

**Denton Independent School District**  
**Cisco Smart Net & Security, Collaboration, and**  
**Wireless Enterprise Agreement Renewal Purchase**  
April 25, 2023

**SUMMARY:**

This item requests approval of the quotes in the total amount of \$1,006,688.15 submitted by Netsync Network Solutions for the District's annual maintenance contract and support on Cisco network equipment, for year five, of the five-year contract, to run from July 1, 2023, through June 30, 2024.

**BOARD GOAL:**

Growth & Management - Demonstrate effective and efficient management of district resources

**BACKGROUND INFORMATION:**

The District has primarily standardized Cisco Collaboration, Security and Wireless Enterprise Agreements. Smart Net Total Care (Smart Net) provides product-level technical support, hardware replacement, and OS software updates on all critical components of the District's network infrastructure equipment. The Security, Collaboration, and Wireless Enterprise Agreements (EAs) are the software licensing agreements for those components of the network infrastructure. In 2022, Duo was added as our multi factor authentication which provides an extra layer of protection to ensure the security of online accounts. Netsync Network Solutions is a preferred provider of Cisco products and systems.

**SIGNIFICANT ISSUES:**

This purchase is being done through a Texas Local Governmental Purchasing Cooperative (DIR). This purchase is being brought for approval in accordance with policy CH (local).

**FISCAL IMPLICATIONS:**

Cost will be borne by the Technology Division funds in the amount of \$1,006,688.15.

**BENEFIT OF ACTION:**

Passage will allow the District to continue using Cisco's product line in addition to providing the maintenance and support on the covered products.

**SUPERINTENDENT'S RECOMMENDATION:**

It is recommended that the quotes in the total amount of \$1,006,688.15 submitted by Netsync Network Solutions for the District's annual maintenance contract and support on Cisco network equipment for year five, of the five-year contract, to run from July 1, 2023, through June 30, 2024, be approved.

**STAFF PERSONS RESPONSIBLE:**

Robert Pierce, Chief Technology Officer  
Graham Walden, Senior Network Infrastructure Architect  
Cindy Willis, Director of Purchasing

**APPROVAL:**

Signature of Staff Member Proposing Recommendation: \_\_\_\_\_

Signature of Divisional Assistant Superintendent: \_\_\_\_\_

Signature of Superintendent: \_\_\_\_\_