Cisco Systems, Inc.

Vendor ID
1770059951100
URL
Vendor Website
HUB Type
Non HUB

DIR Contract Number
DIR- TSO-4167
Contract Term End Date
7/3/2020
Contract Exp Date
7/3/2023

E-Rate Qualified

Contact Cisco Systems, Inc.

Contact
Lynne Coughlan
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Contact DIR

Contact
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(512) 463-8989
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Contract Overview

Cisco Systems offers Cisco branded hardware, networking equipment, servers, data storage solutions, and related services through this contract. This contract is E-Rate qualified. Contracts may be used by state and local government, public education, other public entities in Texas, as well as public entities outside the state. This contract has a number of resellers, many of which are HUB vendors.

Contract Documents

- DIR-TSO-4167 Contract PDF (234.76KB)
- DIR-TSO-4167 Appendix A Standard Terms and Conditions PDF (322.37KB)
- DIR-TSO-4167 Appendix B HUB Subcontracting Plan (Approved on 11-14-18) PDF (634.48KB)
- DIR-TSO-4167 Appendix C Pricing Index (per Amendment 2) PDF (170.33KB)
- DIR-TSO-4167 Appendix D - End User License Agreement PDF (128.09KB)
<table>
<thead>
<tr>
<th>PRODUCT Category</th>
<th>Manufacturer Part Number</th>
<th>MSRP COST</th>
<th>Each Per Unit</th>
<th>DIR Customer Discount % from MSRP</th>
<th>DIR Customer Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cisco Core &amp; Compute</td>
<td>Cisco Core &amp; Compute Products (Hardware &amp; Software) including but not limited to, Networking, Wireless and Mobility, Security, Collaboration, Data Center, Analytics, Video, Internet of Things, Meraki, etc. on Cisco's then-current U.S. Global Pricelist under the Core &amp; Compute Categories.</td>
<td>See posted Pricelist at Cisco's TX DIR Contract webpage</td>
<td>US GPL*</td>
<td>36%</td>
<td>Customer price will be a minimum of 36.00% less the then-current List Price as published on Cisco's U.S. Global Pricelist</td>
</tr>
<tr>
<td>Cisco Market</td>
<td>Cisco Market Products including but not limited to, Cloud Analytics, Cloud Applications and Services, Automated Infrastructure, Cloud Security, Collaboration Tools, etc. on Cisco's then-current U.S. Global Pricelist under the Market Category.</td>
<td>See posted Pricelist at Cisco's TX DIR Contract webpage</td>
<td>US GPL*</td>
<td>10%</td>
<td>Customer price will be a minimum of 10.00% less the then-current List Price as published on Cisco's U.S. Global Pricelist</td>
</tr>
<tr>
<td>Cisco Net</td>
<td>Cisco Net Products including but not limited to, custom, limited or restricted offers on Cisco's then-current U.S. Global Pricelist under the Net Category.</td>
<td>See posted Pricelist at Cisco's TX DIR Contract webpage</td>
<td>US GPL*</td>
<td>0%</td>
<td>Customer price will be 0.00% less the then-current List Price as published on Cisco's U.S. Global Pricelist</td>
</tr>
</tbody>
</table>

**VALUE ADDED AND RELATED SERVICES**

Cisco Smart Net Total Care Service

Cisco is providing its standard warranty term for all new hardware and software purchased under the contract. Customers may purchase Cisco Smart Net Total Care Service for an increased level of maintenance service which provides:
1) Global 24 hr/365 day access to experts in the Cisco Technical Assistance Center (TAC);
2) Self-help support through online communities, resources, and tools;
3) Hardware replacement options, including 2-hour, 4-hour and next business day; and
4) Operating System (OS) software updates. Below is pricing for a 1, 3, and 5 year term of service.

Smart Net Total Care for Government (1 year term) | Technical support and flexible hardware coverage provided by the Cisco Technical Assistance Center (TAC) | See posted Pricelist at Cisco's TX DIR Contract webpage | US GPL* | 10.00% | Customer price will be a minimum of 10.00% less the then-current List Price as published on Cisco's U.S. Global Pricelist |
| Smart Net Total Care for Government (3 year term) | Technical support and flexible hardware coverage provided by the Cisco Technical Assistance Center (TAC) | See posted Pricelist at Cisco's TX DIR Contract webpage | US GPL* | 17.00% | Customer price will be a minimum of 17.00% less the then-current List Price as published on Cisco's U.S. Global Pricelist |
| Smart Net Total Care for Government (5 year term) | Technical support and flexible hardware coverage provided by the Cisco Technical Assistance Center (TAC) | See posted Pricelist at Cisco's TX DIR Contract webpage | US GPL* | 21.00% | Customer price will be a minimum of 21.00% less the then-current List Price as published on Cisco's U.S. Global Pricelist |
| Smart Net Total Care for Education (1 year term) | Technical support and flexible hardware coverage provided by the Cisco Technical Assistance Center (TAC) | See posted Pricelist at Cisco's TX DIR Contract webpage | US GPL* | 25.00% | Customer price will be a minimum of 25.00% less the then-current List Price as published on Cisco's U.S. Global Pricelist |
| Smart Net Total Care for Education (3 year term) | Technical support and flexible hardware coverage provided by the Cisco Technical Assistance Center (TAC) | See posted Pricelist at Cisco's TX DIR Contract webpage | US GPL* | 28.00% | Customer price will be a minimum of 28.00% less the then-current List Price as published on Cisco's U.S. Global Pricelist |
| Smart Net Total Care for Education (5 year term) | Technical support and flexible hardware coverage provided by the Cisco Technical Assistance Center (TAC) | See posted Pricelist at Cisco's TX DIR Contract webpage | US GPL* | 30.00% | Customer price will be a minimum of 30.00% less the then-current List Price as published on Cisco's U.S. Global Pricelist |

### Technical and Maintenance Services

<p>| Other Cisco Technical and Maintenance Services ** | All other maintenance support offered under Smart Net Total Care Service, including Support Services for on-premise Software | See Table 1 below and posted Pricelist at Cisco's TX DIR Contract webpage | US GPL* | 10.00% | Customer price will be a minimum of 10.00% less the then-current List Price as published on Cisco's U.S. Global Pricelist |</p>
<table>
<thead>
<tr>
<th>Cisco Services (formerly known as Advanced Services) **</th>
<th>Services includes, but not limited to, Survey/Design, Implementation, Optimization, Remote, Managed, Technical, Advisory, Network Architectural Design, Statements of Work (SOWs), Combined Services, and other Deployment or Advisory Services</th>
<th>See Table 1 below and posted Pricelist at Cisco's TX DIR Contract webpage</th>
<th>US GPL* and SOW-based Projects</th>
<th>0.00%</th>
<th>Customer price will be 0.0% less the then-current List Price as published on Cisco's Global Pricelist</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cisco Reseller/Partner Services (Limited) **</td>
<td>Limited Partner Services, subject to Cisco's written approval, that enable the implementation and/or technical support of Cisco Offers:Solutions</td>
<td>See Table 2 below and posted Pricelist at Cisco's TX DIR Contract webpage</td>
<td>SOW-based Projects</td>
<td>0.00%</td>
<td>Customer price will be 0.0% less the then-current List Price as published on Cisco's U.S. Global Pricelist</td>
</tr>
<tr>
<td>Training</td>
<td>Various Training Courses Available Related to Cisco Offers:Solutions</td>
<td>See posted Pricelist at Cisco's TX DIR Contract webpage</td>
<td>US GPL*</td>
<td>0.00%</td>
<td>Customer price will be 0.0% less the then-current List Price as published on Cisco's U.S. Global Pricelist</td>
</tr>
<tr>
<td>Support</td>
<td>See above under Smart Net Total Care Service &amp; Other Technical and Maintenance Services</td>
<td>See posted Pricelist at Cisco's TX DIR Contract webpage</td>
<td>US GPL*</td>
<td>10.00%</td>
<td>Customer price will be a minimum of 10.00% less the then-current List Price as published on Cisco's U.S. Global Pricelist</td>
</tr>
</tbody>
</table>

Cisco Services

<table>
<thead>
<tr>
<th>Service</th>
<th>Onsite NTE Amount/ Hour*</th>
<th>Remote NTE Amount/ Hour*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maintenance Services</td>
<td>$600.00</td>
<td>$525.00</td>
</tr>
<tr>
<td>Deployment Services</td>
<td>$743.17</td>
<td>$661.17</td>
</tr>
<tr>
<td>Advisory Services</td>
<td>$743.18</td>
<td>$661.18</td>
</tr>
<tr>
<td>Architectural Design Services</td>
<td>$743.10</td>
<td>$661.19</td>
</tr>
<tr>
<td>Statement of Work Services</td>
<td>$743.20</td>
<td>$661.20</td>
</tr>
<tr>
<td>Training Deployment Services</td>
<td>$800.00</td>
<td>$525.00</td>
</tr>
</tbody>
</table>

*The hourly labor rates provided are not to exceed (NTE) rates. Cisco will use the NTE rates to calculate a cost to deliver a statement of work (SOW). Cisco will use the NTE rates, required level of effort needed to produce the client approved deliverables, and skill set to determine the price of the SOW. For each customized SOW, Cisco will provide a fixed cost for the agreed upon deliverables. Any travel costs that are incurred for the specific SOW will be billed for separately. Individual hours, or blocks of hours may not be purchased separately. Because the SOW is offered at a fixed price, Cisco does not keep time cards.

Partner Services

<table>
<thead>
<tr>
<th>Service</th>
<th>Onsite NTE Amount/ Hour*</th>
<th>Remote NTE Amount/ Hour**</th>
</tr>
</thead>
<tbody>
<tr>
<td>Partner Services</td>
<td>$600.00</td>
<td>$525.00</td>
</tr>
</tbody>
</table>

NOTE: Limited Partner Services for Basic Install and Config include the following:
- Certified and Technical Project Management
- Staging & Implementation Engineering
- Site Survey, High Level Design Review
- Global Implementation Capability
- Configuration Development
- Knowledge Transfer
- Acceptance Testing

*Onsite NTE Amount/ Hour: Customer Premise Labor Rates Not To Exceed Hourly
**Remote NTE Amount/ Hour: Vendor Premise Labor Rates Not To Exceed Hourly
Hi Joren,

Please see the response from Romain.
I cannot find the price list in the link she shared.

See if you can find the price list from the details she provided?

Thanks,
Geeta

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From: Gremaud, Romain <rgremaud@presidio.com>
Sent: Monday, March 4, 2019 5:35 PM
To: Lewis, Joe David <joe.lewis@qatar.tamu.edu>; Megchiani, Geeta <geeta.megchiani@qatar.tamu.edu>
Cc: Howland, Lesli <LHowland@presidio.com>
Subject: RE: PR-6645 Question

Hi Geeta,

I was able to find the 3 service SKUs taken from column R under the latest DIR-4167 price list dated 2/21/2019. Below is a link to where I pulled the latest DIR-4167 price list along with the service SKUs. Please let me know if you have any questions about this.

<table>
<thead>
<tr>
<th>SERVICE SKU</th>
</tr>
</thead>
<tbody>
<tr>
<td>L-FPR4110T-TM-1Y</td>
</tr>
<tr>
<td>ISE-PLS-1YR-1500</td>
</tr>
<tr>
<td>CON-ECMU-ISEVM</td>
</tr>
</tbody>
</table>


Regards,

Romain Gremaud | Smartnet Maintenance Representative
Presidio (NASDAQ: PSDO) | presidio.com
7701 Las Colinas Ridge #600, Irving, TX 75063
D: 469.240.5422 | rgremaud@presidio.com

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From: Lewis, Joe David <joe.lewis@qatar.tamu.edu>
Sent: Monday, March 04, 2019 2:43 AM
To: Gremaud, Romain <rgremaud@presidio.com>
Cc: Howland, Lesli <LHowland@presidio.com>; Megchiani, Geeta <geeta.megchiani@qatar.tamu.edu>
Subject: FW: PR-6645 Question