

REPORT TO THE BOARD OF MAYOR & ALDERMEN

DATE: July 13, 2026

FROM: Gary Vanderheyden, Chief Technology Officer

SUBJECT: First Annual Payment of a Five-Year Cisco Multi-Architecture Enterprise Agreement for Software Maintenance and Support

INTRODUCTION:

The purpose of this agenda item is to request Board approval for the annual payment for software support, licensing, and upgrades under a five-year Cisco Multi-Architecture Enterprise Agreement (EA) with Presidio Networked Solutions LLC. This agreement ensures continued access to essential network infrastructure, security software, and cloud services for the Town of Collierville.

BACKGROUND:

The Town of Collierville utilizes a variety of Cisco and Meraki technologies to support its core network infrastructure, wireless connectivity, cybersecurity posture, and systems management. Historically, these software licenses and support components have been managed through traditional individual renewals ("Business as Usual").

To optimize operational efficiency and stabilize technology costs, the Information Technology department is transitioning these distinct licensing groups into a consolidated Cisco Multi Architecture Enterprise Agreement (EA 3.0). This shift aligns the software lifecycle of multiple critical technologies—including Meraki network infrastructure, Cisco DNA switching, ThousandEyes monitoring, and robust security tools like Duo and Identity Services Engine (ISE)—under a single, co-terminated management framework.

DISCUSSION:

The Cisco Multi-Architecture EA allows the Town of Collierville to license software and cloud services over a five-year period through the Tennessee NASPO ValuePoint Cisco contract #AR3227 (Presidio TN# 70921). This agreement offers simplified licensing, enhanced cybersecurity, and predictable operating costs.

The transition to this five-year EA provides several strategic benefits:

- **Cost Savings:** Traditional individual product renewals over the next five years would total \$941,350. The proposed Multi-Architecture EA reduces the total five-year cost to \$770,696.95, yielding \$170,653 in total savings. The annual cost for this agreement is \$154,139.39.
- **Price Protection:** The agreement includes a price lock for the duration of the five-year term, protecting the Town against inflationary adjustments.
- **True-Forward Capability:** This feature allows the Town to grow its licensing needs at the speed of business requirements without penalty.
- **Consolidation:** The agreement co-terminates software licensing for current and future purchases across multiple architectures, including Meraki, DNA, ThousandEyes, and Cisco Secure products (Firewall, ISE, and Duo).

**BUDGET IMPACT:
FY 2027**

Fund	Dept.	Obj. Code	Description	Approved Line Item Budget	Previous Expenses	Proposed Expense ⁽¹⁾	Balance	Budget Impact
110	41640	255	Cisco Enterprise Agreement	\$171,832.00	\$0.00	\$154,139.39	\$17,692.61	N/A

(1) The remaining \$616,557.56 will be expended over the next four (4) fiscal years (FYs 2028-2031).

ATTACHMENTS:

[Town of Collierville - Meraki EA - Multi-Architecture - Quote# 2001726070862-04.pdf](#)

PROPOSED MOTION:

To approve the first of five annual payments for \$154,139.39 to Presidio Networked Solutions LLC for a Cisco Multi-Architecture Enterprise Agreement under the Tennessee NASPO ValuePoint Cisco contract #AR3227.

Board Action: Motion By _____ Seconded By _____

Vote Total	Hall	Jordan	Robbins	Marshall	Stamps	Fraser
Yes						
No						
Abstain						