



Agenda Action Form Overview

The Board is requested to authorize the County Manager to enter into a contract with NWN in the amount of \$1,729,707.12 utilizing current IS&T fiscal year 2025-2026 CIP funding to renew support for Cisco Enterprise Agreement including Cybersecurity and Network Management Software Subscription.

Background/Justification

The contract will allow Durham County to Enter into a three-year Cisco Enterprise Agreement for cybersecurity and network management software subscriptions and related support services.

Durham County utilizes enterprise technology platforms that support the secure and reliable delivery of County services. The proposed agreement consolidates multiple existing software subscriptions and support agreements into a single enterprise contract with aligned renewal dates and standardized support services.

The agreement provides continued access to critical cybersecurity and network management capabilities necessary to support County operations while simplifying contract administration and vendor management.

The proposed enterprise agreement establishes predictable annual costs over a three-year term and provides protection against future price increases. By consolidating multiple renewals into a single agreement and locking in pricing for the duration of the term, the County reduces its exposure to inflationary cost escalation and budget volatility.

In addition to improving budget predictability, the County is expected to realize significant cost savings compared to renewing these services separately. Staff analysis estimates approximately \$460,000 in savings over the three-year term when compared to the projected cost of maintaining the current renewal approach.

Policy Impact

This contract will not have an impact on policy but will promote best practice technology utilization and innovation.

Procurement Background

Explain the procurement process. Using the below section, clarify the type of contract purchase type (i.e. goods, services, construction).

Type of purchase

- Goods
- Services
- Construction Work

Did this request for purchase go through a bid process? Yes No

*Goods: Bids required if \geq \$30,000, BOCC approval if \geq \$90,000
Services: Bids required if \geq \$30,000, BOCC approval if $>$ \$40,000*



Construction/Repair work: Bids required if \geq \$30,000, BOCC approval if \geq \$500,000

If yes, attach a copy of bid tab and the minority and women business enterprise (MWBE) compliance review form provided by the Purchasing Division.

If no, why?

- Sole source exemption
- Cooperative purchasing program exemption
- State and federal contract exemption
- Contract is an amendment to an existing contract
- Other (please explain)

If exempted from bidding, has this request been reviewed and approved by the Purchasing Division in the agenda Legistar system? Yes No

If no, why?

Fiscal Impact

The contract will be funded out of IS&T’s existing IS&T FY2025-2026 CIP budget.

Recommendation

The County Manager recommends that the Board authorize the County Manager to enter into a contract with NWN in the amount of \$1,729,707.12 to renew support for Cisco Enterprise, Cybersecurity and Network Management Software using current IS&T fiscal year 2025-2026 CIP budget. The County Manager also recommends the Board allow the County Manager to sign off on subsequent renewals, extensions, or amendments associated with this contract as necessary to continue services as required.