

Denton Independent School District
Cisco SMARTnet & Security, Collaboration, and Wireless Enterprise Agreement Purchase
June 11, 2019

SUMMARY:

This item requests approval of the quotes from Netsync Network Solutions in the total amount of \$892,099.72 for both the District's SMARTnet technical support contract and the Security, Collaboration, and Wireless Enterprise Agreements to run from July 1, 2019 through June 30, 2020.

BOARD GOAL:

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

PREVIOUS BOARD ACTION:

None

BACKGROUND INFORMATION:

All District network, wireless and phone hardware and software has been standardized to the Cisco product lines. The Technology Division requested quotes for a combined solution of SMARTnet technical support and three (3) Cisco Enterprise Agreements (EAs) from five (5) vendors. Responses were received from four (4) vendors. Two (2) vendors did not quote the requested SMARTnet technical support and Cisco EAs. One (1) vendor quoted the SMARTnet technical support but did not fully quote the requested Cisco EAs. Netsync Network Solutions quoted both the required SMARTnet technical support and all three (3) of the Cisco EAs.

SIGNIFICANT ISSUES:

In the past, the District has purchased "one-by-one" software packages and licensing agreements for specific purposes. Cisco's new software model combines function-specific software and support services into specialized Enterprise Agreements (EAs). This new approach is licensed by a combination of FTE and student count. The Technology Division intends to purchase the three (3) Cisco EAs listed below in addition to the traditional SMARTnet technical support service. The SMARTnet cost will fluctuate annually as recently acquired equipment exceeds its initial warranty coverage and is added to the SMARTnet support contract. This agreement will provide the licensing needed for both student and staff use. Licensing will be purchased through a Texas Local Governmental Purchasing Cooperative (DIR). This purchase is being brought for approval in accordance with the District's CH (local) policy.

EA Security: Cybersecurity Enterprise software from the cloud to the desktop, tablet, and Chromebooks
EA Collaboration: VoIP software, phone licenses and WebEx
EA Wireless: licensing and wireless diagnostic software

FISCAL IMPLICATIONS:

The cost will be borne through the Technology Department budget.

BENEFIT OF ACTION:

The approval of this purchase will allow the District to continue to operate the core technology network, wireless, voice and internet operations at peak performance.

SUPERINTENDENT'S RECOMMENDATION:

It is recommended that the quotes from Netsync Network Solutions in the total amount of \$892,099.72 for both the District's SMARTnet technical support contract and the three (3) Enterprise Agreements to run from July 1, 2019 through June 30, 2020 be approved.

STAFF PERSONS RESPONSIBLE:

Ernie Stripling, Technology Information Officer
Robert Pierce, Information Systems Officer
Dianna Casper, Director of Purchasing

ATTACHMENTS:

Cisco SMARTnet & Security, Collaboration, and Wireless Enterprise Agreement Quotes

APPROVAL:

Signature of Staff Member Proposing Recommendation: _____

Signature of Divisional Assistant Superintendent: _____

Signature of Superintendent: _____