

**Livingston County
Information Technology
Department**

Report

To: Livingston County Board of Commissioners, Livingston County Administrator
Nathan Burd, Livingston County Deputy County Administrator / Chief Financial
Officer Cindy Catanach

From: Kristoffer Tobbe
Livingston County Chief Information Officer

Date: June 23, 2021

Re: Livingston County Information Technology Department: Network Switch upgrades
& desktop phone replacement

Request for approval for additional replacement network switches and desktop phones Livingston County

In November of 2020 the Livingston County Information Technology department brought before the Board of Commissioners proposals to replace Livingston County network switches and the phone system. The two proposals were aggressively priced plans to replace our fleet of network switches and our County phone system. Both proposals were approved by the Livingston County Board of Commissioners.

We are pleased to report that of the 54 network switches purchased 48 have been deployed and we are seeing the dramatic improvements from the replacements. The remaining 6 have to be precisely scheduled with partner agencies that require significant advanced notification.

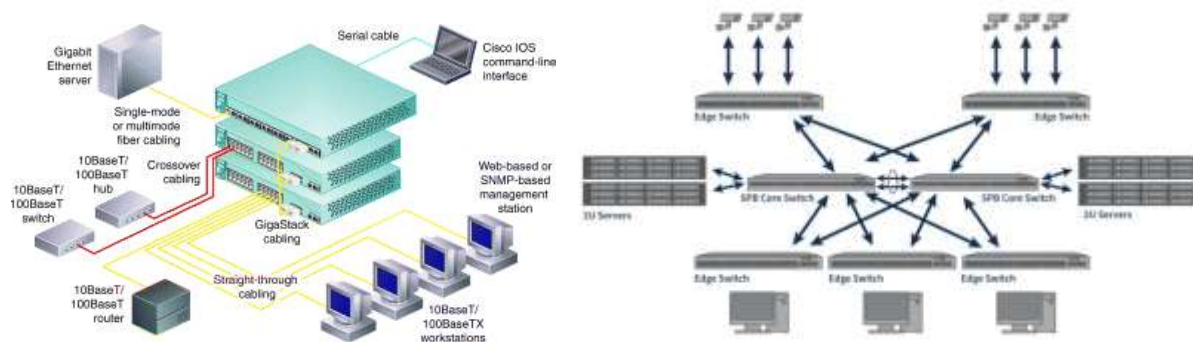
In addition to the network switches, we have been designing and building the phone system servers and the back end of the new phone system in conjunction with our partners at Logicalis. We are more than 50% through this process and expect to move into advanced testing in late August (pending Windstream SIP trunk installation. With a scaled roll out to take place in late September of 2021.

At this point the Livingston County Information Technology team is requesting to take advantage of the aggressive pricing extended to Livingston County from Logicalis and Cisco to complete the purchase of 25 additional network switches and 342 Gb Cisco desk phones and accessories.

See below for additional network switch and phone system information:

Network Switches:

Network switches are the traffic cops of a modern technology network. These switches are positioned in locations that have a number of network technology users in the vicinity. These locations are normally in buildings and can provide secure network access for between 24 and 48 network nodes (Computers, laptops, printer, wireless access points, IP phones, etc.) per switch. Some locations have numerous users and require more than one switch.



The general expected lifespan on a network switch is between 7 and 10 years from installation. We have identified 79 network switches that are our most vulnerable to failure with in our network and we should be working to begin replacing these switches over the next year. 16 of these switches were end of software maintenance in 2007 and end of Cisco support in 2011, 33 were end of software support in 2013. The remaining 30 were end of software support in 2014. The switches in question are estimated to have been installed prior to 2006 and 2012.

Telecommunications system:

The benefits of moving to a new telecommunication system include, improved remote worker capacity, increased feature sets for staff and the public, cost return on investment by moving to lower priced fiber optic SIP trunks, increased accessibility to the public, and enhanced call center features for LETS and other departments. The general expected lifespan on a phone system is 10 years with hardware components being upgraded or replaced every 5 to 8 years.

This upgrade gives the County greater flexibility during the current pandemic and beyond with the ability to make full calls from laptops, desktops and mobile devices, from the office and beyond all while calling from County phone numbers and extensions.

Proposal information:

The Livingston County Information Technology Department has successfully worked with the Counties' Cisco Partner Logicalis & Cisco to put together a replacement proposal for the network switches that are beyond their expected lifespan or end of support dates. This plan would allow for the purchase of 25 network switches as well as the remaining 342 desktop phones at the current locked in discount we have agreed to with Logicalis and Cisco. We will be able to utilize the NASPO contract to obtain standardized negotiated governmental pricing, however we have successfully partnered with Cisco and Logicalis to achieve significant discounts for the County tax payers that are much greater than standard pricing, government pricing and contract pricing.

The discount negotiated for Livingston County is 57% off of the standard discounted corporate rate and an 54% off of the governmental contract pricing for the network switches and 61% off of the standard discounted corporate rate and an 40% off of the governmental contract pricing for the phone replacement.

The Final pricing is

- \$129,712.49 for the current 2021 year

This will save our Livingston County Tax payers \$194,587.37 off the standard pricing & \$135,946.90 off of standard government contract pricing.

Cisco Network Switch Purchase

Cost Estimates Cisco Switches				Discounts							
	Quantity		Standard Corporate MSRP	Standard Governmental Contract pricing	\$\$ Savings Standard Gov Contract pricing	% Savings Standard Gov Contract pricing	Final Negotiated pricing	\$\$ Savings off MSRP	% Savings off MSRP	\$\$ Savings off Government Contract	% Savings off Government Contract
Cisco Network Switches	25	Hardware	188,202.41	\$ 174,759.38	\$ 13,443.03	7%	\$ 80,658.30	\$ 107,544.11	57%	\$ 94,101.08	54%
Cisco Switch DNA Software 3 year agreement	25	Software	\$ 18,952.11	\$ 17,598.39	\$ 1,353.72	7%	\$ 8,122.42	\$ 10,829.69	57%	\$ 9,475.97	54%
		Services									
Totals			\$ 207,154.52	\$ 192,357.77	\$ 14,796.75	7%	\$ 88,780.72	\$ 118,373.80	57%	\$103,577.05	54%

Cisco Phone and accessories Purchase

Cost Estimates Cisco Phone System											
Cost Estimates Cisco Phone System	Quantity		Standard Corporate MSRP	Standard Governmental Contract pricing	\$\$ Savings Standard Gov Contract pricing	% Savings Standard Gov Contract pricing	Final Negotiated pricing	\$\$ Savings off MSRP	% Savings off MSRP	\$\$ Savings off Government Contract	% Savings off Government Contract
Phone Hardware	342		\$ 125,267.76	\$ 81,424.04	\$ 43,843.72	35%	\$ 49,054.19	\$ 76,213.57	61%	\$ 32,369.85	40%
Total			\$ 125,267.76	\$ 81,424.04	\$ 43,843.72	\$ 0.35	\$ 49,054.19	\$ 76,213.57	61%	\$ 32,369.85	40%

Recommendation

At this time, we are recommending moving forward to take advantage of the aggressive pricing negotiated by the Livingston County Information Technology team, Logicalis, and Cisco Systems and the purchase of the 25 Cisco Network Switches with 3 years of support, and 342 Cisco phones and components contained in the Logicalis Proposals “

Funding recommendation:

We are recommending that:

- \$49,054.15 be spent from the IT departments 2021 747000 budget.
- \$88,780.72 additional be spent from the IT departments 2021 977000 budget
- \$Total Amount = \$129,712.49

Net 2021 Livingston County Budgeted Savings \$13,287.51