



CISCO ENTERPRISE AGREEMENT

RS-26-078

May 19, 2026

Background

- Over the past three years, the city has utilized the Cisco Enterprise Agreement (EA) and Flex Plans to support its network Firewalls, cybersecurity, and communication systems
- The current plans are approaching expiration and the City is requesting approval of the 3-year Cisco Enterprise Agreement to ensure continuity of services, maintain system performance and security patches

Background continued

- The Enterprise Agreement consolidates multiple Cisco agreements—such as software subscriptions, support services, and licensing (including Flex plans and other standalone contracts)—into a single, streamlined contract
- The City benefits from standardized pricing, enterprise-wide access to Cisco tools and upgrades, and the ability to deploy and expand solutions without renegotiating individual contracts

Recommendation

- This expense is already included in the current Information Technology budget with an annual cost saving of \$109,000
- Staff recommends that the City Manager or his designee be authorized to execute the 3-year Cisco Enterprise Agreement from Insight Public Sector Inc., a valued added reseller, through the DIR contract DIR-CPO-5347 in the amount of \$313,530.99