



COMMISSIONERS COURT
COMMUNICATION

COURT ORDER NUMBER 145169

PAGE 1 OF 9

DATE: 5/6/2025

SUBJECT: BID NO. F2024064 - ANNUAL CONTRACT FOR CISCO NETWORK EQUIPMENT, SOFTWARE, AND MAINTENANCE - INFORMATION TECHNOLOGY - VARIOUS VENDORS - EXERCISE FIRST OPTION FOR RENEWAL - SAME DISCOUNT FROM LIST PRICE

***** CONSENT AGENDA *****

COMMISSIONERS COURT ACTION REQUESTED

It is requested that the Commissioners Court approve renewal of Bid No. F2024064, Annual Contract for Cisco Network Equipment, Software, and Maintenance, for the first optional twelve (12) month period at the same discount from list price.

BACKGROUND

On April 2, 2024, the Commissioners Court, through Court Order #142926, awarded Bid No. F2024064, Annual Contract for Cisco Network Equipment, Software, and Maintenance, for Information Technology, to the following vendors:

Primary	General Datatech, L.P.
Secondary	CDW Government, LLC
Alternate	Zones, LLC

The awards were based upon low bid meeting specifications and contained options to renew for two (2) additional twelve (12) month periods.

This contract is for the purchase of new Cisco network equipment and related software subscription and maintenance services to support network connectivity and communication Countywide.

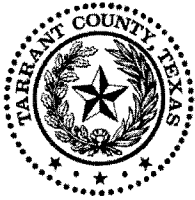
The vendors notified Purchasing in writing that their prices will remain firm through May 25, 2026. Information Technology notified Purchasing in writing that they are pleased with the vendors and want to renew.

Therefore, it is the joint recommendation of Information Technology and Purchasing that the Commissioners Court approve renewal of Bid No. F2024064, Annual Contract for Cisco Network Equipment, Software, and Maintenance, for another twelve (12) month period.

FISCAL IMPACT

Expenses for last year were approximately \$2,077,811.47. The County's future cost will be determined by the orders placed and services provided on an as-needed basis. Funding is available in various funds/various cost centers/various expense codes.

SUBMITTED BY	Purchasing	PREPARED BY:	Kehinde Olugbile
		APPROVED BY:	Christopher Lax, CPSM, CPSD, CPCP



TARRANT COUNTY PURCHASING DEPARTMENT
100 E. Weatherford St. #303 • Fort Worth, TX 76196 • (817) 884-1414 • (817) 884-2629 (Fax)

Melissa Lee, C.P.M., A.P.P.
Purchasing Agent

Chris Lax, CPSM, CPSD, CPCP
Assistant Purchasing Agent

January 29, 2025

Jay Ingram
General Datatech, LP
999 Metromedia Place
Dallas, TX 75247

Re: IFB No. F2024064 – Annual Contract for Cisco Network Equipment, Software, and Maintenance

Dear Jay:

Referenced bid was for twelve (12) months with two (2) options to renew for additional twelve (12) months each. The original contract was for the period of May 26, 2024 through May 25, 2026. The effective dates for the first renewal option will run from May 25, 2025 through May 26, 2026.

Tarrant County Purchasing Department hereby extends an invitation to General Datatech, LP to accept the first renewal option for an additional one (1) year period as the primary vendor for this bid as awarded on April 2, 2024. General Datatech, LP acknowledges formal renewal of the option and any contract is contingent upon review and approval by the Tarrant County Commissioner's Court at a later date. Please mark the appropriate response below and provide your signature above your printed name. All prices must remain firm for the optional renewal period through May 26, 2026.

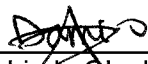
Yes, General Datatech, LP will accept the offer to extend the same contract discounts through May 26, 2026. **Please include a current 1295 Form with your response.**

No, General Datatech, LP will NOT accept the offer to extend the same contract discounts through May 26, 2026.


Are any other governmental entities currently utilizing this contract? Yes No
If yes, please return a listing of the participating entities with this letter.

Please email your signed response.

Sincerely,



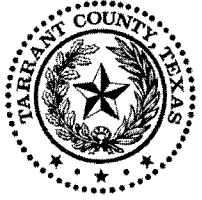
Kehinde Olugbile, Senior Buyer
Tarrant County
817-212-7249



Jay Ingram
General Datatech, LP

January 30, 2025

Date



TARRANT COUNTY PURCHASING DEPARTMENT

100 E. Weatherford St. #303 • Fort Worth, TX 76196 • (817) 884-1414 • (817) 884-2629 (Fax)

Melissa Lee, C.P.M., A.P.P.
Purchasing Agent

Chris Lax, CPSM, CPSD, CPCP
Assistant Purchasing Agent

January 29, 2025

Naliah Mckoy
CDW Government, LLC
999 Metromedia Place
Dallas, TX 75247

Re: IFB No. F2024064 – Annual Contract for Cisco Network Equipment, Software, and Maintenance

Dear Naliah:

Referenced bid was for twelve (12) months with two (2) options to renew for additional twelve (12) months each. The original contract was for the period of May 26, 2024 through May 25, 2026. The effective dates for the first renewal option will run from May 25, 2025 through May 26, 2026.

Tarrant County Purchasing Department hereby extends an invitation to CDW Government, LLC to accept the first renewal option for an additional one (1) year period as the secondary vendor for this bid as awarded on April 2, 2024. CDW Government, LLC acknowledges formal renewal of the option and any contract is contingent upon review and approval by the Tarrant County Commissioner’s Court at a later date. Please mark the appropriate response below and provide your signature above your printed name. All prices must remain firm for the optional renewal period through May 26, 2026.

X [] Yes, CDW Government, LLC will accept the offer to extend the same contract discounts through May 26, 2026. Please include a current 1295 Form with your response.

[] No, CDW Government, LLC will NOT accept the offer to extend the same contract discounts through May 26, 2026.

Are any other governmental entities currently utilizing this contract? [] Yes [] No
If yes, please return a listing of the participating entities with this letter.

Please email your signed response.

Sincerely,

[Signature]
Kehinde Olugbile, Senior Buyer
Tarrant County
817-212-7249

[Signature]
Anup Sreedharan (Mar 28, 2025 13:42 CDT)
Naliah Mckoy
CDW Government, LLC

Mar 28, 2025
Date

[Signature]
Heather Kohls



TARRANT COUNTY PURCHASING DEPARTMENT

100 E. Weatherford St. #303 • Fort Worth, TX 76196 • (817) 884-1414 • (817) 884-2629 (Fax)

Melissa Lee, C.P.M., A.P.P.
Purchasing Agent

Chris Lax, CPSM, CPSD, CPCP
Assistant Purchasing Agent

January 29, 2025

Sonia Azad
Zones, LLC
999 Metromedia Place
Dallas, TX 75247

Re: IFB No. F2024064 – Annual Contract for Cisco Network Equipment, Software, and Maintenance

Dear Sonia:

Referenced bid was for twelve (12) months with two (2) options to renew for additional twelve (12) months each. The original contract was for the period of May 26, 2024 through May 25, 2026. The effective dates for the first renewal option will run from May 25, 2025 through May 26, 2026.

Tarrant County Purchasing Department hereby extends an invitation to Zones, LLC to accept the first renewal option for an additional one (1) year period as the alternate vendor for this bid as awarded on April 2, 2024. Zones, LLC acknowledges formal renewal of the option and any contract is contingent upon review and approval by the Tarrant County Commissioner's Court at a later date. Please mark the appropriate response below and provide your signature above your printed name. All prices must remain firm for the optional renewal period through May 26, 2026.

Yes, Zones, LLC will accept the offer to extend the same contract discounts through May 26, 2026.
Please include a current 1295 Form with your response.

No, Zones, LLC will NOT accept the offer to extend the same contract discounts through May 26, 2026.

Are any other governmental entities currently utilizing this contract? Yes No

If yes, please return a listing of the participating entities with this letter.

Please email your signed response.

Sincerely,

Handwritten signature of Kehinde Olugbile in black ink.

Kehinde Olugbile, Senior Buyer
Tarrant County
817-212-7249

Handwritten signature of Imran Yunus in black ink.
imran yunus (Feb 3, 2025 16:21 PST)

Imran Yunus, VP- Public Sector Sales
Zones, LLC

Feb 3, 2025

Date

Memorandum

To: Roger Mueller

Dept: Information Technology

From: Kehinde Olugbile, Sr. Buyer, Purchasing Department

Date: 1/22/2025

Re: First Renewal of IFB No. F2024064, Annual Contract for Cisco Network Equipment, Software, and Maintenance

The above referenced contract will expire on May 25, 2025. This contract included two (2) options to renew with the vendor for additional twelve (12) month terms. The first renewal term would commence May 26, 2025 and would expire May 25, 2026.

If you wish to exercise this option to renew and continue this contract with the vendors listed below for twelve more months, please check the appropriate item and email this form back to me.

Primary: General Datatech, L.P
Secondary: CDW Government, LLC
Alternate: Zones, LLC

Yes, I wish to continue the current contract with the above mentioned vendor for the first renewal term of the contract.

Funds to support this contract will be provided by the following accounts:

Capital 545051 or 45100-2025

No, I do not wish to continue the current contract with the above-mentioned vendor for the following reason(s).

January 24, 2025

SIGNATURE: Roger Mueller
Roger Mueller (Jan 24, 2025 12:33 CST)

DATE: 01/24/2025

Bid No. F2024064 Annual Contract for Cisco Network Equipment, Software, and Maintenance

		Secondary Award		Primary Award	
Line #	Description	Cisco Total MSRP (Based on Tarrant County's three (3) year average of total annual purchases)	Percent Discount	Price after Discount	Price after Discount
1	Percentage discount off Cisco Global Price List for Cisco product (Physical and Virtual).	\$ 1,080,683.00	58.0%	\$ 453,886.86	\$ 453,886.86
2	Percentage discount off Cisco Global Price List for Cisco SmartNet maintenance support for 1-year term.	\$ 708,466.00	17.0%	\$ 589,026.78	\$ 545,518.82
3	Cisco Total MSRP DNA Licensing (Estimate for Evaluation Purposes Only)	\$ 174,595.26	59.0%	\$ 71,594.06	\$ 73,330.01
4	Cisco Total MSRP Application Dynamics (Estimate for Evaluation Purposes Only)	\$ 144,458.07	21.0%	\$ 114,121.88	\$ 113,832.96
5	Cisco Total MSRP Cisco Umbrella (Estimate for Evaluation Purposes Only)	\$ 97,810.56	59.0%	\$ 40,102.33	\$ 41,080.44
6	Cisco Total MSRP AnyConnect (Cisco Secure Client) (Estimate for Evaluation Purposes Only)	\$ 4,504.50	43.0%	\$ 2,567.57	\$ 1,891.89
TOTAL DISCOUNTED PRICE		\$ 2,210,517.39	\$ 1,270,289.48	\$ 1,229,540.98	

CDW Government LLC
Vernon Hills, IL
HUB - No
CO-OP - Yes

General Datatech, L.P.
Dallas, TX
HUB - No
CO-OP - Yes

Bid No. F2024064 Annual Contract for Cisco Network Equipment, Software, and Maintenance

		SHI International Dallas, TX HUB - Yes CO-OP - Yes			White Horse Distribution, LLC Grand Prairie, TX HUB - Yes CO-OP - Yes			Zones LLC Auburn, WA HUB - Yes CO-OP - Yes		
Line #	Description	Cisco Total MSRP (Based on Tarrant County's three (3) year average of total annual purchases)	Percent Discount	Price after Discount	Percent Discount	Price after Discount	Percent Discount	Price after Discount		
1	Percentage discount off Cisco Global Price List for Cisco product (Physical and Virtual).	\$ 1,080,683.00	57.0%	\$ 464,693.69	35.0%	\$ 702,443.95	55.2%	\$ 484,145.98		
2	Percentage discount off Cisco Global Price List for Cisco SmartNet maintenance support for 1-year term.	\$ 708,466.00	15.0%	\$ 602,196.10	10.0%	\$ 637,619.40	21.5%	\$ 556,145.81		
3	Cisco Total MSRP DNA Licensing (Estimate for Evaluation Purposes Only)	\$ 174,595.26	42.0%	\$ 101,265.25	35.0%	\$ 113,486.92	55.2%	\$ 78,218.68		
4	Cisco Total MSRP Application Dynamics (Estimate for Evaluation Purposes Only)	\$ 144,458.07	20.0%	\$ 115,566.46	5.0%	\$ 137,235.17	18.5%	\$ 117,733.33		
5	Cisco Total MSRP Cisco Umbrella (Estimate for Evaluation Purposes Only)	\$ 97,810.56	42.0%	\$ 56,730.12	35.0%	\$ 63,576.86	55.0%	\$ 44,014.75		
6	Cisco Total MSRP AnyConnect (Cisco Secure Client) (Estimate for Evaluation Purposes Only)	\$ 4,504.50	42.0%	\$ 2,612.61	35.0%	\$ 2,927.93	40.5%	\$ 2,680.18		
TOTAL DISCOUNTED PRICE		\$ 2,210,517.39		\$ 1,343,064.23		\$ 1,657,290.23		\$ 1,282,938.73		



TAKINGS IMPACT ASSESSMENT CHECKLIST

Complete this form for any county action that involves the adoption of a regulation, policy, guideline, court resolution, or order.

Project/Regulation Name: Bid No. F2024064 - Annual Contract for Cisco Network Equipment, Software, and Maintenance - Information Technology - Various Vendors - Exercise First Option for Renewal - Per Discount from List Price

County Department: PURCHASING

Contact Person: Melissa Lee, C.P.M., A.P.P.

Phone Number for Contact Person: (817) 884-3245

Type of TIA Performed: SHORT TIA or FULL TIA. Circle one after answering the questions in Sections II and III below.

I. Stated Purpose

Attach to this checklist an explanation of the purpose of the regulation, policy, guideline, court resolution, or order.

Note: The remainder of this Takings Impact Assessment Checklist should be completed in consultation with the Criminal District Attorney's Office.

II. Potential Effect on Private Real Property

1. Does the county action require a physical invasion, occupation, or dedication of real property?

Yes _____ No √

2. Does the county action limit or restrict a real property right, even partially, or temporarily?

Yes _____ No √

If you answered yes to either question, go to Section III. If you answered no to both, STOP HERE and circle SHORT TIA at the top of the form.
