

RESOLUTION

ROCK COUNTY BOARD OF SUPERVISORS

Finance Committee
INITIATED BY



10/17/2022
DATE DRAFTED

Authorization to Purchase Cisco Security Enterprise Agreement

WHEREAS, the Information Technology Department is authorized to purchase software products on behalf of the County; and,

WHEREAS, the procurement of this item would allow all of the security products that Rock-IT utilizes to be managed under a singular enterprise agreement; and,

WHEREAS, this procurement would eliminate separate payments for our current security products and gives Rock-IT access to additional security products at a reduced cost; and,

WHEREAS, this would give Rock-IT access to the Cisco AMP Endpoint Detection and Response (EDR) security operations solution; and,

WHEREAS, the pricing model is such that Rock-IT will not occur any charges in 2022, and the first payment on the three (3) year contract would begin in 2023 in the amount of \$131,660.16; and,

WHEREAS, this project was budgeted for in account 07-1430-0000-62421 and pricing was accounted for in state contract UW Contract 22-5174.

NOW, THEREFORE, BE IT RESOLVED that the Rock County Board of Supervisors duly assembled this 27th day of October, 2022, does hereby authorize the purchase of Cisco Security Enterprise Agreement.

FISCAL NOTE:

The funding for this purchase is part of the Information Technology's FY 2023 budget request. Therefore, if this resolution is approved, the funding will also need to be approved during the FY 2023 budget process.

Sherry Oja
Finance Director

LEGAL NOTE:

The County Board is authorized to take this action pursuant to §§ 59.01 and 59.51, Wis. Stats. In addition, § 59.52(29), Wis. Stats., requires the project to be let to the lowest responsible bidder.

Richard Greenlee
Corporation Counsel

ADMINISTRATIVE NOTE:

Recommended.

Josh Smith
County Administrator

Committee Action

Finance Committee

The Finance Committee recommended this resolution for approval by a unanimous voice vote.

Executive Summary Authorizing the Purchase of Cisco Security Enterprise Agreement

We are consolidating payment for all our Cisco security tools into a three (3) year Cisco Enterprise Agreement. Cisco Financing has approved Rock County to procure the item in 2022 and begin paying in 2023 and to be paid annually for three years. This procurement would eliminate our separate payments for our current products and allows us to receive additional security products. Most notably, we would receive their AMP Endpoint Detection and Response (EDR) security operations solution which will greatly improve Rock County's ability to maintain cyber security insurance.

This project was budgeted for in account 07-1430-0000-62421 and pricing was accounted for in state contract UW Contract 22-5174.



Bill To:
Rock County
3530 County Road F
PO Box 920
Janesville, Wisconsin 53545-0766
United States

Ship To:
Rock County
3530 County Road F
Janesville, Wisconsin 53545-0766
United States

Quote Number: Q-43195
Quote Date: 09/08/2022
Expiration Date: 10/28/2022

Client: Rock County
Account Number: 0011124
Payment Terms: Net 30
Primary Contact: Kathleen Holford
Quote Name: Security EA

Quoted by: Jason Warren
P (608) 661-7719 | **E** jason.warren@corebts.com
Account Manager: Michael Smith
P 608-661-7732 | **E** michael.smith@corebts.com

10/28/2022 to 10/27/2025

Qty	Item Number	Description	Term (Months)	Billing Frequency	Price	Ext Price
1	ELA2-M	EA Bundle	36	Prepaid	\$0.00	\$0.00
1	E2F-SEC-A4E-ADV	Cisco EA 2.0 Choice - Security Suites- AMP4E Advantage	36	Prepaid	\$0.00	\$0.00
160	E2SF-P-AMP-ADV-10	Sec EA 2.0 Choice AMP Endpoints Advantage 10pk	36	Prepaid	\$728.76	\$116,601.60
1	SVS-EA2-AMPE-SUP-B	BASIC SUPPORT FOR AMP END POINTS	36	Prepaid	\$0.00	\$0.00
1	E2F-SEC-ISE3	Cisco EA 2.0 Choice - Security Suites- ISE 3.0	36	Prepaid	\$0.00	\$0.00
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2	E2SF-F-FPR1010T-T	Sec EA 2.0 Choice FPR1010 Threat Defense Threat	36	Prepaid	\$317.85	\$635.70
1	E2SF-F-FPR1120T	Sec EA 2.0 Choice FPR1120 Threat Defense Threat, Malware,URL	36	Prepaid	\$3,579.21	\$3,579.21
4	E2SF-F-FPR2120T	Sec EA 2.0 Choice FPR2120 Threat Defense Threat, Malware,URL	36	Prepaid	\$13,528.59	\$54,114.36
1	SVS-EA2-NGFW-SUP-B	BASIC SUPPORT FOR NEXT-GEN FIREWALL	36	Prepaid	\$0.00	\$0.00
1	E2F-SEC-UMB SIGA	Cisco EA 2.0 Choice -Security Suites-Umbrella SIG Advantage	36	Prepaid	\$0.00	\$0.00
1,300	E2SF-U-SIG-ADV-K9	Sec EA 2.0 Choice Umbrella Secure Internet Gateway Advantage	36	Prepaid	\$121.92	\$158,496.00
1	SVS-EA2-SIG-SUPT-E	Umbrella Support for DNS/SIG Packages - Enhanced	36	Prepaid	\$16,218.99	\$16,218.99
1	CORE-DISCOUNT-LSSY	One-Time Promotional Discount		Prepaid	\$-11,397.96	\$-11,397.96
		Comment: Prior Purchase Subscription Credit				
1	WJ-CONTRACT-505ENT-M21-DC-01	NASPO ValuePoint State of Wisconsin Cisco PA#505ENT-M21 - DATACOMMUN-01, Master Agreement#AR3227 (2021-2024)		Prepaid	\$0.00	\$0.00
1	CORE-NOFGHT	No freight charge to client		Prepaid	\$0.00	\$0.00
					Subtotal:	\$394,980.48

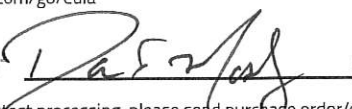
First Invoice Amount: \$394,980.48
Quote Subtotal: \$394,980.48
Estimated Sales Tax: \$0.00
Quote Total: \$394,980.48

Notes: Signed Cisco End User Information Form (EUIF) required to process order. Prices are based on 36 month subscription commitment. Applicable usage and overage charges will be billed monthly in arrears as incurred.

Automatic renewal term: None

Please refer to the following additional Cisco terms and conditions:
Cisco End User License Agreement (EULA)
<https://cisco.com/go/eula>

Accepted by:



Printed name:

DARA MOSLEY

Date:

10-6-22

To ensure fastest processing, please send purchase order/signed quote to purchase.orders@corebts.com and CC the two individuals listed above or fax to . If changes are required, please request a revised quote. Thank you for your business!

By accepting this quote you agree to Core's Standard Terms and Conditions which can be found at <https://corebts.com/legal/T&C>.

This proposal is confidential, and shall not be used or disclosed, in whole or in part, for any purpose other than evaluation within the client organization. This quote shall expire on the "Expiration Date" above. Notwithstanding the foregoing, all product and pricing information is based on the latest information available and is subject to change without notice, including at any time prior to the expiration of the quote. All prices are in U.S. dollars. Prices and tax rates are valid in the U.S. only and are subject to change. Sales tax is based on the "ship to" address on your purchase order. Please indicate your taxability status on your purchase order. Product availability is subject to change and cannot be guaranteed. All shipments are FOB origin. Appropriate freight charges will be added at the time of invoice. Please note that this quote may include items which may be subject to vendor restocking fees if returned, or may not be returnable if not defective (all returns are subject to vendor RMA approval). Core passes through all vendor restocking terms and fees without modification, markup, or additional fees.

Cancellation of any licensing or services with a fixed term or indicated as non-cancellable shall incur a termination fee equal to 100% of the cost of the remainder of the term, payable to Core in full upon the effective termination date. If First Invoice Amount is less than the Quote Total this is due to the fact that some or all items have a billing frequency of more than one instance, please consult the billing frequency listed for each item. First Invoice Amount is estimated and may not include shipping/freight, estimated sales tax, and incidental charges.



CSC Rep: Maggie Sexton
Title: Finance Manager
Phone: 610-386-3573
Email: masexton@cisco.com
Date: 10/6/2022

Financing Proposal

Prepared For:

Company: Rock County

Between business as usual and your business transformed, there's a bridge. Acquiring the Cisco technology that your institution needs has never been easier.

Financing Costs Breakdown:

3 Year

Hardware/Softcosts	\$394,980.48
Total Amount Financed	<u>\$394,980</u>

Payment Structure Breakdown:

<u>\$1 Buyout, Annual Payments</u>	<u>1st pmt Jan 2023</u>
Payment Range	<u>1 thru 3</u>
Payment Amount	<u>\$131,660.16</u>

General Terms and Conditions

- 1) The pricing and payments contained above and within this proposal is valid for 30 days and exclude all applicable sales taxes.
- 2) This proposal is for discussion purposes only. All payments and financing options are subject to final credit review, equipment, software and services configuration, approval and documentation by CSCC. All Final terms and conditions will be specified in the definitive financing agreement entered into between CSCC and Customer.
- 3) The above payments are based on like term SWAP interest rates as published at the ICE Report Center daily update referencing USD Rates 1100 (<https://www.theice.com/marketdata/reports/180>) and is subject to adjustment by CSCC prior to the commencement date to retain CSCC's implicit financing rate. Any basis point change in the like term SWAP will result in a corresponding basis point adjustment to the implicit finance rate in the lease which will then result in an adjustment to the lease payment.
- 4) In California, loans offered by Cisco Systems Capital Corporation will be made or arranged in accordance with California Financing Law.

Introducing Cisco Capital Financing

Cisco is pleased to present NCMC with this proposal for structured financing of your forthcoming Cisco Meraki and Infrastructure investments.

Why Technology Financing?

We have an in-depth knowledge of how customers can optimize their technology investments. We are the bridge between managing the demands of evolving market dynamics and today's financial requirements — making it easier for you to access the right technology to enable your digital transformation.

Why Finance with us?

Our primary purpose is to help our customers get the technology they need to digitally transform their business. We want to enable you to pay for your Cisco-led solutions in a seamless, flexible and affordable way. With a variety of offers and capabilities, we can almost always meet and exceed the unique requirements of your business.

We are flexible.

Whether you need consumption models, pay-as-you-go, bundled payments or traditional models, Cisco Capital offers more payment options to drive your business outcomes. You can:

Bundle your technology into one predictable payment

Match expenses more closely with revenue with our flexible payment structures

Manage your equipment lifecycle

We are innovative.

We are constantly evolving with Cisco to provide new ways to enable you to consume technology and drive your business forward. We help you:

Finance the total technology solution, including some third-party technology

Stay current with all your technology needs

We enable your business to be agile.

Our flexible payment options help you get the Cisco hardware, software, services and licenses you need quicker, so that you can adapt to market dynamics and exceed your desired business outcomes. You can:

Accelerate your speed to market with flexible payment solutions

Improve your ROI by matching your payments to when you see the benefit to your organization

Have the technology and confidence you need to make faster decisions

***Terms and conditions may apply. Rates and availability vary by country.**



Americas Headquarters
Cisco Systems, Inc.
San Jose, CA

Asia Pacific Headquarters
Cisco Systems (USA) Pte. Ltd.
Singapore

Europe Headquarters
Cisco Systems International BV Amsterdam,
The Netherlands

Cisco has more than 200 offices worldwide. Addresses, phone numbers, and fax numbers are listed on the Cisco Website at www.cisco.com/go/offices.

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