



HAINES CITY

WWW.HAINESCITY.COM

CITY MANAGER MEMORANDUM

To: The Honorable Mayor and City Commissioners

Through: James R. Elensky, City Manager

From: Brian Ross, CGCIO, Technology Management Director

Date: July 03, 2025

Subject: Cisco Equipment Enterprise Agreement 3-Year Term

Executive Summary

Transition into an Enterprise Agreement with Cisco for a 3-year term for maintenance of hardware and software.

Staff Contact: Brian Ross, Technology Management Director

Introduction

The intent of this item is to approve a 3-year Enterprise Agreement (EA) with Cisco Systems, Inc. in the total amount of \$594,862.83. This agreement transitions the City from managing multiple individual maintenance licenses to a consolidated Enterprise Agreement, providing streamlined and comprehensive support for the City's core network infrastructure.

Background

When the City last upgraded its network infrastructure, it purchased a variety of individual maintenance licenses to cover hardware replacement, software updates, and technical support. These licenses were tied to specific equipment and managed separately. The initial 3-year term for many of these licenses is now expiring.

To simplify administration, reduce risk of lapses in coverage, and gain cost predictability, the City is transitioning to a Cisco Enterprise Agreement. This EA consolidates individual maintenance agreements under a single contract, standardizing coverage across the environment and providing enhanced visibility into license compliance and usage.

Organizational Goal(s)

Technology: Utilize technology to enhance public services.



HAINES CITY

THE HEART OF FLORIDA

Budget Impact

The budget impact for fiscal year 2025 is \$18,000 and \$192,287.61 for fiscal years 2026 through 2028. The item is budgeted, in the TMD maintenance line item for FY 2025 and will be requested for the same line item in subsequent year budgets.

Recommendation

Staff recommends approval of a 3-year Enterprise Agreement with Cisco Systems, Inc. for streamlined and comprehensive support for the City's core network infrastructure.