



We Are Columbia

**MEETING DATE:** August 16, 2016  
**DEPARTMENT:** Purchasing  
**FROM:** *Sandra Wright, Purchasing Agent*  
**SUBJECT:** Maintenance and License Renewal for Cisco SmartNet  
**FINANCIAL IMPACT:**  
**ORIGINAL BUDGET:** \$71,741.37

The Information Technology Department has requested the Maintenance and License Renewal for Cisco SmartNet for the Fiscal Year 2016/2017. This is for the subscription license and maintenance for the City's installed Cisco networking equipment. The maintenance renewal includes IOS image, firmware, updates/patches and hardware replacement for defective equipment.

I respectfully request City Council's approval for this purchase using the SC State Contract #4400002988, vendor NWN Corporation, at the following cost.

**Maintenance and License Renewal - \$71,741.37**

NWN Corporation is located in Charlotte, NC 28273.

This will be charged as follows:

Information Technology Department - Maintenance & Service Contract  
1011120 -638200 \$71,741.37

**Sec. 2-204. - Competitive sealed bidding required; exceptions.** All city contracts shall be awarded by competitive sealed bidding except the following as determined pursuant to definitions and standards set by regulations, or except as otherwise provided in this article:

(9) When purchasing through state contracts.

**ATTACHMENTS:**

- NWN Corporation - SC State Contract #4400002988 (PDF)



# Quote

NWN Corporation - Charlotte  
 2520 Whitehall Park Dr #250  
 Charlotte NC 28273  
 Phone:704-496-6961  
 Tax ID# 04-3532235

**Date** 7/12/2016  
**Quote #** QT111939  
**Expires** 8/30/2016  
**Sales Rep** Roland, Stacy  
**IAE** Christopher, Brent  
**Project**  
**Terms** Net 30  
**Quote Title** 2016-17 Cisco SMARTnet  
 Renewal

**Quote for:**

Accounting  
 City of Columbia  
 PO BOX 147  
 Columbia SC 29217  
 United States

**Ship To:**

Steve Whitefield  
 City of Columbia  
 1401 Main Street  
 Suite 1000  
 Columbia SC 29201  
 United States

Item	Qua...	Description	Price	Amount
CON-SNT-1	1	SmartNet 8x5xNBD-Renewal Contract: 91632780	64,105.77	64,105.77
CON-SU1-1	1	IPS SVC SUI MAINTENANCE RENEWAL Contract: 92376416  Coverage has been co-termed to 7/31/2017. Please see attached spreadsheet for details. SC State 4400002988 Network Contract Pricing has been applied to this quote.  <b>This is an e-delivery item. No sales tax is applied.</b>	7,635.60	7,635.60
<b>Total</b>				\$71,741.37
<b>Date</b>				



# PROCUREMENT SERVICES

## Contract 4400002988

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**Validity Start** 11/05/2010

**Validity End** 11/11/2016

**Target Value** \$ 4,000,000.00

**FEIN** 04-3532235

**Bid Invitation** [5400001882 - FPB: Cisco Network Products](#)

### Contract Notes

## Vendor 7000132767

**Vendor Address** NWN CORPORATION  
124 VERDAE BLVD SUITE 303  
GREENVILLE SC 29607

### District

**E-mail** [kbrower@nwnit.com](mailto:kbrower@nwnit.com)

**Telephone** (864) 679-3410

**Fax Number** (864) 679-4802

**Minority Status** Not Applicable

**Home Page** <http://www.nwnit.com>

**Other URL**

## Vendor Contacts

5 Contacts found, displaying all Contacts.

Contact Name	Function	Phone	E-mail
BROWER, KEN	Primary Contact	(864) 679-3410	<a href="mailto:kbrower@nwnit.com">kbrower@nwnit.com</a>
BROWER, KEN	Emergency Contact	(864) 414-4504	<a href="mailto:kbrower@nwnit.com">kbrower@nwnit.com</a>
FOWLER, BRANDON	INSIDE SALES	(864) 679-4864	<a href="mailto:bfowler@nwnit.com">bfowler@nwnit.com</a>
ROLAND, STACY	ACCOUNT EXECUTIVE	(864) 679-4823	<a href="mailto:sroland@nwnit.com">sroland@nwnit.com</a>
ROWLAND, DORIS	BUSINESS DEVELOPMENT MANAGER	(864) 679-3419	<a href="mailto:drowland@nwnit.com">drowland@nwnit.com</a>

## Attachments

One Attachment found.

Attachment Title	attachmentDate
<a href="#">Web Award NWN.doc</a>	11/14/2013

## Contract Items

2 Items found, displaying all Items.

### Item Pricing

00003 Cisco Network Products

**Validity Period:** 03/21/2016 - 11/11/2016

**Gross Discount:** -38.0 %

**Material Group:** 20664 - network components: adapter cards,

bridges, connectors, expansion modules/ports, hubs, line drivers, msaus, routers, transceivers.

**Agency:** Statewide

**00004** Cisco Maintenance/Installation Service

**Validity Period:** 03/21/2016 - 11/11/2016  
**Gross Discount:**-12.0 %

**Material Group:** 93900 - equipment maintenance and repair services for computers, office, photographic, and radio/television equipment

**Agency:** Statewide

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