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**Cisco Systems, Inc.**

URL [Vendor Website](#)  
 Vendor ID 1770059951100  
 HUB Type Non HUB  
 E Rate Qualified

DIR Contract Number DIR-TSO-2542  
 Contract Term End Date 5/5/2015  
 Contract Exp Date 5/5/2018

**How to Order**

1. For product and pricing information, visit the [Cisco Systems, Inc.](#) website or contact [Mimi Farr](#) at (408) 527-2627. Reseller vendors are also available through this Contract. Select from any Reseller Vendor contact listed below to also obtain product and pricing information.
2. Generate a purchase order, made payable to Cisco Systems, Inc. or any Reseller vendor listed below. You must reference the DIR Contract Number **DIR-TSO-2542** on your purchase order.
3. E-mail or Fax your purchase order and quote form to your designated vendor or reseller sales representative.

**Cisco Systems, Inc.**

Contact [Mimi Farr](#)  
 Phone (408) 527-2627  
 Fax (703) 842-8684

DIR  
 Contact [Amy Luangpradit](#)  
 Phone (512) 463-3018  
 Fax (512) 475-4759

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Contract: [DIR-TSO-2542](#)

**Standard Terms and Conditions PDF - 729 KB**

This appendix contains the standard DIR Terms and Conditions for the contract as of the date identified. Any initial exceptions to these Terms will be contained in the original contract. All subsequent changes or updates to the Terms and Conditions will be reflected in contract amendments.

**HUB Subcontracting Plan (HSP) PDF - 716 KB | Updated 05/28/2014**

The purpose of the HUB Program is to promote full and equal business opportunities for all businesses in State contracting in accordance with the goals specified in the State of Texas Disparity Study. The HSP identifies all authorized resellers and/or all subcontractors performing services.

**Pricing PDF - 94 KB | Updated 05/06/2014**

Pricing for available products and/or services under this contract are limited to those identified in the appendix.

**Electronic and Information Resources (EIR) Accessibility**

Information regarding Electronic and Information Resources (EIR) accessibility of this vendor's offerings is included in the contract. Agencies purchasing products or services are responsible for complying with Texas EIR Accessibility statute and rules, as defined in TGC 2054 Subchapter M, ITAC 206, and 1 TAC 213. For additional information, visit the Vendor Website or contact the vendor directly.

**Available Brands**

- Cisco
- Cisco Meraki
- Cisco Physical Security
- Cisco Physical Security Solutions
- Cisco Smartnet
- Cisco Systems

**Available Products & Services**

- Access and Access Circuits
- Catalog
- Components
- Data Storage
- Misc IT Hardware, Peripherals, Components and Related Services

**Additional Contract Information**

- [Appendix D, EULA Agreement \(115 KB\)](#)
- [Appendix E, Services Agreement \(295 KB\)](#)
- [Appendix F, Non-Entitlement Destroyed Product \(277 KB\)](#)
- [Appendix F1, Non-Entitlement Scrapped Product \(244 KB\)](#)
- [Appendix F2, Non-Entitlement Stolen Product \(278 KB\)](#)
- [Appendix F3, Non-Genuine Product \(287 KB\)](#)

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**Reseller Vendor Contacts**

Vendor Name	Vendor ID	HUB Type	Contact Name	Phone/Fax	Address
Accudata Systems, Inc.	1750025821800	Non HUB	<a href="#">Nafesea Savant</a>	Phone: (281) 897-6397 Fax: 281-897-5001	7906 N. Sam Houston Pkwy West, Suite 300 Houston, TX 77064
Alexander Open Systems, Inc	1481119310200	Non HUB	<a href="#">Dave Bolduc</a>	Phone: (972) 763-8900	15851 Dallas Parkway, Suite 1000 Addison, TX 75001
Austin Ribbon & Computer Supplies, Inc	1742339797900	Woman Owned	<a href="#">Briana Burt</a>	Phone: (512) 452-0651 Fax: 512-452-0691	9211 Waterford Centre Blvd, Suite 202 Austin, TX 78758

CDW Government, LLC	1364230110800	Non HUB	<u>Unni Fuchs</u>	Phone: (866) 339-4117 Fax: (312) 705-8262	230 North Milwaukee Avenue Vernon Hills, IL 60061
Datavox	1760251479000	Non HUB	<u>Nev Ferguson</u>	Phone: (713) 881-7107 Fax: (713) 881-7207	6650 West Sam Houston Parkway South Houston, TX 77072
Desert Communications	1742700166800	Non HUB	<u>Sarah Cancellare</u>	Phone: (915) 584-1287 Fax: (915) 581-7697	7100 Westwind Drive Suite 300 El Paso, TX 79912
Dimension Data	11325543440	Non HUB	<u>Ryan Thomas</u>	Phone: (847) 278-6487	11730 Plaza America Dr., Suite 340 Reston, VA 20190
Direct Packet, Inc. dba Onevision Solutions	1201005886100	Non HUB	<u>Neemi Armentrow</u>	Phone: (972) 714-0540 Fax: (972) 580-8435	909 Lake Carolyn Parkway, Suite 1800 Irving, TX 75039
DISYS Solutions, Inc.	12725861145	Non HUB	<u>Jatinder Vohra</u>	Phone: (888) 286-3896 Fax: (703) 802-0798	4151 Lafayette Center Drive, Suite 600 Chantilly, VA 20151
ePlus Technology, Inc.	1541904151000	Non HUB	<u>Chris Wolfe</u>	Phone: (214) 435-6011 Fax: 214-438-5284	810 Hesters Crossing Round Rock, TX 78681
FMS Technologies dba Flexite Systems	17004455437	Non HUB	<u>Berni Wells</u>	Phone: (936) 634-4200 Fax: (936) 634-2539	Po Box 218 Lufkin, TX 75902
Ford Audio-Video Systems, Inc.	1730947837200	Non HUB	<u>Don Tobin</u>	Phone: (512) 447-1103 Ext. 2718 Fax: (512) 447-0111	2101 E. St. Elmo, Suite 130 Austin, TX 78744
Great South Texas Corporation dba Computer Solutions	1942650013800	Woman Owned	<u>Terri Gopfer</u>	Phone: 210-369-0300 Fax: 210-369-0389	814 Arlon Parkway, Suite 101 San Antonio, TX 78216
Greater Dallas Office Equipment, Inc dba Intelinet Systems	17522933856	Non HUB	<u>Eric Remis</u>	Phone: (972) 331-3311 Fax: (972) 669-1222	1110 E Collins Blvd #122 Richardson, TX 75081
Insight Public Sector, Inc.	1363949000500	Non HUB	<u>Michelle Abrahamse</u>	Phone: (800) 467-4446 Fax: (480) 760-6126	444 Scott Drive Bloomington, IL 60108
Lumenate Technologies LP	18303898581	Non HUB	<u>Ken Noble</u>	Phone: (713) 805-2377 Fax: (281) 945-5819	16633 Dallas Pkwy Ste 450 Addicks, TX 75001
Micro Integration & Programming Solutions Inc.	17314310461	Non HUB	<u>Davis Patterson</u>	Phone: (713) 785-4596 Fax: (713) 785-2276	10801 Hammerly Suite 246 Houston, TX 77043
Netera Network Integrations, LLC	1208588978500	Non HUB	<u>Kevin Wheat</u>	Phone: (972) 908-6531 Fax: (866) 406-7424	3000 Technology Drive Plano, TX 75074
Netsync Network Solutions dba US Tech	1320030329800	Hispanic/Female	<u>Tiffany Hutto</u>	Phone: (713) 218-5000 Fax: 713-664-9964	5821 Southwest Freeway, Suite 300 Houston, TX 77057
Nexus IS, Inc.	12005484971	Non HUB	<u>Jeanne Fehrenkrother</u>	Phone: (512) 402-7117 Fax: (512) 532-7333	27202 West Turnberry Lane Suite 100 Valencia, CA 91355
NWN Corporation	10435322358	Non HUB	<u>Gary Bartkus</u>	Phone: (281) 506-1147 Fax: 291-983-5599	7950 Anderson Square, Suite 108 Austin, TX 78757
PCMG, Inc. dba PCM Gov, Inc.	1330964088900	Non HUB	<u>John Ratliffe</u>	Phone: (800) 625-5468 x38334 Fax: 310-630-6434	4120 Newbrook Drive, Suite 100 Chantilly, VA 20151
Pinnacle Business Systems	1731332196401	Non HUB	<u>Amber Lawhorn</u>	Phone: (804) 245-9800 Fax: (800) 444-3435	3824 S. Boulevard, Suite 200 Edmond, OK 73013
Porter Burgess Company dba Flex Data Systems	1750995208500	Non HUB	<u>Sarah Harschup</u>	Phone: (214) 445-3508 Fax: (214) 373-4188	2805 North Dallas Parkway, Ste 240 Plano, TX 75093
SHI Government Solutions, Inc.	1223695478500	Asian/Male	<u>Kathi Walker</u>	Phone: 800/870-6079 x5908 Fax: 512-732-0232	1301 South Mopac Expressway Ste. 375 Austin, TX 78746
Softchoice Corporation	1133827773100	Non HUB	<u>Dave Tomke</u>	Phone: (7312) 655-9160 Fax: (512) 916-9376	701 Brazos St. Suite 375 Austin, TX 78701
Sology LLC	1262044766900	Black/Female	<u>Mark Dameron</u>	Phone: (972) 792-9300 Fax: (972) 792-9301	1701 Analog Drive Richardson, TX 75081
Strategic Products and Services (SPS)	453077538	Non HUB	<u>Tom Mapes</u>	Phone: (972) 349-1251 Fax: (888) 777-7280	6100 West Plano Parkway, Suite 1000 Plano, TX 75063
Synetra Inc	1752021538900	Non HUB	<u>Don Lampbell</u>	Phone: (432) 561-7220 Fax: 432-561-7201	8180 Lakeview Center Odessa, TX 79765
Technology for Education dba TFE	1742879405500	Woman Owned	<u>Cassandra Sountz</u>	Phone: (254) 741-2462 Fax: 254-299-1396	658 Alliance Parkway Newitt, TX 76643
				Phone: (512) 814-1721	4209 S. Industrial Drive, Suite

**APPENDIX C TO DIR-TSO-2542      PRICING INDEX**

**CISCO SYSTEMS, INC.**

PRODUCT Category	Manufacturer Part Number	MSPR COST	EACH/Per Unit	DIR Customer Discount % from MSPR	DIR Customer Price	EACH/Per Unit
Cisco Hardware						
Cisco Hardware on Cisco Global Price List						
Cisco Meraki Price List						
Cisco SMARTnet Services						
<b>SERVICE Category</b>	<b>Manufacturer Part Number</b>	<b>MSPR COST</b>	<b>EACH/Per Unit</b>	<b>DIR Customer Discount % from MSPR</b>	<b>DIR Customer Price</b>	<b>EACH/Per Unit</b>
Cisco SMARTnet for Government (1 Year Term)				10.00%	Customer price will be 10.00% less than current List Price as published on Cisco's Global Price List	
Cisco SMARTnet for Government (3 Year Term) *				17.00%	Customer price will be 17.00% less than current List Price as published on Cisco's Global Price List	
Cisco SMARTnet for Government (5 Year Term) *				21.00%	Customer price will be 21.00% less than current List Price as published on Cisco's Global Price List	
Cisco SMARTnet for Education (1 Year Term)				25.00%	Customer price will be 25.00% less than current List Price as published on Cisco's Global Price List	
Cisco SMARTnet for Education (3 Year Term) *				28.00%	Customer price will be 28.00% less than current List Price as published on Cisco's Global Price List	
Cisco SMARTnet for Education (5 Year Term) *				30.00%	Customer price will be 30.00% less than current List Price as published on Cisco's Global Price List	
* If a three (3) or five (5) year prepaid term is selected full payment is made upfront at the beginning of the subscription term. The above discounts do not assume or factor in any applicable finance or interest charges for the prepaid terms. It is the responsibility of the customer to determine the mechanism for funding.						
Cisco Technical and Maintenance Services	These services provide technical support, flexible hardware coverage, and smart, proactive device diagnostics for hardware					
<b>SERVICE Category</b>	<b>Manufacturer Part Number</b>	<b>MSPR COST</b>	<b>EACH/Per Unit</b>	<b>DIR Customer Discount % from MSPR</b>	<b>DIR Customer Price</b>	<b>EACH/Per Unit</b>
Cisco Technical and Maintenance Services				10.00%	Customer price will be 10.00% less than current List Price as published on Cisco's Global Price List	

# Cisco Branded: Products and Services

- HOME
- SOLUTIONS
- INDUSTRY SOLUTIONS
- GOVERNMENT
- U.S. GOVERNMENT SOLUTIONS AND SERVICES
- RESOURCES FOR U.S GOVERNMENT
- GOVERNMENT CONTRACTS AND FUNDING VEHICLES
- STATE AND LOCAL GOVERNMENT CONTRACTS
- CISCO-STATE OF TEXAS - DIR

**Cisco Branded: Products and Services**

State of Texas DIR - Contract for Cisco Branded Products and Related Services

DIR Contract Number: DIR-TSO-2542  
 Vendor ID: 1770059951100  
 HUB Type: Non HUB  
 Contract Term End Date: 5/5/2018  
 Contract Exp Date: 5/5/2018  
 Texas DIR Website



### Related Links

- [Texas DIR Cooperative Contracts Program](#)

### Price Lists

- [Texas DIR Branded Price List - Published 05/19/2014 \(XLS - 16.4 MB\)](#)

### Contact Us

[Full Contact List](#)

## State of Texas DIR #DIR-TSO-2542

Offerings & Discounts	Ordering Instructions	Contract Highlights	Contract Documents
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### Minimum Pricing & Discounts off Cisco US Global Price List

Scope of Offering	Discount % off MSRP
<b>Products</b>	
Cisco Equipment on the Global Price List	35.00%
<b>Related Services</b>	
Government - 1 Year Cisco SMARTnet Contract	10.00%
Government - 3 Year Cisco SMARTnet Contract	17.00%
Government - 5 Year Cisco SMARTnet Contract	21.00%
Education - 1 Year Cisco SMARTnet Contract	25.00%
Education - 3 Year Cisco SMARTnet Contract	28.00%
Education - 5 Year Cisco SMARTnet Contract	30.00%
Training - Cisco Learning Credits	0.00%
<b>Partner Services</b>	
	<b>NTE Amount/Hour*</b>
Enterprise Network Services I	\$285.00
Enterprise Network Services II	\$325.00
Enterprise Network Services III	\$375.00
Technician	\$180.00
Network Engineer	\$225.00
Senior Network Engineer	\$275.00
Project Manager	\$250.00
Program Manager	\$275.00

\*Labor Rates Not To Exceed Hourly Rate

The discounts listed above are the **minimum guaranteed contract pricing**. This means that the Authorized Reseller vendors listed below must provide, **at a minimum**, those discounts and cannot offer less favorable pricing discounts than the contract discounts. However, the Authorized Reseller Vendors listed below may offer any additional, incremental discounts to any eligible users under this contract and such additional discounts, if offered, may be provided at the discretion and as the sole legal

Cisco Technical and Advanced Services

These services are designed to assist with customers with the following types of projects:

- 1) Survey/ Design Services – Includes the discovery, design, architecture review/validation, and readiness assessment.
- 2) Implementation Services – Includes basic installation and configuration or end-to-end integration and deployment.
- 3) Optimization – Includes assessing operational environment readiness, identify ways to increase efficiencies throughout the network, and optimize Customer's infrastructure, applications and service management.
- 4) Remote Management Services – Includes continuous monitoring, incident management, problem management, change management, and utilization and performance reporting that may be on a subscription basis.
- 5) Technical/Advisory Services – Includes assessing the availability, reliability, security and performance of Customer's existing solutions.
- 6) Data Communications Architectural Design Services – Developing architectural strategies and roadmaps for transforming Customer's existing network architecture and operations management.
- 7) Statement of Work (SOW) Services – Customer-specific tasks to be accomplished and/or services to be delivered based on Customer's business and technical requirements.

SERVICE Category

EACH/Per Unit

DIR Customer Discount % from MSRP

DIR Customer Price

EACH/Per Unit

Cisco Advanced Technical Services \*\*

Statement of Work Services

	Remote Hourly Rate (Not to Exceed)				
	Year 1	Year 2	Year 3	Year 4	Year 5
Network K1 Engineer 001A	\$ 291.11	\$ 287.91	\$ 278.62	\$ 267.54	\$ 254.66
Network K1 Engineer 001B	\$ 279.27	\$ 265.67	\$ 256.37	\$ 245.29	\$ 232.41
Network K1 Engineer 001C	\$ 311.40	\$ 310.74	\$ 307.78	\$ 304.82	\$ 301.86
Network K1 Engineer 001D	\$ 250.51	\$ 236.41	\$ 227.32	\$ 216.24	\$ 205.15
Network K1 Engineer 001E	\$ 290.69	\$ 281.21	\$ 272.73	\$ 264.24	\$ 255.76
Network K1 Engineer 001F	\$ 302.13	\$ 297.14	\$ 292.15	\$ 287.16	\$ 282.17
Network K1 Engineer 010	\$ 413.31	\$ 429.86	\$ 417.06	\$ 404.26	\$ 391.46
Network K1 Engineer 015	\$ 413.31	\$ 403.71	\$ 394.11	\$ 384.51	\$ 374.91
Network K1 Engineer 017	\$ 507.92	\$ 501.91	\$ 495.90	\$ 489.89	\$ 483.88

Final price is based on a customer and Cisco approved statement of work (SOW). Please see note below for more detailed information.

\*\* The hourly rates provided are a not to exceed (NTE) rate. Cisco will use the NTE rate 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

Subject to Cisco's approval and the certifications held by its partners, partners can also offer services such as: Installation/Installation, Asset Tagging, Staging/Deployment, Image Loading, Image Consulting, System and Server Configuration, Rack and Stack Configuration, Maintenance, and Training. Other services may be available.

SERVICE Category

EACH/Per Unit

DIR Customer Discount % from MSRP

DIR Customer Price

EACH/Per Unit

Partner Services ...	Not To Exceed (NTE) Hourly Rate
Enterprise Network Services I	\$ 295.00
Enterprise Network Services II	\$ 325.00
Enterprise Network Services III	\$ 375.00
TECHNICIAN	\$ 180.00
Network Engineer	\$ 225.00
Senior Network Engineer	\$ 275.00
Program Manager	\$ 250.00

\*\*\* On behalf of resellers that will be added to the contract as subcontractors, Cisco is providing Not to Exceed (NTE) hourly rates for Partner Services. These rates are valid for the four (4) year term of the contract. Once Cisco adds resellers to the contract, we will solicit resellers for their specific hourly rates, if they wish to provide such services.

Cisco Learning Credits

To provide Texas DIR customers with access to training and development on Cisco's products and services, we are pleased to offer Cisco Learning Credits for purchase under the contract. Cisco Learning Credits are available for purchase at \$100 per credit on the U.S. Global Price Lists and sold in packages of 10, 100, 500, and 1500 (Table 10). They can be added to any Cisco hardware, software, or solution purchase and redeemed within one (1) year from activation on the Cisco Learning Credits Management Tool (LCMT). Cisco Learning Credits can be redeemed for high-quality, authorized training from a Cisco Learning Partner or their affiliated organizations, or Cisco Advanced Services Education.

OPTIONAL ITEMS		Manufacturer Part Number	EACH/Per Unit	DIR Customer Discount % from MSRP	DIR Customer Price	EACH/Per Unit
Cisco Learning Credits (Qty 10)	TRN-CLC-000	\$	1,000.00	0.00%	\$	1,000.00
Cisco Learning Credits (Qty 100)	TRN-CLC-001	\$	10,000.00	0.00%	\$	10,000.00
Cisco Learning Credits (Qty 500)	TRN-CLC-002	\$	50,000.00	0.00%	\$	50,000.00
Cisco Learning Credits (Qty 1,500)	TRN-CLC-003	\$	150,000.00	0.00%	\$	150,000.00
<b>VOLUME DISCOUNTS</b>						
Not available						

Position	Current DIR ITS 2013 Rates	DIR Discount	DIR Contract Price
Architect I	\$ 270.00	29.50	\$ 190.00
Architect II	\$ 295.00	29.50	\$ 208.00
Architect Sr	\$ 360.00	29.50	\$ 255.00
Consultant I	\$ 160.00	29.50	\$ 112.00
Consultant II	\$ 195.00	29.50	\$ 137.00
Consultant Sr	\$ 235.00	29.50	\$ 165.00
Engineer	\$ 140.00	29.50	\$ 100.00
Engineer Sr	\$ 170.00	29.50	\$ 109.00
Mgr Programs	\$ 235.00	29.50	\$ 165.00
Project Coordinator	\$ 105.00	29.50	\$ 75.00
Project Coordinator Sr	\$ 115.00	29.50	\$ 80.00
Project Manager	\$ 165.00	29.50	\$ 116.00
Project Manager Sr	\$ 250.00	29.50	\$ 176.00
Technician	\$95.00	29.50	\$ 67.00
Sr technician	\$120.00	29.50	\$85.00
Technician Subcontractor	\$120.00	29.51	\$85.00
Sr. Technician Subcontractor	\$145.00	29.51	\$116.00