

C7 Q A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA AUTHORIZING THE PURCHASE OF CISCO WEBEX CALLING LICENSING FROM CDW GOVERNMENT LLC (CDW), PURSUANT TO CITY CONTRACT 2021-060-DF, FOR AN AMOUNT NOT TO EXCEED 373,909.90.
Applicable Area:



COMMISSION MEMORANDUM

TO: Honorable Mayor and Members of the City Commission

FROM: Rickelle Williams, Interim City Manager

DATE: July 24, 2024

TITLE: A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA AUTHORIZING THE PURCHASE OF CISCO WEBEX CALLING LICENSING FROM CDW GOVERNMENT LLC (CDW), PURSUANT TO CITY CONTRACT 2021-060-DF, FOR AN AMOUNT NOT TO EXCEED 373,909.90.

RECOMMENDATION

The Administration recommends that the Mayor and City Commission approve the purchase of WebEx calling licensing from CDW, pursuant to ITB 2021-060-DF Pre-qualification Pool for Cisco Networking Equipment.

BACKGROUND/HISTORY

The City has, since 2000, standardized on Cisco technology solutions. A standardized platform reduces operational costs and allows for a streamlined deployment process, minimal parts inventory, and more specialized training. In maintaining one management system and one line of products for wired and wireless networks, the City of Miami Beach can continue ensuring serviceability and continuity of operations.

The City's Information Technology Department utilizes various Cisco Networking Equipment ("Cisco") products in its IT infrastructure system. To expedite the purchase of these items when needed, the city requested applications from authorized resellers who wish to participate in a pre-qualification pool that will be used to solicit future Cisco product purchases. Interested vendors were invited to apply indicating their intent to become prequalified.

On December 8, 2021, the Mayor and City Commission adopted Resolution No. 2021-31938, accepting the recommendation of the City Manager pursuant to Invitation to Bid (ITB) 2021- 060-DF to establish a pool of prequalified suppliers to be used to solicit future Cisco product purchases. Additionally, the Resolution required that any purchases in an amount greater than \$100,000 be subject to prior approval of the City Commission.

On December 27, 2023, the city purchased 200 Webex Calling Licenses to provide more flexible calling options and enable mobile services for staff. Webex Calling is a cloud-based phone system, with centralized administration, security, and reliability. This initiative was introduced on a small scale as a pilot and IT has determined that Webex calling would enhance our workforce's ability to collaborate within our organization and with our citizens.

ANALYSIS

IT has determined that an additional 1000 Webex Calling licenses is needed to move forward with the city-wide implementation of Webex calling and improve accessibility for city staff for residents and businesses. As such, on July 8, 2024, the IT Department issued ITQ No. 2024-0640-046 to the six (6) prequalified vendors listed in the city's prequalified pool of vendors. Only one quote

was received from CDW Government LLC in the amount of \$373,909.90 for a two (2) year combined annual commitment. The two-year commitment allows the city to access deeper discounts for a reduced yearly rate. CDW Government LLC has complied with the requirements and specifications of the ITQ and, therefore, is recommended for award of this task order.

Since the City had previously purchased 200 licenses on a three-year licensing commitment in 2021, IT negotiated with CDW where the vendor will provide a credit off the previous 200 licensing order totaling eight (8) months of unused services in the sum of \$78,732.93. CDW will then rebill the new/modified subscription at a 12-month rate. This would create a new annual billing date in July of 2024 and 2025. This new purchase will require the payment of a complete year of services in the total amount of \$226,231.20. During the last year, the last bill of \$147,678.70 will be co-termed to February 2026 at a prorated amount (~8 months).

FISCAL IMPACT STATEMENT

This new purchase will require the payment of a complete year of services in the total amount of \$226,231.20

Does this Ordinance require a Business Impact Estimate? (FOR ORDINANCES ONLY)

The Business Impact Estimate (BIE) was published on . See BIE at:
<https://www.miamibeachfl.gov/city-hall/city-clerk/meeting-notice/>

FINANCIAL INFORMATION

Click or tap here to enter text.

CONCLUSION

Based on the foregoing, it is the recommendation of the Interim City Manager that the Mayor and City Commission of the City of Miami Beach, approve the purchase of Cisco Webex Calling Licensing from CDW Government LLC, pursuant to ITB 2021-060-DF.

Applicable Area

Citywide

Is this a "Residents Right to Know" item, pursuant to City Code Section 2-17?

No

Is this item related to a G.O. Bond Project?

No

Was this Agenda Item initially requested by a lobbyist which, as defined in Code Sec. 2-481, includes a principal engaged in lobbying? No

If so, specify the name of lobbyist(s) and principal(s):

Department

Information Technology

Sponsor(s)

Co-sponsor(s)

Condensed Title

Approve Routine Purchase of Cisco Hardware. IT



Customer Order Form
Cisco Products and Services

Seller: CDW Direct, LLC		
Customer: CITY OF MIAMI BEACH		
Subscription Term Start Date: Align with Cisco Start Date		
Initial Subscription Term: 19.83 Months*	Subscription Payment: Annual	Auto Renew: No

Cloud Service Description	Unit Quantity	Annual Unit Fee	UOM	Annual Total Service Fee	Initial Subscription Term Total Service Fee
EntW Webex Calling	1200	\$108.12	Per User	\$129,744.00	\$214,438.00
CUBE Standard Trunk Session License	372	\$22.80	Per Each	\$8,481.60	\$14,018.20
EntW On-Premises Calling	1438	\$61.20	Per Each	\$88,005.60	\$145,453.70
Total Service Fees		\$192.12		\$226,231.20	\$373,909.90

ADDITIONAL USAGE FEES

Emergency Response Center Call fee per location search US	1	\$43.00	Per Instance	\$43.00	\$43.00
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INCLUDED ITEMS

Collaboration Flex Plan 3.0	1		
Unity Connection Smart License (1)	1726		Per User
Cloud Device Registration Entitlement	3166		Per User
Emergency Responder Smart License (1)	4314		Per User
Common Area Smart License (1)	719		Per User
Session Manager (1)	1		Per User
Prem to Webex Calling / UCM Cloud	1200		Per User
Expressway Product Authorization Key (1)	1		Per User
Messaging Entitlement	3166		Per User
Webex Calling Entitlement	1440		Per User

Cloud Service Description	Unit Quantity	Annual Unit Fee	UOM	Annual Total Service Fee	Initial Subscription Term Total Service Fee
Pro Pack for Cisco Control Hub Entitlement	3166		Per User		
Basic Support for Flex Plan	3010		Per Each		
On-Premises SW Bundle v12.5 (1)	1		Per User		
Expressway Rich Media Session included with Flex (1)	288		Per Units		
Access Smart License (1)	288		Per User		
File Storage Entitlement	63312		Per User		
On-Premises Smart License - EA (1)	1726		Per User		
SRST Endpoints (1)	2876		Per User		
Webex Calling Common Area Entitlement	600		Per User		

Initial Subscription Term Total : \$373,909.90

Terms:

- 1. TERMS AND CONDITIONS** - Customer's obligations to Seller under this Subscription Order Form, including its payment obligations are subject to the Terms and Conditions of Sales and Service Projects on Seller's website at www.CDW.com, unless Customer has entered into a written agreement with Seller covering Customer's purchase of products and services from Seller ("Existing Customer Agreement"), in which case Customer's obligations shall be subject to the terms of such Existing Customer Agreement.
- 2. AVAILABILITY LEVEL COMMITMENT** - If Customer selects a Cisco Cloud Calling product, including but not limited to Webex Calling or UCM Cloud, Seller extends an availability level commitment of 99.99% subject to certain exclusions and qualifications, which are available upon request. The sole remedy for a failure to meet this commitment will be a prorated credit up to the price paid for the Cisco Cloud Calling product and will be applied for future payables. This availability level commitment will be measured on a given thirty (30) day period and any request for credit must be submitted to Seller in writing within thirty (30) days of failure to meet such commitment.
- 3. TAXES** – Customer acknowledges that Seller will provide separate invoices for the Webex service and the Cisco Calling Plan service. Seller will collect applicable sales tax for the Webex service, and if Customer selects a Cisco Calling Plan service Seller will collect all indirect and telecommunication taxes and remit such taxes to Cisco on behalf of their affiliate Broadsoft Adaption LLC the provider of the Cisco Calling Plan.
- 4. PAYMENT** – Customer will pay all Fees for the use of the Cisco Products and Services as set forth in Seller's invoice, within 30 days after the date of the invoice, or in accordance with such other payment terms that may have been negotiated between Customer and Seller. In addition to the Subscription Fee, Customer will also be responsible for all additional fees for any subscription renewals and extensions, metered usage components consumed by Customer, including any true-forwards, overage fees, audio fees, and other subscriptions, features, products, services, or add-ons that Customer uses within the Cisco Products and Services. Seller will invoice Customer for the Subscription Fee on a periodic basis as set forth above unless otherwise agreed to between the parties. Seller will invoice for any usage, consumption, overage, or any other additional fees on a monthly basis. The Subscription Fee and all additional fees due hereunder are collectively referred to as "Fees".
- 5. NON-CANCELLABLE/NON-REFUNDABLE** - The Cisco Products and Services purchased under this Customer Services Order Form are non-cancellable and all Fees paid to Seller are non-refundable.
- 6. SERVICE SUSPENSION** – In addition to any other rights Seller may have, Seller may suspend or terminate the Cisco Products and Services if Customer fails to pay any Fees within ten (10) business days after the applicable due date.

BY SIGNING BELOW, Customer acknowledges and agrees that it is receiving the Cisco Products and Services directly from Cisco Systems, Inc. ("Cisco") pursuant to the Cisco end user license agreement, which can be found at the following URL: <http://www.cisco.com/go/eula> ("End User License Agreement") and any Product Specific Terms found at the following URL: <https://www.cisco.com/c/en/us/about/legal/cloud-and-software/software-terms.html>. Customer further acknowledges: (1) that it has agreed to the Cisco End User License Agreement, and (2) that Cisco or its affiliates and not Seller will be responsible for performance of the Cisco Products and Services.

CUSTOMER AUTHORIZED REPRESENTATIVE

Signature: _____

Name: _____

Title: _____

Date: _____

Version Date: 7/3/2024



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BY SIGNING BELOW, Customer acknowledges and agrees that it is receiving the Cisco Products and Services directly from Cisco Systems, Inc. ("Cisco") pursuant to the Cisco end user license agreement, which can be found at the following URL: <http://www.cisco.com/go/eula> ("End User License Agreement") and any Product Specific Terms found at the following URL: <https://www.cisco.com/c/en/us/about/legal/cloud-and-software/software-terms.html>. Customer further acknowledges: (1) that it has agreed to the Cisco End User License Agreement, and (2) that Cisco or its affiliates and not Seller will be responsible for performance of the Cisco Products and Services.

CUSTOMER AUTHORIZED REPRESENTATIVE

Signature: _____

Name: _____

Title: _____

Date: _____

Version Date: 7/3/2024

RESOLUTION NO. _____

A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA AUTHORIZING THE PURCHASE OF CISCO WEBEX CALLING LICENSING FROM CDW GOVERNMENT LLC (CDW), PURSUANT TO CITY CONTRACT 2021-060-DF, FOR AN AMOUNT NOT TO EXCEED 373,909.90.

WHEREAS, the City has, since 2000, standardized on Cisco technology solutions. A standardized platform reduces operational costs and allows for a streamlined deployment process, minimal parts inventory and more specialized training; and

WHEREAS, in maintaining one management system and one line of products for wired and wireless networks, the City of Miami Beach can continue ensuring serviceability and continuity of operations; and

WHEREAS, the City's Information Technology Department utilizes various Cisco Networking Equipment ("Cisco") products in its IT infrastructure system; and

WHEREAS, to expedite the purchase of these items when needed, the city requested applications from authorized resellers who wish to participate in a pre-qualification pool that will be used to solicit future Cisco product purchases. Interested vendors were invited to apply indicating their intent to become prequalified; and

WHEREAS, on December 8, 2021, the Mayor and City Commission adopted Resolution No. 2021-31938, accepting the recommendation of the City Manager pursuant to Invitation to Bid (ITB) 2021- 060-DF to establish a pool of prequalified suppliers to be used to solicit future Cisco product purchases; and

WHEREAS, additionally, the Resolution required that any purchases in an amount greater than \$100,000 be subject to prior approval of the City Commission; and

WHEREAS, on December 27, 2023, the city purchased 200 Webex Calling Licenses to provide more flexible calling options and enable mobile services for staff; and

WHEREAS, Webex Calling is a cloud-based phone system, with centralized administration, security, and reliability; and

WHEREAS, this initiative was introduced on a small scale as a pilot and IT has determined that Webex calling would enhance our workforce's ability to collaborate within our organization and with our citizens; and

WHEREAS, IT has determined that an additional 1000 Webex Calling licenses is needed to move forward with the city-wide implementation of Webex calling and improve accessibility for city staff for residents and businesses; and

WHEREAS, as such, on July 8, 2024, the IT Department issued ITQ No. 2024-0640-046 to the six (6) prequalified vendors listed in the city's prequalified pool of vendors; and

WHEREAS, only one quote was received from CDW Government LLC in the amount of \$373,909.90 for a two (2) year combined annual commitment; and

WHEREAS, the two-year commitment allows the city to access deeper discounts for a reduced yearly rate; and

WHEREAS, CDW Government LLC has complied with the requirements and specifications of the ITQ and, therefore, is recommended for award of this task order; and

WHEREAS, since the city had previously purchased 200 licenses on a three-year licensing commitment in 2021, IT negotiated with CDW where the vendor will provide a credit off the previous 200 licensing order totaling eight (8) months of unused services in the sum of \$78,732.93; and

WHEREAS, CDW will then rebill the new/modified subscription at a 12-month rate. This would create a new annual billing date in July of 2024 and 2025; and

WHEREAS, this new purchase will require the payment of a complete year of services in the total amount of \$226,231.20, while during the last year, the last final of \$147,678.70 will be co-termed to February 2026 at a prorated amount (~8 months).

NOW, THEREFORE, BE IT DULY RESOLVED BY THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH FLORIDA, that the Mayor and City Commission of the City of Miami Beach, Florida, approve the purchase of a Cisco WebEx Calling Licensing from CDW Government LLC, pursuant to ITB 2021-060-DF, for an amount not to exceed 373,909.90.

PASSED and ADOPTED this _____ day of July 2024.

ATTEST:

Rafael E. Granado, City Clerk

Steven Meiner, Mayor

APPROVED AS TO
FORM & LANGUAGE
& FOR EXECUTION

City Attorney *SH* 7/15/2024
Date