



**Purchasing Supply Agreement  
CITY OF AUSTIN  
RECOMMENDATION FOR COUNCIL ACTION**

**AGENDA ITEM NO.: 33  
AGENDA DATE: Thu 01/29/2004  
PAGE: 1 of 2**

**SUBJECT:** Authorize negotiation and execution of a 12-month supply agreement with AVNET ENTERPRISE SOLUTIONS, Dallas, TX for CISCO network equipment and SMARTnet maintenance in an amount not to exceed \$115,278.50.

**AMOUNT & SOURCE OF FUNDING:** Funding in the amount of \$25,000 is available in Fiscal Year 2003-2004 Operating Budget of the Austin Public Library Department. Funding for the remaining nine month of the original contract is contingent upon available funding in future budgets.

**FISCAL NOTE:** There is no unanticipated fiscal impact. A fiscal note is not required.

**REQUESTING** Purchasing  
**DEPARTMENT:** for Library;

**DIRECTOR'S**  
**AUTHORIZATION:** Vickie Schubert

**FOR MORE INFORMATION CONTACT:** Corliss Miller, Buyer II/974-2034

**PRIOR COUNCIL ACTION:** N/A

**BOARD AND COMMISSION ACTION:** N/A

**PURCHASING:** Lowest bid of two received.

**MBE / WBE:** N/A

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The Austin Public Library is requesting a price agreement to begin on July 1, 2004 for CISCO network equipment & SMARTNet Maintenance to build out its core WAN (Wide Area Network) for public services. This is a price agreement for specific equipment that could allow all of the Austin Public Library locations to utilize a QOS (Quality of Service guarantee) WAN connection. This equipment would be used to facilitate a QOS client-server connection for the Pharos application. The Pharos application and database control signup and printing. This would allow the Library to control bandwidth demands at each branch location. The Cisco 7206VXR and the fifteen (15) Cisco 2651XM routers would support equipment configurations and routing schemes necessary to provide the QOS needed for the Pharos application. The Library currently has the CISCO 2651 routers at four locations. We would only make the purchases if the discounts were awarded.

The Library is utilizing a separate procurement rather than using an available DIR Interlocal price agreement to ensure eligibility for the Library to utilize E-Rate (Universal Service Fund for Schools and Libraries) discounts. The Universal Service Fund was established by the federal government in 1983 to subsidize telephone service in low-income communities, as well as rural areas of the country where the cost of providing basic telephone service is high. In the Telecommunications Act of 1996, Congress expanded the reach of the Universal Service Fund to provide support for rural health care providers, schools and libraries. This procurement allows the city to document all timelines and guidelines required for the E-Rate discount. If the Library becomes eligible for priority two E-Rate funding, the Library can purchase the routers at a substantial 65%-80% discount.

The Austin Public Library public network usage has changed over the years. We now have business



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applications (for the public) that are run on systems sitting on the public network. Some examples are video conferencing, automated signup, and print cost recovery. These applications access servers to query databases or information over the network. When an application makes a required communication over the "Internet" there is no guaranteed quality of service. If Internet traffic is heavy an application may time out before receiving a response. Business applications are not allowed to suffer at the whim of heavy Internet traffic. With the appropriate network design and hardware you can have guaranteed Quality of Service (QOS). The price agreement for Cisco hardware will help us achieve the goal of having guaranteed QOS so our application usage can continue to increase as we expand services offered to the public.

**BID TABULATION  
IFB# CO04100006  
CISCO LAN/WAN**

<b>Vendor</b>	<b>Total</b>
Rjata	153,773.00
Avnet	115,278.50

\*Note: A complete bid tabulation is available in the Purchasing Office

**PRICE ANALYSIS**

1. Adequate competition.
2. Eight bids were issued including two MBE. Two bids were received. None of which were MBE/WBE. Three bids were received late.
3. Recommended bidder is the lowest bid received.

**APPROVAL JUSTIFICATION**

- a. Low bidder
- b. The Library Department concurs with the recommended award
- c. Advertised in the Austin American Statesman and Internet