Fans	1	\$14,592.00	\$14,592.00
16	CAB-9K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America	2	\$0.00	\$0.00
17	N5548-ACC-KIT	Nexus 5548 Chassis Accessory Kit	1	\$0.00	\$0.00
18	N55-M-BLNK	Nexus 5500 Module Blank Cover	1	\$0.00	\$0.00
19	N55-DL2	Nexus 5548 Layer 2 Daughter Card	1	\$0.00	\$0.00
20	N5548-EL2-P-SSK9	Limited Time Promotion-Nexus 5548 Enhanced Layer 2 License	1	\$1,952.00	\$1,952.00
21	N5KUK9-513N2.1	Nexus 5000 Base OS Software Rel 5.1(3)N2(1)	1	\$0.00	\$0.00
22	N55-PAC-750W	Nexus 5500 PS, 750W, Front to Back Airflow(Port-Side Outlet)	2	\$0.00	\$0.00
23	N5548P-FAN	Nexus 5548P and 5548UP Fan Module, Front to Back Airflow	2	\$0.00	\$0.00
24	CON-SNTP-C5548UP	SMARTNET 24X7X4 Nexus 5548 UP Chassis, 32 10GbE Ports	1 for 1 yr(s)	\$1,416.80	\$1,416.80

# PRESIDIO™

Quote #: 11263780-01

Date: 06/25/2012

Page: 2 of 3

25	N7K-C7009-BUN2-R	Nexus 7009 Bundle (Chassis,(2)SUP1,(5)FAB2,(2)AC-6KW PSU)	1	\$55,290.00	\$55,290.00
26	N7KS1K9-60	Cisco NX-OS Release 6.0	1	\$0.00	\$0.00
27	CAB-7513AC	AC POWER CORD NORTH AMERICA (110V)	4	\$0.00	\$0.00
28	N7K-AC-6.0KW	Nexus 7000 - 6.0KW AC Power Supply Module	2	\$0.00	\$0.00
29	N7K-F248XP-25	Nexus 7000 F2-Series 48 Port 10GbE (req. SFP+)	1	\$25,080.00	\$25,080.00
30	N7K-F248XP-25	Nexus 7000 F2-Series 48 Port 10GbE (req. SFP+)	1	\$25,080.00	\$25,080.00
31	N7K-SUP1-BUN	Nexus 7000 - Supervisor 1, Includes External 8GB Flash	1	\$0.00	\$0.00
32	N7K-SUP1-8GBUPG	Nexus 7000 Supervisor 1 8GB Memory Upgrade Kit	1	\$0.00	\$0.00
33	N7K-SUP1-BUN	Nexus 7000 - Supervisor 1, Includes External 8GB Flash	1	\$0.00	\$0.00
34	N7K-SUP1-8GBUPG	Nexus 7000 Supervisor 1 8GB Memory Upgrade Kit	1	\$0.00	\$0.00
35	N7K-SBUN-P1	Includes LAN, ADV, TRS, EL2 & DCNM License - Promotion	1	\$28,500.00	\$28,500.00
36	N7K-LAN1K9-SBUN	Nexus 7000 LAN Enterprise License (L3 protocols)	1	\$0.00	\$0.00
37	N7K-ADV1K9-SBUN	Nexus 7000 Advanced LAN Enterprise License (VDC, CTS ONLY)	1	\$0.00	\$0.00
38	N7K-TRS1K9-SBUN	Nexus 7000 Transport Services License	1	\$0.00	\$0.00
39	N7K-EL21K9-SBUN	Nexus 7000 Enhanced Layer 2 License (FabricPath)	1	\$0.00	\$0.00
40	DCNM-N7K-K9-SBUN	DCNM for LAN Enterprise License for one Nexus 7000 Chassis	1	\$0.00	\$0.00
41	DCNM-N7K-PAK	DCNM LAN Enterprise License for a Pack of Nexus 7000 Chassis	1	\$0.00	\$0.00
42	N7K-C7009-FAB-2	Nexus 7000 - 9 Slot Chassis - 110Gbps/Slot Fabric Module	5	\$0.00	\$0.00
43	N7K-C7009-FAN	Nexus 7000 - 9 Slot Fan	1	\$0.00	\$0.00
44	CON-SNTP-7009B2R	SMARTNET 24X7X4 Nexus 7009 Bun, Chss,(2)SUP1,(5)FAB2	1 for 1 yr(s)	\$9,549.40	\$9,549.40
45	SFP-10G-LR=	10GBASE-LR SFP Module	8	\$2,277.15	\$18,217.20
46	SFP-H10GB-CU5M=	10GBASE-CU SFP+ Cable 5 Meter	16	\$158.60	\$2,537.60
47	PS-SVC-FF	Fixed Fee for Presidio employee labor	1.00	\$8,550.00	\$8,550.00
48	PS-SVC-PLAN-FF	Fixed Fee Planning for Presidio employee labor Professional Services Includes: Design / Implementation / Installation / Knowledge Transfer	1.00	\$8,550.00	\$8,550.00

Florida State Contract Cisco: 250-000-09-1

Florida State Contract: Florida Dept of Management Services  
Consultant Services IT\_973-561-010-1

Sub Total: \$233,187.00

Florida State Contract Cisco 250-000-09-1 F581667655014

Grand Total: \$233,187.00

Terms of the Florida State Contract 250-000-09-1 apply to this quote

# PRESIDIO<sup>TM</sup>

Quote #: 11263780-01

Date: 06/25/2012

Page: 3 of 3

Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

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Customer Signature

Date

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Presidio Representative

Date

# PRESIDIO™

Quote #: 11263782-01

Date: 06/25/2012

Page: 1 of 2

Title: City Of Port Saint Lucie-Core-DC-Build - 7009 Phase 2

To: Bill Jones

City Of Port Saint Lucie  
121 S.W. Port St. Lucie Blvd.  
Port St. Lucie, FL 34984-5099

From: Eric Lewis

Presidio Networked Solutions  
5337 Millenia Lakes Blvd.  
Suite 300  
Orlando, FL 32839

Phone: .

Email: jonesb@cityofpls.com

Phone: (407) 641-0397

Fax: (407) 481-8618

Email: elewis@presidio.com

Account Manager: Scott Nelson

Lead Time: can be up to 28 days

Ship To: City Of Port Saint Lucie

121 S.W. Port St. Lucie Blvd.  
IMIS Dept., Building A  
Port St. Lucie, FL 34984-5099

Contact: Bill Jones

Phone: .

Email: jonesb@cityofpls.com

#	Part #	Description	Qty	Price	Ext Price
1	N5K-C5548UP-FA	Nexus 5548 UP Chassis, 32 10GbE Ports, 2 PS, 2 Fans	1	\$14,592.00	\$14,592.00
2	CAB-9K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America	2	\$0.00	\$0.00
3	N5548-ACC-KIT	Nexus 5548 Chassis Accessory Kit	1	\$0.00	\$0.00
4	N55-M-BLNK	Nexus 5500 Module Blank Cover	1	\$0.00	\$0.00
5	N55-DL2	Nexus 5548 Layer 2 Daughter Card	1	\$0.00	\$0.00
6	N5548-EL2-P-SSK9	Limited Time Promotion-Nexus 5548 Enhanced Layer 2 License	1	\$1,952.00	\$1,952.00
7	N5KUK9-513N2.1	Nexus 5000 Base OS Software Rel 5.1(3)N2(1)	1	\$0.00	\$0.00
8	N55-PAC-750W	Nexus 5500 PS, 750W, Front to Back Airflow(Port-Side Outlet)	2	\$0.00	\$0.00
9	N5548P-FAN	Nexus 5548P and 5548UP Fan Module, Front to Back Airflow	2	\$0.00	\$0.00
10	CON-SNTP-C5548UP	SMARTNET 24X7X4 Nexus 5548 UP Chassis, 32 10GbE Ports	1 for 1 yr(s)	\$1,416.80	\$1,416.80
11	N5K-C5548UP-FA	Nexus 5548 UP Chassis, 32 10GbE Ports, 2 PS, 2 Fans	1	\$14,592.00	\$14,592.00
12	CAB-9K12A-NA	Power Cord, 125VAC 13A NEMA 5-15 Plug, North America	2	\$0.00	\$0.00
13	N5548-ACC-KIT	Nexus 5548 Chassis Accessory Kit	1	\$0.00	\$0.00
14	N55-M-BLNK	Nexus 5500 Module Blank Cover	1	\$0.00	\$0.00
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22	N7KS1K9-60	Cisco NX-OS Release 6.0	1	\$0.00	\$0.00
23	CAB-7513AC	AC POWER CORD NORTH AMERICA (110V)	4	\$0.00	\$0.00
24	N7K-AC-6.0KW	Nexus 7000 - 6.0KW AC Power Supply Module	2	\$0.00	\$0.00

# PRESIDIO

Quote #: 11263782-01

Date: 06/25/2012

Page: 2 of 2

25	N7K-SUP1-BUN	Nexus 7000 - Supervisor 1, Includes External 8GB Flash	1	\$0.00	\$0.00
26	N7K-SUP1-8GBUPG	Nexus 7000 Supervisor 1 8GB Memory Upgrade Kit	1	\$0.00	\$0.00
27	N7K-SUP1-BUN	Nexus 7000 - Supervisor 1, Includes External 8GB Flash	1	\$0.00	\$0.00
28	N7K-SUP1-8GBUPG	Nexus 7000 Supervisor 1 8GB Memory Upgrade Kit	1	\$0.00	\$0.00
29	N7K-SBUN-P1	Includes LAN, ADV, TRS, EL2 & DCNM License - Promotion	1	\$28,500.00	\$28,500.00
30	N7K-LAN1K9-SBUN	Nexus 7000 LAN Enterprise License (L3 protocols)	1	\$0.00	\$0.00
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32	N7K-TRS1K9-SBUN	Nexus 7000 Transport Services License	1	\$0.00	\$0.00
33	N7K-EL21K9-SBUN	Nexus 7000 Enhanced Layer 2 License (FabricPath)	1	\$0.00	\$0.00
34	DCNM-N7K-K9-SBUN	DCNM for LAN Enterprise License for one Nexus 7000 Chassis	1	\$0.00	\$0.00
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36	N7K-C7009-FAB-2	Nexus 7000 - 9 Slot Chassis - 110Gbps/Slot Fabric Module	5	\$0.00	\$0.00
37	N7K-C7009-FAN	Nexus 7000 - 9 Slot Fan	1	\$0.00	\$0.00
38	CON-SNTP-7009B2R	SMARTNET 24X7X4:Nexus 7009 Bun, Chss,(2)SUP1,(5)FAB2	1 for 1 yr(s)	\$9,549.40	\$9,549.40
39	SFP-10G-LR=	10GBASE-LR SFP Module	8	\$2,277.15	\$18,217.20
40	SFP-H10GB-CU5M=	10GBASE-CU SFP+ Cable 5 Meter	16	\$158.60	\$2,537.60
41	PSS-SVC-FF-CP	Professional Services Firm Fixed Price Professional Services Includes: Design / Implementation / Installation /Knowledge Transfer	1.00	\$8,550.00	\$8,550.00
42	PSS-SVC-FF-CP	Professional Services Firm Fixed Price Professional Services Includes: Design / Implementation / Installation /Knowledge Transfer	1.00	\$8,550.00	\$8,550.00

Florida State Contract Cisco: 250-000-09-1

Florida State Contract: Florida Dept of Management Services  
ConsultantSevices IT 973-561-010-1

**Sub Total: \$167,115.80**

Florida State Contract Cisco 250-000-09-1 F581667655014

**Grand Total: \$167,115.80**

Terms of the Florida State Contract 250-000-09-1 apply to this quote

Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

Customer Signature

Date

Presidio Representative

Date

# PRESIDIO™

Quote #: 11263787-01

Date: 06/25/2012

Page: 1 of 1

Title: City Of Port Saint Lucie-Core-DC-Build - ASA w-IPS

To: Bill Jones

City Of Port Saint Lucie  
121 S.W. Port St. Lucie Blvd.  
Port St. Lucie, FL 34984-5099

From: Eric Lewis

Presidio Networked Solutions  
5337 Millenia Lakes Blvd.  
Suite 300  
Orlando, FL 32839

Phone: .

Email: jonesb@cityofpls.com

Phone: (407) 641-0397

Fax: (407) 481-8618

Email: elewis@presidio.com

Account Manager: Scott Nelson

Lead Time: can be up to 28 days

Ship To: City Of Port Saint Lucie  
121 S.W. Port St. Lucie Blvd.  
IMIS Dept., Building A  
Port St. Lucie, FL 34984-5099

Contact: Bill Jones

Phone: .

Email: jonesb@cityofpls.com

#	Part #	Description	Qty	Price	Ext Price
1	ASA5525-IPS-K9	ASA 5525-X with IPS, SW, 8GE Data, 1GE Mgmt, AC, 3DES/AES	1	\$9,756.95	\$9,756.95
2	ASA-ANYCONN-CSD-K9	ASA 5500 AnyConnect Client + Cisco Security Desktop Software	1	\$0.00	\$0.00
3	ASA5500-ENCR-K9	ASA 5500 Strong Encryption License (3DES/AES)	1	\$0.00	\$0.00
4	ASA-VPN-CLNT-K9	Cisco VPN Client Software (Windows, Solaris, Linux, Mac)	1	\$0.00	\$0.00
5	ASA-AC-M-5525	AnyConnect Mobile - ASA 5525-X (req. Essentials or Premium)	1	\$152.50	\$152.50
6	ASA-AC-E-5525	AnyConnect Essentials VPN License - ASA 5525-X (750 Users)	1	\$152.50	\$152.50
7	ASA5525-IPS-SSP	ASA 5525-X IPS SSP License	1	\$0.00	\$0.00
8	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	1	\$0.00	\$0.00
9	SF-ASA-8.6-K8	ASA 5500 Series Software Ver. 8.6 for ASA 5512X--5555X, DES	1	\$0.00	\$0.00
10	SF-ASAIPS64-7.1-K9	ASA 5500-X IPS Software 7.1 for IPS SSP	1	\$0.00	\$0.00
11	CON-SUO3-A25IPS9	IPS SVC,ONSITE24X7X4ASA 5525-X with IPS, SW, 8GE Data, 1GE M	1 for 1 yr(s)	\$2,141.30	\$2,141.30

Sub Total: \$12,203.25

Florida State Contract Cisco 250-000-09-1 F581667655014

Grand Total: \$12,203.25

Terms of the Florida State Contract 250-000-09-1 apply to this quote

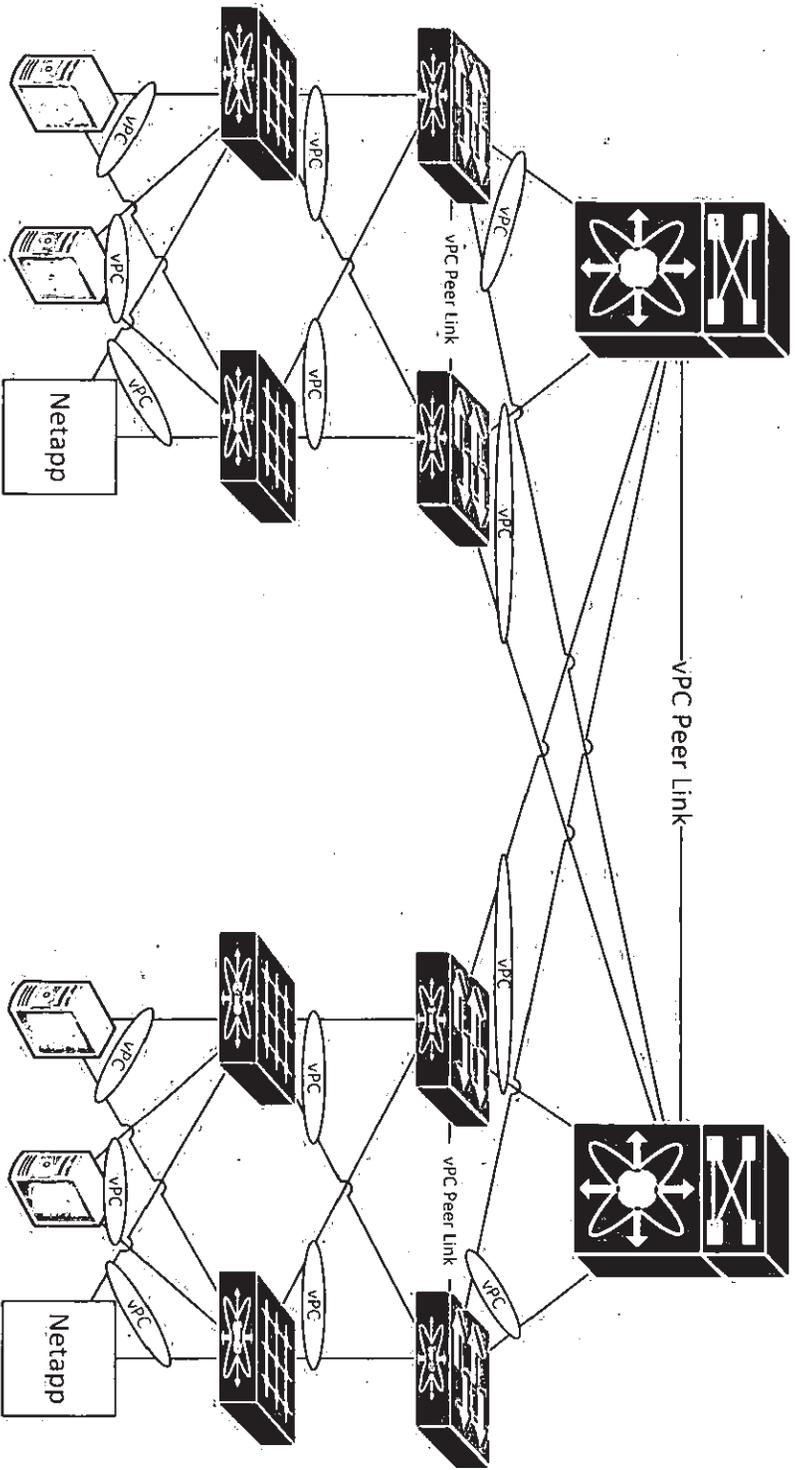
Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

Customer Signature

Date

Presidio Representative

Date



PSL Police Department

Gov. Building TBD

[Department of Management Services](#) > [Business Operations](#) > [State Purchasing](#) > [Vendor Information](#) > [State Contracts, Agreements and Price Lists](#) > [State Term Contracts](#) > Network Infrastructure - Equipment and Services

<< [Return](#)

# Network Infrastructure - Equipment and Services **250-000-09-1**

**Effective Period** 09/08/2008 through 09/07/2012

**Contract Type** State Term Contract

## **Contract Information**

- [Contractors](#)
- [Contractors by Category](#)
- [Equipment Leasing](#)
- [How to Use this Contract](#)
- [Frequently Asked Questions](#)

## **Contract Documents**

[Microsoft Word](#) - (msword 412.00 kB)  
[PDF](#) - (pdf 492.47 kB)  
[Amendments and Memorandums](#)  
[Forms and Other Information](#)

## **Contract Administration**

- [Parker Cape](#)
- 850-921-0033
- [Parker.cape@dms.myflorida.com](mailto:Parker.cape@dms.myflorida.com)

## **Commodity Codes**

250-045, 250-300, 250-020, 250-030, 250-100, 250-760, 250-770, 285-590, 933-020, 933-100

## **Description**

This state term contract includes the purchase or lease of IT network hardware, including five product categories: 1) servers, terminals, thinclients, 2) LAN / WAN infrastructure equipment, 3) firewalls, virtual private networks (VPN), 4) storage, tape, virtual tape infrastructure 5) uninterruptible power systems (UPS), surge suppression and batteries. Included in initial purchase price is standard product support, with options for extended warranty and support services. Items excluded from this contract include: telephony equipment, PCs, laptops, monitors (production / workstation), printers, copiers, radios, facsimile machines, calculators, paper shredders, typewriters, scanners, multifunctional devices, IT professional and consulting services (except training included with purchase), IT application and database software (unless integral to the

operation of the equipment to be purchased and included at no additional charge).

## **Benefits**

- While discounts vary by the awarded vendor, they range from 4 percent to 50 percent off of list price (MSRP)
- 30-day delivery time
- Wide product selection with multiple vendors in five product categories
- Optional extended warranties and product support available

CONTRACT

This Contract, effective the last date signed below, is by and between the State of Florida, Department of Management Services ("Department"), an agency of the State of Florida with offices at 4050 Esplanade Way, Tallahassee, Florida 32399-0950, and the entity identified below as Contractor ("Contractor").

The Contractor responded to the Department's Invitation to Negotiate (ITN) No. 17-250-000-Y for IT Hardware: Networking Infrastructure. The Department has determined to accept the Contractor's bid and to enter into this Contract in accordance with the terms and conditions of the solicitation. The specific products awarded to Contractor, and the maximum rates Contractor may charge Eligible Customers, are identified on the attached Price Sheets.

Accordingly, and in consideration of the mutual promises contained in the Contract documents, the Department and the Contractor do hereby enter into this Contract, which is a state term contract authorized by section 287.042(2)(a) Florida Statutes. The term of the Contract is a three year period beginning on the date of last signature of the parties executed below. The Contract consists of the following documents, which, in case of conflict, shall have priority in the order listed, and are hereby incorporated as if fully set forth:

- Any written amendments to the Contract
- This document, including Price Sheets, approved Product Updates, etc.
- Certification Letter Dated Aug. 7, 2008
- Contractor's bid
- ITN Addendums, Amendments, Negotiation Sessions
- Technical Specifications
- Special Instructions
- Special Conditions
- General Instruction to Respondents (PUR 1001)
- General Contract Conditions (PUR 1000)

State of Florida; Department of Management Services

*Linda H. South* 9/8/08  
By: Linda H. South, Secretary Date

Contractor Name: Cisco Systems, Inc (Seal)  
Street Address or P.O. Box: 170 West Tasman Dr  
City, State, Zip: San Jose, CA 95134

Company: Cisco Systems, Inc.

*Dana Giampetroni* September 5, 2008  
By: Dana Giampetroni Date

Director of Finance, Public Sector  
Title

Approved as to form and legality  
by the Department General Counsel's Office:

*Barbara M. Crasler*  
Sept. 8, 2008

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# Information Technology (IT) Consulting Services973-561-10-1

## Pricing

### IT Job Classifications

Project Area 1 - (vnd.openxmlformats-officedocument.spreadsheetml.sheet 1.02 MB)

Project Area 2 - (vnd.openxmlformats-officedocument.spreadsheetml.sheet 1.53 MB)

Project Area 3 - (vnd.openxmlformats-officedocument.spreadsheetml.sheet 1.42 MB)

Project Area 4 - (vnd.openxmlformats-officedocument.spreadsheetml.sheet 1.25 MB)

	A	B	C	D	E	BE
1	<b>PROJECT AREA 1: Analysis &amp; Design</b>	<b>Job No.</b>	<b>Job Title</b>		<b>Scope Variant</b>	<b>Presidio Corporation</b>
2	<b>Senior IT Leadership</b>	<b>1000:00</b>	<b>Chief Information Officer</b>			
3					<b>No Variance</b>	<b>224.72</b>
4		<b>1010:00</b>	<b>Chief Technology Officer</b>			
5					<b>No Variance</b>	<b>157.43</b>
6		<b>1020:00</b>	<b>IT Chief Operating Officer</b>			
7					<b>No Variance</b>	<b>150.76</b>
8		<b>1030:00</b>	<b>Operating Unit IT Executive</b>			
9					<b>No Variance</b>	<b>143.06</b>
10		<b>1040:00</b>	<b>Departmental IT Executive</b>			
11					<b>No Variance</b>	<b>116.53</b>
12		<b>1050:00</b>	<b>E-Business Executive</b>			
13					<b>No Variance</b>	<b>131.04</b>
14		<b>1060:00</b>	<b>Chief Information Security Officer</b>			
15					<b>No Variance</b>	<b>116.74</b>
16	<b>Applications Development</b>	<b>1200:00</b>	<b>Director Systems and Programming</b>			
17					<b>1. Team Leader</b>	<b>89.90</b>
18					<b>2. Manager</b>	<b>100.93</b>
19					<b>3. Sr. Manager</b>	<b>123.09</b>
20					<b>4. Executive</b>	<b>163.12</b>
21		<b>1210:00</b>	<b>Mgmt: Applications Development</b>			
22					<b>1. Team Leader</b>	<b>83.89</b>
23					<b>2. Manager</b>	<b>97.44</b>
24					<b>3. Sr. Manager</b>	<b>98.68</b>
25					<b>4. Executive</b>	<b>146.74</b>
26		<b>1220:00</b>	<b>Applications Architect</b>			
27					<b>A. Entry</b>	<b>68.02</b>
28					<b>B. Intermediate</b>	<b>72.99</b>
29					<b>C. Advanced</b>	<b>77.45</b>

	A	B	C	D	E	BE
30					D. Expert	132.30
31		1230:00	Enterprise Application Integration (EA) Engineer			
32					No Variance	83.60
33		1240:00	Systems Analyst			
34					A. Entry	43.99
35					B. Intermediate	66.62
36					C. Advanced	70.95
37					D. Expert	128.83
38		1250:00	Applications Development Analyst			
39					A. Entry	50.14
40					B. Intermediate	63.43
41					C. Advanced	72.05
42					D. Expert	80.98
43	Data Strategy and Management	1400:00	Database Manager			
44					1. Team Leader	87.38
45					2. Manager	98.20
46					3. Sr. Manager	103.71
47		1410:00	Data Architect			
48					A. Entry	59.97
49					B. Intermediate	80.89
50					C. Advanced	155.20
51					D. Expert	168.53
52		1420:00	Data Modeler			
53					A. Entry	47.94
54					B. Intermediate	64.64
55					C. Advanced	78.27
56		1430:00	Database Analyst			
57					A. Entry	58.75
58					B. Intermediate	69.15
59					C. Advanced	77.81
60					D. Expert	86.65
61		1440:00	Database Administrator			
62					A. Entry	53.39
63					B. Intermediate	74.44
64					C. Advanced	121.36
65					D. Expert	146.60
66	Quality Assurance	1600:00	Mgmt Quality Assurance			

	A	B	C	D	E	BE
67					1. Team Leader	68.44
68					2. Manager	83.37
69					3. Sr. Manager	98.50
70					4. Executive	152.44
71		1610.00	Quality Engineering Consultant			
72					No Variance	74.48
73		1620.00	Quality Assurance Analyst			
74					A. Entry	43.09
75					B. Intermediate	51.51
76					C. Advanced	62.73
77					D. Expert	67.74
78	Technology Research	1800.00	Manager, Technology Research			
79					No Variance	96.34
80		1810.00	Technology Research Analyst			
81					A. Entry	55.17
82					B. Intermediate	67.11
83					C. Advanced	79.05
84					D. Expert	139.85
85	Client Technologies	2000.00	Manager, Client Technologies			
86					1. Team Leader	54.61
87					2. Manager	76.28
88					3. Sr. Manager	129.78
89		2010.00	Client Technologies Analyst			
90					A. Entry	36.80
91					B. Intermediate	48.04
92					C. Advanced	57.51
93					D. Expert	69.62
94		2020.00	Client Technologies Technician			
95					A. Entry	34.60
96					B. Intermediate	38.11
97					C. Advanced	58.19
98	Customer Support	2200.00	Mgmt. Customer Support			
99					1. Team Leader	49.39
100					2. Manager	68.26
101					3. Sr. Manager	143.29
102		2210.00	Customer Support Analyst			
103					A. Entry	25.17
104					B. Intermediate	31.13
105					C. Advanced	52.42

	A	B	C	D	E	BE
106					D. Expert	71.06
107		2220.00	Customer Support Technician			
108					A. Entry	31.65
109					B. Intermediate	33.90
110					C. Advanced	43.92
111	Network Management	2400.00	Director, Network Operations			
112					1. Team Leader	101.60
113					2. Manager	109.25
114					3. Sr. Manager	218.74
115		2410.00	Manager, Network Operations			
116					1. Team Leader	57.09
117					2. Manager	84.71
118					3. Sr. Manager	170.95
119		2420.00	Network Architect			
120					A. Entry	65.18
121					B. Intermediate	77.40
122					C. Advanced	127.27
123					D. Expert	148.62
124		2430.00	Network Engineer			
125					B. Intermediate	68.37
126					C. Advanced	73.56
127					D. Expert	123.47
128		2440.00	Network Analyst			
129					A. Entry	45.28
130					B. Intermediate	50.36
131					C. Advanced	60.29
132					D. Expert	122.10
133		2450.00	Network Administrator			
134					A. Entry	41.61
135					B. Intermediate	50.19
136					C. Advanced	61.20
137					D. Expert	111.52
138		2460.00	Network Technician			
139					A. Entry	36.78
140					B. Intermediate	44.41
141					C. Advanced	45.28
142					D. Expert	50.36
143	Internet Planning, Eng. & Operations	2600.00	Mgmt. Internet Operations			
144					1. Team Leader	95.92

	A	B	C	D	E	BE
145					2. Manager	110.21
146					3. Sr. Manager	124.51
147		2610.00	Internet/Web Architect			
148					A. Entry	44.38
149					B. Intermediate	63.96
150					C. Advanced	81.87
151					D. Expert	139.27
152		2620.00	Internet/Web Engineer			
153					A. Entry	43.15
154					B. Intermediate	65.07
155					C. Advanced	78.47
156		2630.00	Web Applications Programmer			
157					A. Entry	42.88
158					B. Intermediate	63.28
159					C. Advanced	72.76
160					D. Expert	84.86
161		2640.00	Web Designer			
162					A. Entry	34.63
163					B. Intermediate	41.94
164					C. Advanced	69.43
165		2650.00	Webmaster			
166					A. Entry	37.82
167					B. Intermediate	46.85
168					C. Advanced	64.10
169		2660.00	Internet/Web Systems Administrator			
170					A. Entry	38.02
171					B. Intermediate	55.56
172					C. Advanced	66.20
173		2670.00	Web Customer Support Specialist			
174					A. Entry	36.65
175					B. Intermediate	42.61
176					C. Advanced	51.73
177	Operations	2800.00	Director, Data Center Operations			
178					No Variance	138.15
179		2810.00	Manager, Computer Operations			
180					1. Team Leader	54.64
181					2. Manager	75.30
182					3. Sr. Manager	167.55
183		2820.00	Supervisor, Computer Operations			
184					1. Team Leader	52.35
185					2. Manager	61.46

	A	B	C	D	E	BE
186		2830.00	Computer Operator			
187					A. Entry	30.24
188					B. Intermediate	32.23
189					C. Advanced	36.38
190					D. Expert	42.25
191		2840.00	Manager, Capacity Planning			
192					No Variance	133.79
193		2850.00	Manager, Production Support			
194					1. Team Leader	69.06
195					2. Manager	87.15
196		2860.00	Production Support Analyst			
197					A. Entry	38.81
198					B. Intermediate	45.73
199					C. Advanced	60.16
200					D. Expert	64.45
201	Telecommunications	3000.00	Manager, Telecommunication Operations			
202					1. Team Leader	68.65
203					2. Manager	92.22
204					3. Sr. Manager	169.34
205		3010.00	Telecommunication Engineer			
206					A. Entry	37.88
207					B. Intermediate	55.79
208					C. Advanced	67.89
209					D. Expert	134.58
210		3020.00	Telecommunication Technician			
211					A. Entry	40.84
212					B. Intermediate	47.01
213					C. Advanced	55.08
214	Electronic Commerce	3200.00	Director, Electronic Commerce			
215					No Variance	159.10
216		3210.00	Manager, Electronic Commerce			
217					No Variance	81.95
218		3220.00	Electronic Commerce Analyst			
219					A. Entry	38.88
220					B. Intermediate	55.28
221					C. Advanced	76.38
222		3230.00	EDI Specialist			
223					A. Entry	49.26
224					B. Intermediate	55.78

	A	B	C	D	E	BE
225					C. Advanced	58.29
226	<b>Business Intelligence Systems Management</b>	<b>3400:00</b>	<b>Director, Data Warehouse</b>			
227					1. Team Leader	97.16
228					2. Manager	117.08
229					3. Sr. Manager	180.69
230		<b>3410:00</b>	<b>Manager, Data Warehouse</b>			
231					No Variance	165.58
232		<b>3420:00</b>	<b>Business Intelligence Analyst</b>			
233					No Variance	96.95
234		<b>3430:00</b>	<b>Data Warehouse Analyst</b>			
235					A. Entry	52.24
236					B. Intermediate	62.46
237					C. Advanced	76.32
238					D. Expert	80.78
239		<b>3440:00</b>	<b>Data Warehouse Administrator</b>			
240					No Variance	76.46
241		<b>3600:00</b>	<b>Manager, Decision Support</b>			
242					No Variance	90.81
243		<b>3610:00</b>	<b>Decision Support Specialist</b>			
244					A. Entry	42.66
245					B. Intermediate	51.08
246					C. Advanced	58.86
247					D. Expert	67.68
248		<b>3620:00</b>	<b>Decision Support Administrator</b>			
249					A. Entry	53.87
250					B. Intermediate	65.59
251					C. Advanced	83.12
252		<b>3800:00</b>	<b>Manager, CRM Technology</b>			
253					No Variance	177.12
254		<b>4000:00</b>	<b>Knowledge Engineer</b>			
255					No Variance	158.02
256	<b>Enterprise Resource Planning (ERP)</b>	<b>4200:00</b>	<b>ERP Team Lead</b>			
257					No Variance	152.91
258		<b>4210:00</b>	<b>ERP Team Member</b>			

	A	B	C	D	E	BE
259					No Variance	81.33
260		4220.00	ERP Configurer			
261					No Variance	51.19
262		4230.00	ERP Programmer/Analyst			
263					A. Entry	46.49
264					B. Intermediate	56.42
265					C. Advanced	68.43
266					D. Expert	79.53
267		4240.00	ERP Systems Support Specialist			
268					No Variance	57.23
269		4250.00	ERP Systems Administrator			
270					No Variance	68.70
271		4600.00	Basis/Ale Technical Consultant			
272					No Variance	94.43
273	Sourcing and Vendor Relationship Management	4800.00	Chief Sourcing Officer			
274					No Variance	135.05
275		4810.00	Manager IT Procurement			
276					No Variance	93.80
277		4820.00	IT Procurement Specialist			
278					No Variance	48.93
279		5000.00	Manager Vendor Relationships			
280					1. Team Leader	57.05
281					2. Manager	81.35
282					3. Sr. Manager	170.13
283		5010.00	Manager, Outsourcing Contracts			
284					No Variance	90.03
285		5020.00	Contracts Manager			
286					No Variance	68.06
287		5040.00	Finance/Administration Specialist			
288					A. Entry	48.89
289					B. Intermediate	63.49
290					C. Advanced	80.32
291		5200.00	Technical Advisor			
292					No Variance	141.25
293	Business Management / Administration	5400.00	Asset Manager			
294					No Variance	79.04
295		5410.00	Asset Management Administrator			

	A	B	C	D	E	BE
296					A. Entry	39.85
297					B. Intermediate	44.67
298					C. Advanced	48.41
299		5500:00	Director, HR/IT			
300					No Variance	146.89
301		5600:00	Manager, HR/IT Staffing			
302					No Variance	69.94
303		5610:00	Technical Recruiter			
304					A. Entry	39.43
305					B. Intermediate	53.51
306					C. Advanced	78.86
307		5620:00	HR/IT Generalist			
308					A. Entry	41.63
309					B. Intermediate	49.00
310					C. Advanced	70.60
311		5800:00	Documentation Specialist/Technical Writer			
312					A. Entry	39.45
313					B. Intermediate	47.39
314					C. Advanced	57.95
315		6000:00	Manager, IT Finance			
316					No Variance	95.69
317		6100:00	Director, IT Risk and Compliance			
318					No Variance	147.69
319		6200:00	Manager, IT Audit			
320					No Variance	100.04
321		6210:00	IT Auditor			
322					No Variance	69.86
323		6400:00	Business Management Specialist			
324					No Variance	75.92
325	Training	6600:00	Manager, Technical Training			
326					1. Team Leader	56.71
327					2. Manager	68.38
328					3. Sr. Manager	146.59
329		6610:00	Technical Trainer			
330					A. Entry	39.43
331					B. Intermediate	43.19
332					C. Advanced	53.05
333					D. Expert	60.37
334	Security Management	6800:00	Security Manager			
335					1. Team Leader	63.01
336					2. Manager	85.31
337					3. Sr. Manager	159.16
338		6810:00	Security Analyst			

	A	B	C	D	E	BE
339					A. Entry	42.97
340					B. Intermediate	56.11
341					C. Advanced	71.79
342					D. Expert	99.06
343		6820.00	Data Security Specialist			
344					No Variance	66.35
345		6830.00	Network Security Specialist			
346					No Variance	132.77
347		6840.00	System Security Specialist			
348					No Variance	62.02
349		6850.00	Web Security Specialist			
350					No Variance	71.86
351	Business Continuance Management	7000.00	Manager, Business Continuance			
352					No Variance	98.67
353		7010.00	Business Continuance Specialist			
354					No Variance	73.21
355	Product Development	7200.00	Manager, Product Development			
356					1. Team Leader	59.16
357					2. Manager	80.37
358					3. Sr. Manager	163.25
359		7210.00	Product Architect			
360					No Variance	103.82
361		7220.00	Product Engineer			
362					A. Entry	42.46
363					B. Intermediate	56.41
364					C. Advanced	75.49
365					D. Expert	93.50
366		7230.00	Product Developer			
367					A. Entry	49.64
368					B. Intermediate	68.75
369					C. Advanced	80.99
370					D. Expert	93.02
371	Systems Programming & Admin.	7400.00	Manager, Systems Software			
372					1. Team Leader	83.62
373					2. Manager	96.93
374					3. Sr. Manager	150.51
375		7410.00	Systems Architect			

	A	B	C	D	E	BE
376					A. Entry	43.52
377					B. Intermediate	64.51
378					C. Advanced	93.16
379					D. Expert	168.61
380		7420:00	Systems Software Programmer			
381					A. Entry	50.70
382					B. Intermediate	63.38
383					C. Advanced	77.32
384					D. Expert	85.80
385		7430:00	Groupware Specialist			
386					A. Entry	52.25
387					B. Intermediate	66.50
388					C. Advanced	71.38
389		7440:00	Systems Administrator			
390					A. Entry	43.52
391					B. Intermediate	51.42
392					C. Advanced	66.39
393					D. Expert	74.39
394		7450:00	UNIX System Administrator			
395					No Variance	76.38
396		7460:00	Storage Management Specialist			
397					No Variance	72.76
398	Business Analysis and Planning	7500:00	Director, Enterprise Architecture			
399					No Variance	179.55
400		7600:00	Manager, IT Business Planning			
401					1. Team Leader	81.91
402					2. Manager	107.56
403					3. Sr. Manager	134.16
404		7610:00	Enterprise Architect			
405					No Variance	156.25
406		7620:00	Business Process Consultant			
407					A. Entry	36.64
408					B. Intermediate	56.90
409					C. Advanced	74.38
410					D. Expert	93.44
411		7630:00	IT Business Consultant			
412					A. Entry	45.21

	A	B	C	D	E	BE
413					B. Intermediate	62.89
414					C. Advanced	65.38
415					D. Expert	82.97
416		7640.00	Business Analyst			
417					A. Entry	35.50
418					B. Intermediate	55.02
419					C. Advanced	62.77
420					D. Expert	64.11
421		7700.00	Director, Business Relationships			
422					No Variance	142.27
423		7800.00	Manager, Customer Relations			
424					No Variance	90.97
425	Release Management	8000.00	Configuration Management Analyst			
426					A. Entry	39.21
427					B. Intermediate	59.58
428					C. Advanced	60.57
429		8010.00	Release/Build Engineer			
430					No Variance	66.58
431	Program Management	8200.00	Director, Program Management			
432					No Variance	130.81
433		8210.00	Program Manager			
434					1. Team Leader	72.04
435					2. Manager	83.14
436					3. Sr. Manager	99.57
437					4. Executive	186.25
438		8220.00	Project Manager			
439					1. Team Leader	70.99
440					2. Manager	79.74
441					3. Sr. Manager	101.88
442					4. Executive	158.38
443		8230.00	Project Leader			
444					A. Entry	44.77
445					B. Intermediate	74.00
446					C. Advanced	80.68
447					D. Expert	83.54
448		8235.00	Project Management Specialist			
449					No Variance	57.41
450		8240.00	Resource Manager			

	A	B	C	D	E	BE
451					No Variance	86.03
452	Customer Service Hotline	8400:00	Manager, Customer Service Hotline			
453					No Variance	56.33
454		8410:00	Customer Service Hotline Representative			
455					A. Entry	27.44
456					B. Intermediate	30.11
457					C. Advanced	38.01
458	Technical Product Support	8600:00	Manager, Technical Product Support			
459					1. Team Leader	53.40
460					2. Manager	61.52
461					3. Sr. Manager	108.85
462		8610:00	Technical Product Support Analyst			
463					No Variance	48.30
464		8620:00	Technical Product Support Specialist			
465					A. Entry	27.51
466					B. Intermediate	37.06
467					C. Advanced	46.75

## MEMORANDUM

To: City Council

From: Gregory J. Oravec, City Manager

Date: August 23, 2012

Re: **Award of Contract – Equal to or Lower than State Contract**

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The City's MIS Department is requesting to award a contract to Presidio Networked Solutions for consulting work and Cisco Systems, Inc. for the equipment and services related to upgrading the City's Datacenter core network at a total cost of \$412,506.05. This project is budgeted and will keep the City's computer network up to date as the existing equipment has reached the end of its useful life. The quotes received are from the state contract for these two vendors.

Under chapter 35.06 and by recommendation of this office, the City Council may award a city contract if it's pricing is equal to or better than an existing contract. Please advise if any further information is needed.

GJO:dkp