



City of Hallandale Beach City Commission Agenda Cover Memo

Meeting Date:	File No.:	Item Type:	1 st Reading	2 nd Reading	
4/23/2025	25-093	<input checked="" type="checkbox"/> Resolution <input type="checkbox"/> Ordinance <input type="checkbox"/> Other	Ordinance Reading	N/A	N/A
			Public Hearing	<input type="checkbox"/>	<input type="checkbox"/>
			Advertising Required	<input type="checkbox"/>	<input type="checkbox"/>
			Quasi-Judicial:	<input type="checkbox"/>	<input type="checkbox"/>
Fiscal Impact (\$):		Account Balance (\$):	Funding Source:	Project Number:	
\$500,000		Various account balances as allocated in FY 2024-2025 and continent upon appropriation of funds in fiscal year 2025-2026	Various Accounts as Allocated in the I.T. Dept. fiscal year budget	N/A	
Contract/P.O. Required		RFP/RFQ/Bid Number:	Sponsor Name:	Department:	
<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	Data Communications Products and Services - Contract No. 43220000-NASPO-19-ACS	Tristan Lattibeaudiere, CIO	Innovation Technology	
Strategic Plan Focus Areas:					
<input checked="" type="checkbox"/> Fiscal Stability	<input type="checkbox"/> Resident Services	<input type="checkbox"/> Public Safety	<input type="checkbox"/> Infrastructure & Mobility	<input type="checkbox"/> Economic Development & Affordable Housing	
Implementation Timeline:					
Estimated Start Date: 3/5/2025			Estimated End Date: 9/30/2026		

SHORT TITLE:

A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF HALLANDALE BEACH, FLORIDA, AUTHORIZING UTILIZATION OF THE STATE OF FLORIDA - CONTRACT WITH CISCO TECHNOLOGY AUTHORIZED VENDORS FOR ANNUAL CITY NETWORKING EQUIPMENT AND SERVICES FOR A NOT TO EXCEED COST OF FIVE HUNDRED THOUSAND DOLLARS (\$500,000); AND PROVIDING AN EFFECTIVE DATE.

STAFF SUMMARY:

Summary:

The Innovation Technology Department requests approval from the City Commission to authorize the purchase of Cisco products through the State of Florida - Data Communications

Products and Services - Contract No. 43220000-NASPO-19-ACS for an annual cost not to exceed \$250,000 per fiscal year 2024-2025 and fiscal year 2025-2026. The I.T. Dept. will be utilizing the Authorized Subcontractor/Dealer/Reseller Information Form Cisco Vendor List (Exhibit 3) who qualify to resell Cisco Products and Services under this buying vehicle for the purchasing of Cisco products. Funding is budgeted and available in the FY2024-25 budget. Funding for FY2025-26 is contingent upon adoption of next year's budget.

Background:

The City of Hallandale Beach relies on Cisco for its core networking infrastructure, ensuring a secure, resilient, and high-performance communication and technology environment. In FY 22-23, the city upgraded its Cisco phone system with new hardware, strengthening reliability and security across departments. To continue supporting critical IT functions, the FY 24-25 and FY 25-26 budgets include necessary Cisco equipment replacements, licensing renewals, security enhancements, and network upgrades. These investments are essential to maintaining system stability, mitigating cybersecurity risks, and ensuring long-term infrastructure efficiency. They align with the City's long-term technology infrastructure goals for FY2024-2025 and beyond.

In prior years, Cisco-related purchases—such as switch replacements and license renewals—were handled individually and through separate vendors. Moving forward, the City will utilize the NASPO ValuePoint Cisco Fulfillment Partners contract to consolidate all Cisco-related investments under one purchasing vehicle. Cisco equipment requires ongoing software licenses, maintenance, and periodic upgrades to ensure optimal functionality and security. This strategy not only streamlines procurement and improves cost efficiency, but also increases the combined total of planned purchases, now exceeding the \$50,000 threshold that requires Commission approval. Procurement will continue to be conducted through vendors listed on the State NASPO Authorized Subcontractor/Dealer/Reseller Information Form Cisco Vendor List contract, ensuring competitive pricing and an efficient purchasing process.

Current Situation:

The City's Cisco network and phone system infrastructure require ongoing maintenance, upgrades, and replacements to ensure security, reliability, and performance. The maintenance licenses and equipment replacements have now reached the fiscal threshold, requiring City Commission approval to continue with planned purchases through the end of the year. To maintain network resilience and security, the City will continue upgrading and enhancing its networking environment as part of its long-term infrastructure strategy. These upgrades, budgeted for FY2024-25, are estimated not to exceed \$250,000 per fiscal year. Procurement will be conducted through vendors from the State NASPO Authorized Subcontractor/Dealer/Reseller Information Form Cisco Vendor List contract to ensure competitive pricing and efficiency. City Commission approval will allow the City to proceed with essential equipment replacements, licensing renewals, and cybersecurity upgrades, reinforcing its commitment to a resilient and secure IT infrastructure.

As we transition to a more consolidated purchasing approach under the NASPO contract, the City is now bundling previously separate Cisco purchases such as switch replacements, license renewals, and the phone system migration into a single authorization. This strategic bundling allows the City to fully leverage vendor competition under the NASPO umbrella and

reduce administrative overhead. As a result, the total anticipated expenditures now exceed the procurement threshold, making Commission approval necessary to proceed.

Why Action is Necessary:

Pursuant to Code of Ordinances, in accordance with Procurement Code Section 23-8, Exception to bid requirements, (6) Bids and contracts from other entities, and Section 23-9. Cooperative purchasing, The City Manager is authorized to procure all supplies, materials, equipment and services from other governmental units, when the best interests of the City would be served subject to the requirement that any purchase in excess of \$50,000 requires City Commission approval.

Cost Benefit:

The City will benefit from having up-to-date Cisco equipment and licenses, which are critical for maintaining network reliability and security, while competitive pricing through the State of Florida - Data Communications Products and Services - Contract No. 43220000-NASPO-19-ACS ensures that these benefits can be realized at a cost-effective rate. Maintaining current Cisco equipment guarantees the City has ongoing support from Cisco, including software updates, troubleshooting assistance, and access to new features, which are crucial for minimizing operational disruptions and will help the City maintain and improve its technological infrastructure in the long term.

PROPOSED ACTION:

The City Commission considers the attached Resolution/Ordinance.

ATTACHMENT(S):

- Exhibit 1 – Proposed Resolution/Ordinance
- Exhibit 2 – State of Florida - Data Communications Products and Services - Contract No. 43220000-NASPO-19-ACS
- Exhibit 3 – Subcontractor/Dealer/Reseller Information Form Cisco Vendor List
- Exhibit 4 – Cisco Recap of Services Fiscal Cost\
- Exhibit 5 – Cisco Non-SOW Services Price Sheet

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