


COUNCIL COMMUNICATION

 CITY OF DES MOINES OFFICE OF THE CITY MANAGER	Number:	22-332	Meeting:	July 18, 2022
	Agenda Item:	45B	Roll Call:	22-1162
	Submitted by:	Anna W. Whipple, CIO, Information Technology Director		

AGENDA HEADING:

Recommend approval of the renewal of the Heartland Business Systems for Cisco Enterprise Agreement Security Bundle that provides Cisco network security software licenses used by the Information Technology (IT) Department, per NASPO AR3227, State of Iowa Contract 21294, for \$621,232.32

SYNOPSIS:

Recommend approval of renewing the Cisco Enterprise Agreement (EA) Security Bundle for network security software from Heartland Business Systems (4201 Westown Parkway, Suite 220, West Des Moines, IA 50266, Peter Helander, President), per NASPO Contract AR3227, State of Iowa PA 21294, which is competitively bid. The Cisco EA Security Bundle reduces the cost of support and maintenance for Cisco security software licenses by consolidating annual license renewals into a 5-year Enterprise License Agreement (ELA).

FISCAL IMPACT:

Amount: This is a 5-year agreement effective July 28, 2022 through July 27, 2027.

Year 1: \$124,246.46 (July 28, 2022 through July 27, 2023)

Year 2: \$124,246.46 (July 28, 2023 through July 27, 2024)

Year 3: \$124,246.46 (July 28, 2024 through July 27, 2025)

Year 4: \$124,246.46 (July 28, 2025 through July 27, 2026)

Year 5: \$124,246.46 (July 28, 2026 through July 27, 2027)

Five (5) Year Total: \$621,232.32

Funding Source: FY2023 Operating Budget, Information Technology Department, Infrastructure Management, G001, IT150000, page 116.

ADDITIONAL INFORMATION:

- The Cisco security ELA allows the City to continue support and maintenance on Cisco security software licenses that are already in use, to add new licenses that offer additional cybersecurity protection, and to discontinue maintenance on a non-Cisco web filtering product that is becoming obsolete.

- The 5-year ELA saves the City approximately \$7,000 per year off the annual renewal of Cisco security and Websense web filtering software licenses, while providing more cybersecurity protection.

PREVIOUS COUNCIL ACTION(S):

Date: August 5, 2019

Roll Call Number: [19-1238](#)

Action: [Heartland](#) Business Enterprises (Peter Helander, President) to supply a 3-year Cisco Enterprise Agreement Security Bundle that provides Cisco network security software licenses to be used during fiscal year 2020 through 2022, per State of Iowa Contract for use by the IT Department, total cost \$310,413.89. ([Council Communication No. 19-339](#)) Moved by Gatto to adopt. Motion Carried 7-0.

BOARD/COMMISSION ACTION(S): NONE

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE

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