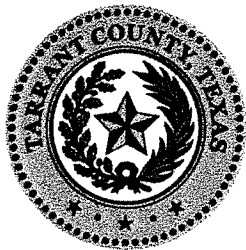


Bid No. F2024064 Annual Contract for Cisco Network Equipment, Software, and Maintenance

Secondary Award			Primary Award		
			CDW Government LLC Vernon Hills, IL HUB - No CO-OP - Yes	General Datatech, L.P. Dallas, TX HUB - No 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	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%	\$ 588,026.78	\$ 545,518.82
3	Cisco Total MSRP DNA Licensing (Estimate for Evaluation Purposes Only)	\$ 174,595.26	59.0%	\$ 71,584.06	\$ 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

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

Alternate Award									
Line #	Description	Cisco Total MSRP (Based on Tarrant County's three (3) year average of total annual purchases)	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		
			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	
<b>TOTAL DISCOUNTED PRICE</b>		\$ 2,210,517.39	\$1,343,064.23		\$1,657,290.23		\$1,282,938.73		



**INFORMATION TECHNOLOGY**

*• Business First •  
Technology Second*

3/4/2024

**Chief Information  
Officer**  
André Mendes

**Executive Assistant  
to CIO**  
Cecilia Webb

**Deputy CIO**  
Russell Scott

**Information Security  
Officer**  
Anil Koindala

**Project Portfolio  
Management Office  
Director**  
Adepeju Ajunwon

**IT Service Delivery  
Director**  
Carolyn J. Bogan

**Network & Data  
Center Infrastructure  
Director**  
Anthony Jackson

**Business Application  
Development & Support  
Director**  
Michael Webb

**Interim SAP  
Director**  
Narayanaswami Swaminathan

Kehinde Olugbile  
Senior Buyer  
100 E. Weatherford Street, Suite 303  
Fort Worth, Texas 76196

Re: Bid 2024064, Annual Contract for Cisco Network Equipment, Software,  
and Maintenance

Dear Ms. Olugbile:

Based on the information provided in the responses, Tarrant County  
Information Technology Department approves award of Bid 2024064 as  
below:

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

Very sincerely,

A handwritten signature in black ink, appearing to read "Anthony Jackson".

Anthony Jackson  
Network and Data Center Infrastructure Director

*Our vision is to be the best IT  
organization in state and  
local government within the  
United States.*

200 Taylor Street  
Fort Worth, TX 76196

Phone: 817.884.3888  
Fax: 817.212.3060

[www.tarrantcountytx.gov](http://www.tarrantcountytx.gov)