



CITY OF HOUSTON - CITY COUNCIL

Meeting Date: 9/12/2023

ALL

Item Creation Date: 8/17/2023

T32494- Cisco Products, Software, and Services (CDW Government, LLC and Netsync Network Solutions) - ORDINANCE

Agenda Item#: 22.

Summary:

ORDINANCE approving and authorizing agreements between City of Houston and (1) **CDW GOVERNMENT, LLC**, and (2) **NETSYNC NETWORK SOLUTIONS, INC** to provide Products, Software, Maintenance, and Professional Services relating to Cisco-Branded Equipment for Houston Information Technology Services; providing a maximum contract amount - 3 Years with 2 one-year options - \$51,393,143.00 - General, Enterprise and Other Funds

Background:

Request for Proposals received on March 16, 2023, for P11-T32494 - Approve an ordinance awarding contracts to (1) CDW Government, LLC (CDWG) and (2) Netsync Network Solutions (Netsync) in the maximum contract amount of \$51,393,143.00 to provide products, software, maintenance, and professional services relating to Cisco-branded equipment for Houston Information Technology Services and various departments.

Specific Explanation:

The Chief Information Officer and the Chief Procurement Officer recommend that City Council approve an ordinance awarding a **three (3) year contract with two (2) one-year renewal option years for a total term of five (5) years to (1) CDW Government, LLC (CDWG) and (2) Netsync Network Solutions** in the maximum contract amount of **\$51,393,143.00** to provide products, software, maintenance, support, and professional services relating to Cisco-branded equipment for Houston Information Technology Services (HITS) and various departments. This maximum contract amount request is intended to cover the initial term of the agreement and HITS plans to return to City Council for additional spending authority for the remaining agreement renewal terms.

Cisco is the City of Houston's standardized platform for network data, voice communications, and compute infrastructure. Contractors will provide products, software, maintenance, and support relating to Cisco-branded equipment. Contractors will also provide services, including installation services, managed services, and other professional services for the network, network security, voice, contact centers, compute (servers/storage), data center, and collaboration infrastructure. The scope of work requires the contractors to provide all labor, material, and supervision necessary to perform this support.

The Request for Proposal (RFP) was advertised in accordance with the State of Texas bid laws and as a result, proposals were received from CDWG, Netsync, and DataVox, Inc. The Evaluation Committee consisted of employees from Houston Airport Systems, Houston Public Works, and HITS.

The proposals were evaluated based upon the following criteria:

1. Responsiveness of Proposal
2. Technical Competence
3. Price Proposal

CDWG and Netsync received the highest overall scores and were deemed the best qualified to perform the requirements as outlined in the RFP. Contracts awards is as follows:

Name	FY24 Amount	Out Year Amount	Initial Allocation Amount
CDWG	\$10,075,780.00	\$15,620,791.50	\$25,696,571.50
Netsync	\$10,075,780.00	\$15,620,791.50	\$25,696,571.50
Total			\$51,393,143.00

This item will be presented to the Transportation, Technology, and Infrastructure Committee on September 7, 2023.

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M/WBE Participation:

This contract was awarded with a 12.00% M/WBE participation goal. Below is a breakdown of participation by each vendor.

CDWG submitted a MWBE participation plan calculating to 12% MWBE participation.

Company	Type of Work	Percentage
TanChes Global Management, Inc.	Computer Systems Design Services	12%

Netsync submitted a MWBE participation plan calculating to 12% MWBE participation.

Company	Type of Work	Percentage
Lambi Consulting	Business Management Consulting Services	4%
CST Corp	Communication equipment repair and maintenance services	2%
Netsync	Data communications equipment	6%

Pay or Play:

The proposed contract requires compliance with the City's "Pay or Play" Ordinance regarding health benefits for employees of City Contractors. In this case, CDWG and Netsync have elected to do both, to pay into the Contractor Responsibility Fund and to provide health benefits to eligible employees in compliance with City policy.

Hire Houston First:

Hire Houston First does not apply to this expenditure, because it may involve the use of federal funds and is subject to specific procurement rules of the federal government.

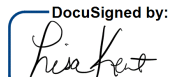
Fiscal Note:

- Funding for this item is included in the FY2024 Adopted Budget. Therefore, no Fiscal Note is required as stated in the Financial Policies.
- No Fiscal Note is required on grant funds.

9/8/2023

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9/8/2023

Jedediah Greenfield
 Chief Procurement Officer
 Finance/Strategic Procurement Division

Lisa Kent
 Chief Information Officer
 Houston Information Technology Services

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Estimated Spending Authority			
DEPARTMENT	FY2024	OUT YEARS	TOTAL
Houston Information Technology Services	\$20,151,560.00	\$31,241,583.00	\$51,393,143.00

Amount and Source of Funding:

\$33,221,893.00- Central Service Revolving Fund (1002)
 \$ 4,750,000.00 - General Fund (1000)
 \$ 2,261,250.00 - Federal Government Grant Fund (5000)
 \$ 4,060,000.00 - HAS Revenue Fund (8001)
 \$ 7,100,000.00 - Water & Sewer System Operating Fund (8300)
\$51,393,143.00 - Total

Contact Information:

Name	Dept/Division	Phone No.:
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Yesenia Chuca, Division Manager	Finance/SPD	(832) 393-8727
Candice Gambrell, Assistant Director	Finance/SPD	(832) 393-9129
Jedediah Greenfield, Chief Procurement Officer	Finance/SPD	(832) 393-9126

ATTACHMENTS:

Description	Type
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T32494- CDWG Cleared Tax Report	Backup Material
T32494- CDWG 1295 Form	Backup Material
T32494- CDWG Drug Forms	Backup Material
T32494- CDWG Insurance Forms	Backup Material
T32494- CDWG Affidavit of Ownership	Backup Material
T32494- CDWG POP1	Backup Material
T32494- CDWG POP2	Backup Material
T32494- CDWG POP3	Backup Material
T32494- OBO Doc	Backup Material
T32494- Award Recommendation	Backup Material
T32494- Netsync Cleared Tax Report	Backup Material
T32494- Netsync 1295 Form	Backup Material
T32494- Netsync Drug Forms	Backup Material
T32494- Netsync Insurance Forms	Backup Material
T32494- Netsync Affidavit of Ownership	Backup Material
T32494- Netsync POP1	Backup Material
T32494- Netsync POP2	Backup Material
T32494- Netsync POP3	Backup Material
Budget vs Actual T32494	Financial Information
Cisco Ordinance 8.28.23-RG signed Coversheet	Ordinance/Resolution/Motion Signed Cover sheet
HPW Form A	Financial Information
HPW- NETSYNC CISCO PR	Financial Information
PR 10316912	Financial Information
PR 10316913	Financial Information
PR 10316952	Financial Information
PR 10316953	Financial Information
Department Sign off	Backup Material
CDW-G-Cisco COF 9-1-23	Financial Information
NETSYNC-Cisco COF 9-1-23	Financial Information
T32494- TTI Presentation	Other
HHD updated PR	Financial Information
Verification of Grant Funding - JC	Backup Material
Funding Verification for Fund 8300	Financial Information
Funding Verification for Funds 2800 & 6800	Financial Information
Funding Verification form-HPD fund 1000 T32494- Cisco Products, Software, and Services (CDW Government, LLC and Netsync Network Solutions)	Financial Information
CDWG Letter of Intent	Backup Material
CDWG Exhibit A	Backup Material
Netsync MWBE	Backup Material