

Piggyback Number: PB220028BAG

Contracting Entity	State of Florida
Contract Name	Data Communication Products and Services
Contract No.	DMS Contract #43220000-WSCA-19-ACS
Contract Term	07/13/2020 through 09/30/2024
Total Estimated Expenditure	\$192,796.98

Description / Scope of Purchase (include item numbers):

Cisco SmartNet Renewal under Piggyback No. PB220028BAG utilizing pricing on the State of Florida alternate term contract Data Communication Products and Services (43220000-WSCA-19-ACS) for purchase of hardware, software, licensing and professional services to refresh and expand the phone system infrastructure to ensure security can be maintained.

Market Analysis:

Provide comparison pricing within the market or through verification of other governmental agencies.

A market analysis was completed and attached.

Is Company/Distributor Local?	Does Contract Contain Cooperative-Purchasing Provision?
Yes: <input type="checkbox"/> No: <input checked="" type="checkbox"/>	Yes: <input checked="" type="checkbox"/> No: <input type="checkbox"/>

<i>Brooke Green</i>	11/08/2021	Brooke Green
Lee County Procurement Approval	Date	Printed Name

Piggyback Market Analysis Summary & Comparison

County 2020 Annual Spend: \$980,432.09

County 2021 Anticipting Spend: For Renewal Only \$192,796.98

	CDW Quote	Shi Quote	Presidio Quote
	DMS Contract #43220000-WSCA-19-ACS		
Expiration Date	07/13/2020 through 09/30/2024		
	The quoted price from Presidio Networked Solutions, Inc. represents a savings of 7% or \$14,132.38 cost savings from the next available bidder.		
Price Comparison	\$206,929.36	No Quote Provided Upon Request	\$192,796.98

The quoted price from Presidio Networked Solutions, Inc. represents a savings of 7% or \$14,132.38 cost savings from the next available bidder.

TO: Lee County BOCC
Tim Kabel
1953 Hough St
Fort Myers, FL 33901

tkabel@leegov.com
(p) 239-533-0670

FROM: Presidio Networked Solutions
Autumn Han
4211 W. Boy Scout Blvd
Suite 680
Tampa, FL 33607

ahan@presidio.com
(p) +1.407.409.8260

BILL TO: Lee County BOCC

1953 HOUGH ST
FORT MYERS, FL 33901

SHIP TO: Lee County BOCC

1953 Hough St
Fort Myers, FL 33901

Customer#: LEECO008

Contract Vehicle: Florida NASPO ValuePoint Cisco AR3227 FL# 43220000-NASPO-19-ACS

Account Manager: Jeff Pfeiffer

Inside Sales Rep: Autumn Han

Title: Lee County BOCC - Smartnet Renewal coterm 12/31/2022

#	Part #	Description	Unit Price	Qty	Ext Price
1	CON-SMARTNET RENEWAL	CON-SMARTNET RENEWAL Start Date: 01/01/2022 End Date: 12/31/2022 Comments: 481252011	\$192,796.98	1	\$192,796.98

Sub Total:	\$192,796.98
Grand Total:	\$192,796.98

TERMS AND CONDITIONS OF THE REFERENCED CONTRACT SHALL GOVERN THIS QUOTE

Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

Customer Signature

Date

SMARTnet RENEWAL QUOTE FOR LEE COUNTY FINANCE DIVISION
EFFECTIVE COVERAGE CO-TERMED THROUGH DECEMBER 31, 2022



CDW
Account Manager: Bart Heckm
625 W Adams St
Chicago, IL 60661
(312) 705-9572 phone

Please Note: This Quote is valid until December 31, 2021

Quotes Generated On: November 04, 2021

CDW Proprietary and Confidential

Contract Type	Contract Number	Quote Number	Service Description	Annual Cost	Prorated Cost	Discounted Cost
SAS	New	231873085	Software Application Support	\$ 3,586.00	\$ 3,586.00	\$ 3,048.10
SNT	New	231873085	8x5xNext Business Day	\$ 104,992.65	\$ 104,997.54	\$ 89,247.93
SNTP	New	231873085	Premium 24x7x4	\$ 73,640.50	\$ 73,640.50	\$ 62,594.42
C4P	New	231873085	Onsite Premium 24x7x4	\$ 15,268.72	\$ 15,268.72	\$ 12,978.42
ECMU	New	231873085	ECMU	\$ 36,539.00	\$ 34,455.30	\$ 29,287.01
ISV1	New	231873085	ISV1	\$ 6,010.00	\$ 6,010.00	\$ 5,108.50
SSSNT	New	231873085	SSSNT	\$ 5,488.21	\$ 5,488.21	\$ 4,664.98

Total: \$ 245,525.08 **\$ 206,929.36**

Customer is responsible to pay freight charges. Estimated or actual freight charges are not included in quotes (unless specifically stated). This quote excludes sales tax (unless specifically stated).

Acceptance of Terms and Conditions of Sales and Services

By ordering or accepting delivery of Products from Seller or by engaging Seller to perform or to procure Services on behalf of Customer, Customer thereby signifies its agreement with Seller: (i) The terms and conditions provided on this link apply:

<http://www.cdw.com/content/terms-conditions/default.aspx>, except if there is an effective written agreement between the parties applicable to the Transaction, then the terms and conditions governing the Transaction are those contained in such effective written agreement; and (ii) that if Customer delivers or conveys to Seller by any means: (a) any additional terms or conditions; or (b) any terms or conditions that differ in any respect, material or otherwise, from those governing the Transaction, then such terms or conditions will be null and void unless accepted in a writing executed by the authorized signatories of both parties.