

Denton ISD
Cisco SMARTnet & Security, Collaboration, and Wireless Enterprise Agreement Quotes
June 11, 2019

Cisco SMARTnet & Security, Collaboration, and Wireless Enterprise Agreement Price Comparison							
Vendor	Cisco Annual SMARTnet Technical Support Pricing without Enterprise Agreement	Cisco Annual SMARTnet Technical Support Pricing with Enterprise Agreement	Cisco Security Enterprise Agreement One Year Pricing	Cisco Collaboration Enterprise Agreement One Year Pricing	Cisco Wireless Enterprise Agreement One Year Pricing	Cisco Enterprise Agreement Five Year Pricing	Note
DISYS Solutions Inc	\$ 564,958.21	N/A	No quote	No quote	No quote	No quote	Vendors were required to quote all items for consideration
Longview Systems Corp	No quote	N/A	No quote	No quote	No quote	No quote	
Netsync Network Solutions	\$ 564,957.30	\$ 113,764.02	\$ 459,367.00	\$ 209,361.70	\$ 109,607.00	\$ 3,891,678.50	
Secure Networkers, LLC	\$ 609,211.26	N/A	Invalid quote	Invalid quote	Invalid quote	Invalid quote	Did not quote the EA agreement with the Voice Collaboration. The quote reflects only the SMARTnet items, no added protection features
Technology for Education	\$ 611,774.45	N/A	No quote	No quote	No quote	No quote	Vendors were required to quote all items for consideration

Recommended for Purchase

NOTES:

1. With the purchase of the Cisco Enterprise Agreements, some SKUs on the SMARTnet quote are moved to the Enterprise Agreements and SMARTnet technical support costs are significantly reduced.
2. SMARTnet Hardware costs may vary each year due to hardware acquisition and products with warranty expirations. Above SMARTnet Hardware cost is the base price yearly
3. Cisco Enterprise Agreement pricing is guaranteed five year pricing. Cisco non-appropriation clause allows the District to exit the agreement at any time without liability.