

Cover Page – Request for Quote – Cloud Solution

TO BE COMPLETED BY AUTHORIZED USER		
RFQ Title Cisco Collaboration EA	RFQ Number ITS-2020-410EB	
Authorized User Information: Office of Information Technology Services Empire State Plaza Swan Street Building, Core 4 2nd Floor, Room 2404 Albany, NY 12223	Authorized User Delivery Information: Office of Information Technology Services Attn: Russ Stout Swan Street Building, Core 4 2nd Floor, Room 2404 Albany, NY 12223	
Special Delivery Instructions:		
DESIGNATED CONTACTS		
Name(s)	E-Mail(s)	
Elaine Blanchet	its.sm.ITS_BIDS@its.ny.gov	
<p>Authorized User shall indicate if Procurement Lobbying Law/Restricted Period is in effect: <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <i>Where Procurement Lobbying Law is deemed applicable by the Authorized User, by signing, Contractor affirms that it understands and agrees to comply with the Authorized User's policies and procedures relative to permissible contacts. Information may be accessed at: Procurement Lobbying:</i> http://www.ogs.ny.gov/aboutOgs/regulations/defaultAdvisoryCouncil.html</p>		
RFQ LOTS		
<p>This RFQ is for Products from the following checked Lots as defined in Award # 22802 – Information Technology Umbrella Contract – Manufacturer Based (Statewide):</p> <p style="text-align: center;"><input type="checkbox"/> Lot 1 – Software <input type="checkbox"/> Lot 2 – Hardware <input checked="" type="checkbox"/> Lot 3 - Cloud <input checked="" type="checkbox"/> Lot 4 – Implementation</p> <p>The Authorized User named above is seeking competitive quotes from the Contractor (Manufacturer) and their Resellers (where applicable) of Information Technology Umbrella Contract – Manufacturer Based Contract(s) for the above-referenced Products. If the RFQ includes Lot 4 – Implementation, Contractor must prior to submitting a response to the RFQ either hold an award for Lot 4- Implementation, or be able to provide the services under the other Lots included in the RFQ.</p>		
LOT 3 – CLOUD DATA RISK LEVEL: <input type="checkbox"/> Low <input checked="" type="checkbox"/> Medium <input type="checkbox"/> High		
DATA CATEGORIZATION ELEMENTS: Configuration data enabling SSO, Multi-Factor authentication, and general user contact information (first name, last name, work address, telephone).		
QUESTIONS AND OTHER EVENTS		
Event	Date	Time
RFQ Release Date	12/3/2020	N/A
Questions Due	12/7/2020	5:00 PM EST
Vendor Response Due Date	12/10/2020	5:00 PM EST
IS THE RFQ BIDDER POOL LIMITED TO M/WBE, SB, AND SDVOB VENDORS: <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
BASIS FOR AWARD <input checked="" type="checkbox"/> Lowest Price Meeting Specified Technical Requirements <input type="checkbox"/> Lowest Price Meeting Specified Technical Requirements <u>and</u> Mandatory Pass/Fail Requirements <input type="checkbox"/> Best Value with Technical and Financial Score		
E-RATE ELIGIBLE <input type="checkbox"/> Yes (E-Rate Discounts are Required) <input checked="" type="checkbox"/> No		
SERVICE MODEL FOR LOT 3 – CLOUD SOLUTION <i>(check all that apply)</i> <div style="display: flex; justify-content: space-between;"> <div> <input checked="" type="checkbox"/> Software as a Service (SaaS) <input type="checkbox"/> Platform as a Service (PaaS) </div> <div> <input type="checkbox"/> Infrastructure as a Service(IaaS) <input type="checkbox"/> Anything as a Service (XaaS) </div> </div>		

DEPLOYMENT MODEL FOR LOT 3 – CLOUD SOLUTION (Check all that apply)	<input type="checkbox"/> Private Cloud <input type="checkbox"/> Public Cloud <input type="checkbox"/> Other	<input type="checkbox"/> Community Cloud <input checked="" type="checkbox"/> Hybrid Cloud
APPLICABLE STATUTORY / POLICY REQUIREMENT	<input type="checkbox"/> None <input type="checkbox"/> CJIS <input checked="" type="checkbox"/> FERPA <input type="checkbox"/> FISMA <input type="checkbox"/> GLB <input checked="" type="checkbox"/> HIPAA <input type="checkbox"/> HITECH <input type="checkbox"/> Tax <input type="checkbox"/> PPI <input type="checkbox"/> PCI DSS <input type="checkbox"/> SOX <input type="checkbox"/> ECPA <input type="checkbox"/> Other	
CAIQ REQUIREMENT	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
ATTACHMENTS	Attachment 1 – Financial Response – Cloud Solution Attachment 2 – Non-Collusive Bidding Certification Exhibit 1 – Cisco End User License Agreement Exhibit 2 – Cisco Universal Cloud Agreement Exhibit 3 – Cisco IaaS SLA Exhibit 4 – Cisco Business Critical Services for Hosted Collaboration Solution	

The Authorized User will not be held liable for any cost incurred by the Contractor for work performed in the preparation of a response to this RFQ or for any work performed prior to the formal execution of an Authorized User Agreement. Responses to the RFQ must be received by the deadline specified above. Contractors assume all risks for timely, properly submitted deliveries. A Contractor is strongly encouraged to arrange for delivery of RFQ responses prior to the date of the RFQ opening. LATE RFQ responses may be rejected. The received time of a RFQ response will be determined by the Authorized User.

All purchases resulting from this RFQ shall be in accordance with terms and conditions of the OGS Information Technology Umbrella Contract – Manufacturer Based Contract and any additional terms and conditions set forth in this RFQ and its Attachments.

A. SCOPE / MANDATORY REQUIREMENTS

This RFQ is being distributed to the Contractor and Resellers (where applicable) to acquire the following:

1. SCOPE

Procurement of Cisco Collaboration Flex Plan software licensing and support services for the ITS managed UniteNY IP telephony / video conferencing environment and managed WebEx services. Cisco® Collaboration Flex Plan gives access to Cisco's collaboration products, allowing you to mix and match buying models and deployment models in a single subscription depending on your buying needs. One subscription covers entitlement and technical support for: (a) the cloud services Cisco Webex® Meetings, Cisco Webex Calling, Cisco Webex Calling (formerly Cisco Spark Call), Cisco Webex Calling for SP, and Cisco Webex Teams and (b) the software Cisco Unified Communications Manager and Cisco Meeting Server.

The UniteNY IP telephony environment provides telephony services to over 63,000 NYS employee telephones at various locations across NYS. These telephones are used to support critical business such as OCFS' Statewide Central Register of Child Abuse and Maltreatment, DHSES' Emergency Operations Center, DOT's Statewide Transportation Information Coordination Center, and many more. The UniteNY video conferencing environment is made up of over 1,000 video endpoints across NYS. These video endpoints are critical to the business of many NYS agencies, including WCB's virtual hearings process, DOCCS parole board and telemedicine functions, OMH's remote health services, and others. The Cisco WebEx platform is used by over 22,000 NYS employees for scheduling and running virtual meetings. These meetings and services are critical to the business of NYS staff.

- The term of this agreement is 5 years with annual payments of the items listed in Attachment 1 – Financial Response – Cloud Solution
- This includes the following base license totals w/ 20% growth included at no additional cost over 5 years:
 - 50,895 knowledge worker accounts and entitlements.
 - All associated licensing for services identified in entitlements list, below.
- In addition, the following:
 - 10 WebEx Event Center 3000 accounts
 - 1000 WebEx Assistant accounts
- Entitlements include:
 - Cisco Webex Meetings Suite
 - The following video and web conferencing solutions are included:
 - Cisco Webex Meetings with capacity of 1000 attendees per session
 - Cisco Webex Training with capacity of 1000 attendees per session
 - Cisco Webex Events with capacity of 1000 attendees per session
 - Cisco Webex Support with capacity of 5 attendees per session
 - Branded microsite included.
 - Cisco Webex team meetings
 - Ability to Host or join Cisco Webex Meetings natively from Cisco Webex Teams with common meeting experiences and controls no matter how participants join.
 - Content management
 - Unlimited storage is provided up to 1 year. Deletion occurs a year from the recording creation date, and on a go forward basis, all storage in arrears deleted.
 - Pro Pack for Cisco Webex Control Hub
 - With Pro Pack for Cisco Webex Control Hub, administrators can provision, manage, and analyze the entire Cisco Webex experience. Pro Pack delivers additional levels of security controls, compliance management, and business insights to meet the needs of customers who are looking for advanced capabilities.
 - Cisco Webex Conferencing Audio (Voice over IP[VoIP])
 - Each Knowledge Worker has unlimited access to VoIP. Cisco Webex VoIP capabilities may not be available to participants in certain countries. Refer to the "Important Information Regarding Audio Services" section of the Cisco Webex Audio Offering data sheet for more details.

- Cisco Cloud Connected Audio Service Provider User
 - Under the Cloud Connected Audio Service Provider (CCA Enter User) Audio option, a service provider partner peers with Cisco and provides the transport and access (phone numbers) to a customer, while Cisco provides audio bridging. The service provider partner also provides lifecycle support, that is, day-0, day-1, and day-2 support.
- Audio Broadcast
 - Audio Broadcast is an ideal solution for environments where there are a low number of active speakers and a very large number of listeners who wish to participate in a principally listen only mode.
 - Based on the Webex Multi-Media Platform (MMP), Audio Broadcast is seamlessly interwoven into the Webex meeting experience with hosts able to monitor the number of active Audio Broadcast attendees in real time. The Audio Broadcast client starts automatically for attendees and hosts are able to promote individual attendees to full speaking privileges at any time during the meeting. Attendee promotion is provided by presenting PSTN dial in information to promoted attendees. The promoted attendees then become full speaking attendees.
- Cisco Meeting Server
 - Cisco Meeting Server provides a consistent one-meeting experience for every meeting attendee, as well as open interoperability, all based on a highly scalable software architecture supporting business-quality meetings from mobile through immersive via audio, video, and web. The software has two major elements: the server software and an extension of the server in the form of an app/client that Knowledge Workers use to access and control their meetings.
 - Cisco Meeting Server supports standards-based video endpoints, including the Cisco portfolio of telepresence endpoints as well as third-party solutions such as Skype for Business. It includes Personal Multiparty (PMP) and Shared Multiparty (SMP) licenses, Multibrand license, and Recording port licenses.
- Enhanced messaging in Cisco Webex Teams
 - Secure, all-in-one team collaboration from Cisco Webex. Cisco Webex Teams is an app for continuous teamwork. Move work forward in secure work spaces where everyone can contribute anytime with messaging, file sharing, white boarding, video meetings, calling, and more.
- Cisco Webex Teams file storage
 - Pools 20GB of file storage per Knowledge Worker.
- Cloud device registration
 - The cloud device registration provides the ability to register Cisco video devices purchased upfront to the Cisco Webex cloud, with no need for on-premises infrastructure.
- Cisco TelePresence Management Suite
 - Cisco TelePresence Management Suite provides complete control, management, and scheduling capabilities of telepresence conferencing and media services infrastructure and endpoints. Includes Base software license, 250 System Management licenses, and API Integration licenses.
- Cisco Webex Hybrid Services
 - Integrate your existing IT assets with Cisco Webex to provide a single, integrated experience. The Cisco Webex Hybrid Services are Call Service, Calendar Service, Directory Service, Video Mesh, and Data Security Service.
- Cisco Webex Edge Audio
 - Cisco Webex Edge Audio is suitable for customers who have a cloud meetings solution coupled with an on-premises calling solution. It provides an on-net path (VoIP) for participants to join meetings from their existing IP phones with no change in behavior or training required. Webex Edge Audio supports all Cisco unified communications solutions, providing high quality audio (wideband codec) and cost savings by bypassing PSTN.
- Cisco Unified Communications Manager
 - Cisco Unified Communications Manager provides an enterprise-class IP telephony call-processing system. In addition to traditional telephony features, it provides advanced capabilities such as video.

Add-on licenses for common- area phone and desktop video units, as well as Cisco TelePresence Room licenses, are available for customers who need licenses beyond the provided 50% of total Knowledge Workers. Additionally, Essential licenses are included for analog devices and fax machines.

- Cisco Expressway Series (Expressway-C and Expressway-E)
 - Cisco Expressway Series works as part of the Cisco Unified Communications Manager product family to provide access for mobile, desktop, and fixed clients. The application provides advanced multimodal firewall traversal and access services for secure voice, video, instant messaging and presence, directory, and visual voicemail outside your enterprise firewall without the need for a VPN. Includes.
 - Base software license
 - Expressway-E license
 - Gateway feature license
 - Series feature license
 - Rich Media Session license
 - Advanced Networking feature license
 - TURN feature license
 - Desk phone and room registration licenses
- Cisco Unity Connection
 - Access your Cisco Unity Connection voice messages the way you prefer – whether from an IP phone, a mobile phone, a web browser, an email client, or a desktop client such as Cisco Jabber®.
- Soft Clients
 - Cisco Jabber clients:
 - Cisco Jabber for Windows (softphone, video, instant messaging, presence)
 - Cisco Jabber for Mac (softphone, video, instant messaging, presence)
 - Cisco Jabber for Android (softphone, video, instant messaging)
 - Cisco Jabber for iOS (softphone, video, instant messaging)
 - Cisco Jabber SDK (Software Development Kit for web)
 - Product features of Cisco Unified Communications Integration with Microsoft Lync (softphone, video)
 - Cisco Virtualization Experience Media
- Cisco Emergency Responder
 - Cisco Emergency Responder enhances the existing emergency 9-1-1 functionality offered by Cisco Unified Communications Manager. It helps assure that Cisco Unified Communications Manager will send emergency calls to the appropriate Public Safety Answering Point (PSAP) for the caller's location, and that the PSAP can identify the caller's location and return the call if necessary. In addition, the system automatically tracks and updates equipment moves and changes. Cisco Emergency Responder exports Automatic Location Information (ALI) data in formats defined by the National Emergency Number Association (NENA), an industry standards body in the United States. These data formats may not be suitable for use outside the United States and Canada; manual modification of the exported files may be required.
- Cisco Unified Survivable Remote Site Telephony (SRST)
 - Cisco Unified SRST provides cost- effective solutions for supporting redundant call control in remote branch offices and the homes of teleworkers.
- Cisco Unified Communications Manager Session Management Edition (SME)
 - Cisco Unified Communications Manager SME helps enterprises create a centralized architecture to more easily and efficiently manage and evolve their networks as collaboration needs change.
- Cisco Unified Attendant Consoles
 - Cisco Unified Attendant Console Standard and Advanced are available as part of Collaboration Flex Plan. Cisco CUAC Advanced comes with optional high availability to protect your system from down time.
 - CUAC Standard offers enhanced features such a modern user interface and searchable speed dials. It includes busy lamp field and Cisco Jabber presence.

- CUAC Advanced offers a powerful queuing engine that helps manage several calls from many sources. The robust directory can handle up to 100,000 contacts and synchronize directly with Active Directory.
- Common area
 - Cisco Unified Communications Manager provides an enterprise-class IP telephony call-processing system. In addition to traditional telephony features, it provides advanced capabilities, such as video. Add-on licenses for common-area phone and desktop video units, as well as Cisco TelePresence Room licenses, are available for customers who have common-area endpoints not associated with Knowledge Workers. A Common Area (Places) phone option is also available for Cisco Webex Calling offering analog phone type functionality with a minimal set of additional feature capabilities.

For all Cloud services included with this platform, including the Cisco WebEx Meetings & WebEx Teams services, NYS expects conformance and adherence to Service Level Terms as defined in Cisco_iaaS_SLA.pdf.

For the duration of an Authorized User Agreement, the Cloud Solution shall conform to Exhibit 2 – Cisco Universal Cloud Agreement.

2. CLOUD SERVICE MODEL

The cloud service model is Software as a Service (SaaS)

3. CLOUD DEPLOYMENT MODEL

The cloud deployment model is hybrid cloud.

4. DATA CATEGORIZATION

The data classification/level of risk for this procurement has been determined to be "Medium/Moderate".

To ensure compliance, the awarded Contractor will need to follow NYS ITS Policies (or successor policies) – not limited to but including:

*P03-002 - Information Security Policy
S13-002 - Information Classification Standard
S13-003 - Sanitation/Secure Disposal
S13-005 - Cyber Incident Response Standard
S14-002 - Information Classification Standard
S14-003 - Information Security Controls
S14-006 - Authentication Tokens Standard
S14-007 - NYS Encryption Standard
S13-004 Identity Assurance
S14-005 Security Logging
New York State Cyber Incident Reporting Procedures
New York State Information Security Controls Standard
New York State Risk Management Standard*

NYS Policies can be viewed here: <https://its.ny.gov/ciso/policies/security>.

5. DATA OWNERSHIP

See Exhibit 2 – Cisco Universal Cloud Agreement

6. DATA LOCATION

All Data shall remain in CONUS.

7. ENCRYPTION

Data at rest will be encrypted at all times and should meet or exceed NYS ITS Policy NYS-S14-007 (or successor). Solution shall provide encryption in transit to the extent possible while also providing applicable business/service functions and features. For example, use of PSTN or meeting recording and playback services. Solution shall also provide fully encrypted communication options.

8. SECURITY

CAIQ Requirement/Contractor Security:

- A Consensus Assessment Initiative Questionnaire (CAIQ) is required to be submitted by the Contractor at the time of bid.
- NYS ITS is retaining the right to request the CAIQ be completed annually.
- A written description of Contractor's physical/virtual security and/or internal control processes are required at the time of bid.
- Security Logs and Reports will need to be provided in a format communicated by NYS ITS.

9. MAINTENANCE/SUPPORT

See Exhibit 3 – Cisco IaaS SLA.

10. DATA BREACH

Data breaches should be reported immediately to NYS ITS Cyber Command Center. Instructions can be found at the following link <https://its.ny.gov/incident-reporting>.

11. BUSINESS CONTINUITY/DISASTER RECOVERY (BC/DR) OPERATIONS

The vendor must provide proof of their redundant 24x7 model including site load balancing and disaster recovery. Redundancy should span at least two highly available, secure data centers in the continental United States with a minimum of 400 miles of geographic separation. Contractor's minimum availability must include, but not be limited to the following: power supply, redundant Internet connectivity with multiple providers, fire protection, etc. Contractor must maintain full off-site back-up of operating systems, software, configurations and any data needed to successfully recovery from any hardware, software or site failure.

12. INCREASE/DECREASE OF USAGE

It is expected that ITS can increase the use of the services by up to 120% of the Knowledge Workers at no additional cost at any time during this agreement.

B. STATEMENT OF WORK

1. IMPLEMENTATION OF CLOUD SOLUTION

See Exhibit 4 – Cisco Business Critical Services for Hosted Collaboration Solution

2. RECURRING SERVICES

ITS are requesting Cisco Collaboration Flex Plan software licensing and support services to be provided for a 5-year term.

3. TRANSFER OF DATA

Contractor cannot charge for the transfer of Data unless the charges are provided for in response to this RFQ.

C. AUTHORIZED USER TERMS AND CONDITIONS

1. ORDER OF PRECEDENCE

The Authorized User Agreement resulting from this RFQ shall consist of the following documents and any conflicts between said documents shall be resolved in the order of precedence set forth:

- (i) New York State Contract No. PM20800 including any and all amendments, appendices, attachments, and exhibits thereto;
- (ii) ITS RFQ ITS-2020-410EB – Cisco Collaboration EA;
- (iii) Cisco End License Agreement attached hereto as Exhibit 1;
- (iv) Cisco Universal Cloud Agreement attached hereto as Exhibit 2;
- (v) Cisco “Public IaaS Service Level Terms” attached hereto as Exhibit 3; and
- (vi) Cisco Business Critical Services for Hosted Collaboration Solution attached hereto as Exhibit 4.

2. DATA BREACH – REQUIRED CONTRACTOR ACTIONS

In addition to the requirements under the law, in the event of a Data Breach, the Contractor shall:

- (i) notify the ITS CISO and any potentially affected Authorized User(s), or their designated contact person(s), by telephone as soon as possible, but in no event more than 24 hours from the time the Contractor confirms the Data Breach.
- (ii) consult with and receive authorization from the Authorized User as to the content of any notice to affected parties prior to notifying any affected parties to whom notice of the Data Breach is required, either by statute or by the Authorized User;
- (iii) coordinate all communication regarding the Data Breach with the ITS CISO and Authorized User (including possible communications with third parties);
- (iv) cooperate with the Authorized User, ITS CISO and any Contractor working on behalf of the Authorized User or ITS CISO in attempting (a) to determine the scope and cause of the breach; and (b) to prevent the future recurrence of such security breaches; and
- (v) take such corrective actions that the Contractor deems necessary to contain the Data Breach. Contractor shall provide Written notice to the Authorized User as to all such corrective actions taken by the Contractor to remedy the Data Breach. Unless otherwise agreed to in the Authorized User Agreement, if Contractor is unable to complete the corrective action within the required timeframe, the remedies provided in Appendix B, Section 52, Remedies for Breach shall apply and (i) the Authorized User may contract with a third party to provide the required services until corrective actions and services resume in a manner acceptable to the Authorized User, or until the Authorized User has completed a new procurement for a replacement service system; (ii) and the Contractor will be responsible for the reasonable cost of these services during this period.

Nothing herein shall in any way (a) impair the Authorized User or OAG to bring an action against Contractor to enforce the provisions of the New York State Information Security Breach Notification Act (ISBNA) or (b) limit Contractor's liability for any violations of the ISBNA or any other applicable statutes, rules or regulations.

3. AUTHORIZED USER ACCESS TO DATA

The Authorized User shall have access to its Data at all times, through the term of the Authorized User Agreement, plus

The Authorized User shall have the ability to import or export Data in piecemeal or in its entirety at the Authorized User's discretion at no charge to the Authorized User. This includes the ability for the Authorized User to import or export Data to/from other Contractors.

4. CONTRACTOR ACCESS TO DATA

The Contractor shall not copy or transfer Data unless authorized in writing by the Authorized User. In such an event the Data shall be copied and/or transferred in accordance with the provisions of this Section. Contractor shall not access any Data for any purpose other than fulfilling the service. Contractor is prohibited from Data Mining, cross tabulating, monitoring Authorized User's Data usage and/or access, or performing any other Data analytics other than those required within the Authorized User Agreement. At no time shall any Data or processes (e.g. workflow, applications, etc.), which either are owned or used by the Authorized User be copied, disclosed, or retained by the Contractor or any party related to the Contractor. Contractors are allowed to perform industry standard back-ups of Data. Documentation of back-up must be provided to the Authorized User upon request. Contractor must comply with any and all security requirements within the Authorized User Agreement.

5. SUSPENSION OF SERVICES

During any period of suspension of service, the Authorized User shall have full access to all Data at no charge. The Contractor shall not take any action to erase and/or withhold any Authorized User Data, except as directed by the Authorized User.

6. EXPIRATION OR TERMINATION OF SERVICES

Upon expiration or termination of an Authorized User Agreement, the Authorized User shall have full access to all Data for a period of 60 calendar days. During this period, the Contractor shall not take any action to erase and/or withhold any Data, except as directed by the Authorized User. An Authorized User shall have the right to specify a period more than 60 calendar days in its RFQ.

7. ACCESS TO SECURITY LOGS AND REPORTS

Access to security logs is not expected. In the event the Authorized User requests security logs, text file or csv is sufficient.

8. CONTRACTOR PERFORMANCE AUDIT

See Exhibit 3 – Cisco IaaS SLA.

9. MODIFICATION TO CLOUD SERVICE DEPLOYMENT MODEL, SERVICE MODEL, AND/OR INITIAL FUNCTIONALITY WITHIN AN AUTHORIZED USER AGREEMENT

As Cloud services, can be flexible and dynamic, delivery mechanisms may be subject to change. This may result in changes to the deployment model, service model, functionality, or SKU. The OGS and Authorized Users require notification of any such changes to ensure security and business needs are met.

Any changes to the deployment model, service model, functionality, or SKU (e.g., PaaS to IaaS) must be provided to OGS via Appendix C - Contract Modification Procedures.

In addition, notification must be provided to the Authorized User for review and acceptance, prior to implementation. Any changes to the Authorized User Agreement will require the Authorized User to re-assess the risk mitigation methodologies and strategies and revise the Authorized User Agreement as needed.

D. QUESTIONS

All questions shall be submitted in writing citing the document name and document section. The questions shall be emailed to the Designated Contact E-Mail Address indicated on the Cover Page of this RFQ.

Contractors are strongly encouraged to submit questions as early as possible. However, all questions must be submitted by the Question due date and time listed on the Cover Page of this RFQ. Answers to all questions of a substantive nature shall be provided to all Contractors who received this RFQ in the form of a question and answer document.

All Bids must conform to the terms set forth in this RFQ and the OGS Information Technology Umbrella Contract – Manufacturer Based. Extraneous terms or material deviations (including additional, inconsistent, conflicting or alternative terms) may render the Bid non-responsive and may result in rejection of the Bid. Extraneous terms submitted on standard, pre-printed forms (including but not limited to: product literature, order forms, license agreements, contracts or other documents) that are attached or referenced with submissions shall not be considered part of the Bid or Authorized User Agreement but shall be deemed included for informational or promotional purposes only.

Each proposed extraneous term must be specifically enumerated in writing and specify the particular section of this RFQ that Bidder proposes to modify and the reasons why. Any extraneous terms must be submitted during the Question and Answer period as listed on the Cover Page of this RFQ. Extraneous terms submitted after this time will not be considered.

No extraneous term shall be incorporated into the Authorized User Agreement unless expressly accepted by ITS in writing. Acceptance and/or processing of a Bid shall not constitute acceptance of extraneous terms. ITS will not entertain any exceptions to the OGS Information Technology Umbrella Contract – Manufacturer Based, its Attachments, or Appendices.

E. DOWNSTREAM PROHIBITION

N/A

F. AUTHORIZED USER DISPUTE RESOLUTION PROCESS

Should a dispute or protest arise regarding this RFQ, the dispute or protest will be considered and decided by the Authorized User.

1. Disputes or Controversies Occurring During the Term of the Authorized User Agreement.

In the event there is a dispute or controversy during the term of the Authorized User Agreement resulting from this RFQ, the Contractor and Authorized User agree to exercise their best efforts to resolve the dispute as soon as possible. The Contractor and Authorized User shall, without delay, continue to perform their respective obligations under the resulting Authorized User Agreement and this Centralized Contract which are not affected by the dispute. Primary responsibility for resolving any dispute arising under the Authorized User Agreement shall rest with the persons designated by the Authorized User and the Contract's Contract Administrator and/or Account Manager.

In the event the Authorized User is dissatisfied with the Contractor's Products provided under the Authorized User Agreement, the Authorized User shall notify the Contractor in writing pursuant to the terms of the Contract. In the event the Contractor has any disputes with the Authorized User, the Contractor shall so notify the Authorized User in writing. If either party notifies the other of such dispute or controversy, the other party shall then make good faith efforts to solve the problem or settle the dispute amicably, including meeting with the party's representatives to attempt diligently to reach a satisfactory result.

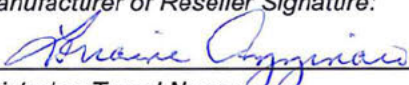
If negotiation between such persons fails to resolve any such dispute to the satisfaction of the parties within fourteen (14) business days or as otherwise agreed to by the Contractor and Authorized User, of such notice, then the matter shall be submitted to the persons designated by the Authorized User and the Contractor's senior officer of the rank of Vice President or higher as its representative. Such representatives shall meet in person and shall attempt in good faith to resolve the dispute within the next fourteen (14) business days or as otherwise agreed to by the parties. This meeting must be held before either party may seek any other method of dispute resolution, including judicial or governmental resolutions. Notwithstanding the foregoing, nothing in this section shall be construed to prevent either party from seeking and obtaining temporary equitable remedies, including injunctive relief.

The Contractor shall extend the dispute resolution period for so long as the Authorized User continues to make reasonable efforts to cure the breach, except with respect to disputes about the breach of payment of fees or infringement of its or its licensors' intellectual property rights.

Manufacturer / Authorized Reseller Information

This Page is to be Completed By the Manufacturer or Authorized Reseller Responding to the RFQ

The RFQ Response must be fully and properly executed by an authorized person. By signing you certify your express authority to sign on behalf of yourself, your company, or other entity and full knowledge and acceptance of this RFQ (including any Questions/Answers or addenda), the OGS Centralized Contract and that all information provided is complete, true and accurate. Quotes received by RFQ due date/time are binding and non-retractable for 120 days or as stipulated in the RFQ.

Contract # PM20800	Manufacturer Name CISCO	Authorized Reseller Name ASPIRE TECHNOLOGY PARTNERS, LLC
Manufacturer or Reseller Signature: 		Date: 12/10/2020 Phone Number: 732-847-9600 E-Mail: teamaspire@aspiretransforms.com
Printed or Typed Name: LORRAINE AZZINARO		Title: CHIEF OPERATING OFFICER
<p><i>If you are not providing a RFQ Response, place an "x" in the box, please explain why you are not responding, and return this page only.</i></p> <p><input type="checkbox"/> WE ARE UNABLE TO RESPOND AT THIS TIME BECAUSE:</p>		

After fully completing the information above, please submit this page via e-mail with "Request for Quote – Financial Response – Cloud Solution" (Excel) to the Authorized User indicated on the Cover Page. Authorized User reserves the right to request the original executed page of this RFQ.

**NON-COLLUSIVE BIDDING CERTIFICATION REQUIRED BY
SECTION 139-D OF THE STATE FINANCE LAW**

SECTION 139-D, Statement of Non-Collusion in bids to the State:

BY SUBMISSION OF THIS BID, BIDDER AND EACH PERSON SIGNING ON BEHALF OF BIDDER CERTIFIES, AND IN THE CASE OF JOINT BID, EACH PARTY THERETO CERTIFIES AS TO ITS OWN ORGANIZATION, UNDER PENALTY OF PERJURY, THAT TO THE BEST OF HIS/HER KNOWLEDGE AND BELIEF:

[1] The prices of this bid have been arrived at independently, without collusion, consultation, communication, or agreement, for the purposes of restricting competition, as to any matter relating to such prices with any other Bidder or with any competitor;

[2] Unless otherwise required by law, the prices which have been quoted in this bid have not been knowingly disclosed by the Bidder and will not knowingly be disclosed by the Bidder prior to opening, directly or indirectly, to any other Bidder or to any competitor; and

[3] No attempt has been made or will be made by the Bidder to induce any other person, partnership or corporation to submit or not to submit a bid for the purpose of restricting competition.

A BID SHALL NOT BE CONSIDERED FOR AWARD NOR SHALL ANY AWARD BE MADE WHERE [1], [2], [3] ABOVE HAVE NOT BEEN COMPLIED WITH; PROVIDED HOWEVER, THAT IF IN ANY CASE THE BIDDER(S) CANNOT MAKE THE FOREGOING CERTIFICATION, THE BIDDER SHALL SO STATE AND SHALL FURNISH BELOW A SIGNED STATEMENT WHICH SETS FORTH IN DETAIL THE REASONS THEREFORE:

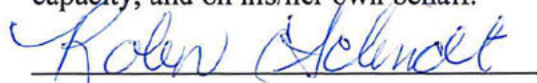
Subscribed to under penalty of perjury under the laws of the State of New York, this
8th day of DECEMBER, 2020 as the act and deed of said corporation of partnership.

STATE OF ~~NEW YORK~~ } NEW JERSEY

} SS

COUNTY OF MONMOUTH }

On the 8TH day of DECEMBER in the year of 2020, before me personally appeared LORRAINE AZZINARO, COO, personally known to me or proved to me on the basis of satisfactory evidence to be the individual whose name is subscribed to the foregoing Non-collusive Bidding Certification (instrument) and acknowledged to me that he/she executed the same in his/her capacity, and on his/her own behalf.



Notary Public

Registration No:

ROBIN C SCHMIDT
NOTARY PUBLIC
State of New Jersey
ID # 50098384
My Commission Expires 2/8/2024



Version Date: 12 / 1 / 2016
Page 1 of 2

Attachment 2 - Exhibit 1 - Non-Collusive Bidding Certification
New York State Office of Information Technology Services

IF BIDDER(S) (ARE) A PARTNERSHIP, COMPLETE THE FOLLOWING:

NAMES OF PARTNERS OR PRINCIPALS

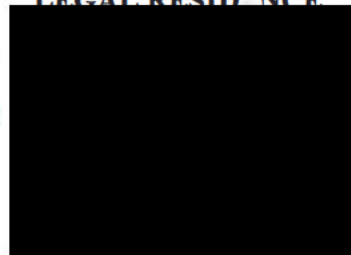
LEGAL RESIDENCE

JOHN HARRIS, PRESIDENT AND CEO

RANDON WOLFORD, CHIEF TECHNOLOGY OFFICER

JOHN ROSSITER, PRINCIPAL CONSULTANT

DOUGLAS STEVENS, VP OF MANAGED SERVICES



IF BIDDER(S) (ARE) A CORPORATION, COMPLETE THE FOLLOWING:

NAME

LEGAL RESIDENCE

President:

Secretary:

Treasurer:

Identifying Data

Potential Contractor ASPIRE TECHNOLOGY PARTNERS, LLC

Address 25 JAMES WAY

Street

EATONTOWN, NJ 07724

City, Town, etc.

Telephone (732) 847-9600

(If applicable, Responsible Corporate Officer)

Name LORRAINE AZZINARO

Title CHIEF OPERATING OFFICER

Signature

A handwritten signature in blue ink, appearing to read "Lorraine Azzinaro", written over a horizontal line.

Joint or combined bids by companies or firms must be certified on behalf of each participant.

N/A NOT A JOINT BID

Legal name of person, firm or corporation

Legal name of person, firm or corporation

By

Name

Name

Title

Title

Address

Address

Street

Street

City

State

City

State

Version Date: 12 / 1 / 2016

Page 2 of 2

Attachment 1 - Financial Response - Cloud Solution

RFQ Number	Authorized User Name	Contract Number	Manufacturer / Reseller Name	Date Completed	Grand Total (Total of all Deliverables)	
ITS-2020-410EB	ITS	PM20800	CISCO/ASPIRE TECHNOLOGY PARTNERS, LLC	12/15/2020	\$7,521,860.15	
Unanticipated Enhancements to Services is only applicable to items in Lot 4 - Implementation Services and is calculated based on the percentage the Authorized User chooses in cell E7 (not to exceed 20%).		Unanticipated Enhancements to Services (Not to Exceed 20%)	Implementation Base Total (without Unanticipated)	Implementation Total (with Unanticipated)	Recurring Cost Total	Data Transfer Cost Total

Lot this RFQ Applies to: ☐ Lot 1 Software ☐ Lot 2 Hardware ☒ Lot 3 Cloud ☒ Lot 4 Implementation

If the RFQ includes Lot 4 – Implementation, Contractor must prior to submitting a response to the RFQ either hold an award for Lot 4- Implementation, or be able to provide the services under the other Lots included in the RFQ.

Instructions for When SKU's Have Been Identified by Authorized User

Authorized User will complete RFQ Number, Authorized User Name, Unanticipated Enhancements to Services Percent, Deliverable Number, Deliverable Name, Lot Number, Product Description(s), Manufacturer Part Number(s) (SKU), Net NYS Contract Price(s) and Qty, and Data Transfer Specifications in each of the three sections: Implementation terms, Recurring Items, and Data Transfer Items. The totals of each of these three sections will calculate into the Total Deliverable Cost. Please note, any anticipated deliverable travel costs are only applicable to items in Lot 4 - Implementation Services.

Manufacturer / Reseller will complete Deliverable Narrative, Additional Product Discount (Percentage), and optional Additional Product Discount (Dollars).

Instructions for When Authorized User Requires Vendor to Provide Suggested SKU's

Authorized User will complete RFQ Number and Authorized User Name, Unanticipated Enhancements to Services Percent, and Data Transfer Specifications in each of the three sections: Implementation Items, Recurring Items, and Data Transfer terms. The totals of each of these three sections will calculate into the Total Deliverable Cost. Please note, any anticipated deliverable travel costs are only applicable to items in Lot 4 - Implementation Services.

Manufacturer / Reseller will complete Deliverable Number, Deliverable Name, Deliverable Narrative, Lot Number, Product Description, Manufacturer Part Number (SKU), Net NYS Contract Price, Additional Product Discount (Percentage), Qty and optional Additional Product Discount (Dollars) to meet a defined need as detailed in the Authorized User Request for Quote.

RESPONSES ARE BINDING AND NON-RETRACTABLE.

Deliverable Information										
Deliverable Number		Deliverable Name								
Implementation Items										
RFQ Item Number	Lot Number	Product Description	Manufacturer Part Number (SKU)	Net NYS Contract Price	Additional Product Discount (Percentage)	RFQ Product Price	Qty	Additional Product Discount (Dollars)	Extended RFQ Price	Unanticipated Enhancements to Services (Not to Exceed 20%)
1	Lot 4	Cisco Data Center Switching Optimize Subscription Services (annual)	CON-AS-DS-OPT							
2	Lot 4	Cisco Hosted Collab Solution Optimize Subscription Services (annual)	CON-AS-HC-OPT							
3	Lot 4	Cisco Network Security Optimize Subscription Services (annual)	CON-AS-NS-OPT							
4	Lot 4	Cisco Routing and Switching Optimize Subscription Services (annual)	CON-AS-RS-OPT							
5										
6										
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9										
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RFQ Number	Authorized User Name	Contract Number	Manufacturer / Reseller Name	Date Completed	Grand Total (Total of all Deliverables)
ITS-2020-410EB	ITS	PM20800	CISCO/ASPIRE TECHNOLOGY PARTNERS, LLC	12/15/2020	\$7,521,860.15

Unanticipated Enhancements to Services is only applicable to items in Lot 4 - Implementation Services and is calculated based on the percentage the Authorized User chooses in cell E7 (not to exceed 20%).

Unanticipated Enhancements to Services (Implementation Base Total (without Unanticipated	Implementation Total (with Unanticipated	Recurring Cost Total	Data Transfer Cost Total

20											
21											
22											
23											
24											
25											
Anticipated Deliverable Travel Costs (Lot 4 - Implementation Services only)											
Total Deliverable Implementation Cost											

RFQ Number	Authorized User Name	Contract Number	Manufacturer / Reseller Name	Date Completed	Grand Total (Total of all Deliverables)
ITS-2020-410EB	ITS	PM20800	CISCO/ASPIRE TECHNOLOGY PARTNERS, LLC	12/15/2020	\$7,521,860.15

Unanticipated Enhancements to Services is only applicable to items in Lot 4 - Implementation Services and is calculated based on the percentage the Authorized User chooses in cell E7 (not to exceed 20%).	Unanticipated Enhancements to Services	Implementation Base Total (without Unanticipated)	Implementation Total (with Unanticipated)	Recurring Cost Total	Data Transfer Cost Total

Recurring Items										
RFQ Item Number	Lot Number	Product Description	Manufacturer Part Number (SKU)	Net NYS Contract Price	Additional Product Discount (Percentage)	RFQ Product Price	Qty	Additional Product Discount (Dollars)	Monthly RFQ Price	
1	Lot 3	EntW Cloud Meetings Tier 3 purchased with EntW Calling (1) (monthly)	A-FLEX-EACM3-EAL							
2	Lot 3	EntW Partner Hosted Calling Tier 3 purch with EntW Mtgs (1) (monthly)	A-FLEX-EAHL3-EAM							
3	Lot 3	EntW On-Premises Meetings Tier 3 purch with EntW Calling (1) (monthly)	A-FLEX-EAPM3-EAL							
4	Lot 3	Webex Assistant for Webex Meetings - NU (monthly)	A-FLEX-WXA-MTG-NU							
5	Lot 3	Webex Events 3,000 capacity (monthly)	A-FLEX-EC-3000							
6										
7										
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14										
15										
16										
17										
18										
19										
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21										
22										
23										
24										
25										
Total Deliverable Recurring Cost										

RFQ Number	Authorized User Name	Contract Number	Manufacturer / Reseller Name	Date Completed	Grand Total (Total of all Deliverables)
ITS-2020-410EB	ITS	PM20800	CISCO/ASPIRE TECHNOLOGY PARTNERS, LLC	12/15/2020	\$7,521,860.15

Unanticipated Enhancements to Services is only applicable to items in Lot 4 - Implementation Services and is calculated based on the percentage the Authorized User chooses in cell E7 (not to exceed 20%).	Unanticipated Enhancements to Services (Not to Exceed 20%)	Implementation Base Total (without Unanticipated)	Implementation Total (with Unanticipated)	Recurring Cost Total	Data Transfer Cost Total

Data Transfer Items											
Data Transfer Specifications											
RFQ Item Number	Lot Number	Product Description	Manufacturer Part Number (SKU)	Net NYS Contract Price	Additional Product Discount (Percentage)	RFQ Product Price	Qty	Additional Product Discount (Dollars)	Extended RFQ Price		Unanticipated Enhancements to Services (Not to Exceed 20%)
1											
2											
3											
4											
5											
6											
7											
8											
9											
10											
11											
12											
13											
14											
15											
Anticipated Deliverable Travel Costs (Lot 4 - Implementation Services only)											
Total Deliverable Data Transfer Cost											
Total Deliverable Cost									\$7,521,860.15		

Cover Page – Request for Quote – Cloud Solution

TO BE COMPLETED BY AUTHORIZED USER

RFQ Title Cisco Collaboration EA

RFQ Number ITS-2020-410EB

Authorized User Information:

Office of Information Technology Services
Empire State Plaza
Swan Street Building, Core 4
2nd Floor, Room 2404
Albany, NY 12223

Authorized User Delivery Information:

Office of Information Technology Services
Attn: Russ Stout
Swan Street Building, Core 4
2nd Floor, Room 2404
Albany, NY 12223

Special Delivery Instructions:

DESIGNATED CONTACTS

Name(s)	E-Mail(s)
Elaine Blanchet	its.sm.ITS_BIDS@its.ny.gov

Authorized User shall indicate if Procurement Lobbying Law/Restricted Period is in effect: ☐ Yes ☒ No

Where Procurement Lobbying Law is deemed applicable by the Authorized User, by signing, Contractor affirms that it understands and agrees to comply with the Authorized User's policies and procedures relative to permissible contacts. Information may be accessed at: Procurement Lobbying:

<http://www.oqs.ny.gov/aboutOqs/regulations/defaultAdvisoryCouncil.html>

RFQ LOTS

This RFQ is for Products from the following checked Lots as defined in Award # 22802 – Information Technology Umbrella Contract – Manufacturer Based (Statewide):

☐ Lot 1 – Software ☐ Lot 2 – Hardware ☒ Lot 3 - Cloud ☒ Lot 4 – Implementation

The Authorized User named above is seeking competitive quotes from the Contractor (Manufacturer) and their Resellers (where applicable) of Information Technology Umbrella Contract – Manufacturer Based Contract(s) for the above-referenced Products. If the RFQ includes Lot 4 – Implementation, Contractor must prior to submitting a response to the RFQ either hold an award for Lot 4- Implementation, or be able to provide the services under the other Lots included in the RFQ.

LOT 3 – CLOUD DATA RISK LEVEL: ☐ Low ☒ Medium ☐ High

DATA CATEGORIZATION ELEMENTS: Configuration data enabling SSO, Multi-Factor authentication, and general user contact information (first name, last name, work address, telephone).

QUESTIONS AND OTHER EVENTS

Event	Date	Time
RFQ Release Date	12/3/2020	N/A
Questions Due	12/7/2020	5:00 PM EST
Vendor Response Due Date	12/10/2020	5:00 PM EST

IS THE RFQ BIDDER POOL LIMITED TO M/WBE, SB, AND SDVOB VENDORS: ☐ Yes ☒ No

BASIS FOR AWARD

- ☒ Lowest Price Meeting Specified Technical Requirements
☐ Lowest Price Meeting Specified Technical Requirements **and** Mandatory Pass/Fail Requirements
☐ Best Value with Technical and Financial Score

E-RATE ELIGIBLE

☐ Yes (E-Rate Discounts are Required) ☒ No

SERVICE MODEL FOR LOT 3 – CLOUD SOLUTION
(check all that apply)

- ☒ Software as a Service (SaaS) ☐ Infrastructure as a Service(IaaS)
☐ Platform as a Service (PaaS) ☐ Anything as a Service (XaaS)

DEPLOYMENT MODEL FOR LOT 3 – CLOUD SOLUTION (Check all that apply)	<input type="checkbox"/> Private Cloud	<input type="checkbox"/> Community Cloud
	<input type="checkbox"/> Public Cloud	<input checked="" type="checkbox"/> Hybrid Cloud
	<input type="checkbox"/> Other	
APPLICABLE STATUTORY / POLICY REQUIREMENT	<input type="checkbox"/> None <input type="checkbox"/> CJIS <input checked="" type="checkbox"/> FERPA <input type="checkbox"/> FISMA <input type="checkbox"/> GLB <input checked="" type="checkbox"/> HIPAA <input type="checkbox"/> HITECH <input type="checkbox"/> Tax <input type="checkbox"/> PPI <input type="checkbox"/> PCI DSS <input type="checkbox"/> SOX <input type="checkbox"/> ECPA <input type="checkbox"/> Other	
CAIQ REQUIREMENT	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
ATTACHMENTS	Attachment 1 – Financial Response – Cloud Solution Attachment 2 – Non-Collusive Bidding Certification Exhibit 1 – Cisco End User License Agreement Exhibit 2 – Cisco Universal Cloud Agreement Exhibit 3 – Cisco IaaS SLA Exhibit 4 – Cisco Business Critical Services for Hosted Collaboration Solution	

The Authorized User will not be held liable for any cost incurred by the Contractor for work performed in the preparation of a response to this RFQ or for any work performed prior to the formal execution of an Authorized User Agreement. Responses to the RFQ must be received by the deadline specified above. Contractors assume all risks for timely, properly submitted deliveries. A Contractor is strongly encouraged to arrange for delivery of RFQ responses prior to the date of the RFQ opening. LATE RFQ responses may be rejected. The received time of a RFQ response will be determined by the Authorized User.

All purchases resulting from this RFQ shall be in accordance with terms and conditions of the OGS Information Technology Umbrella Contract – Manufacturer Based Contract and any additional terms and conditions set forth in this RFQ and its Attachments.

A. SCOPE / MANDATORY REQUIREMENTS

This RFQ is being distributed to the Contractor and Resellers (where applicable) to acquire the following:

1. SCOPE

Procurement of Cisco Collaboration Flex Plan software licensing and support services for the ITS managed UniteNY IP telephony / video conferencing environment and managed WebEx services. Cisco® Collaboration Flex Plan gives access to Cisco's collaboration products, allowing you to mix and match buying models and deployment models in a single subscription depending on your buying needs. One subscription covers entitlement and technical support for: (a) the cloud services Cisco Webex® Meetings, Cisco Webex Calling, Cisco Webex Calling (formerly Cisco Spark Call), Cisco Webex Calling for SP, and Cisco Webex Teams and (b) the software Cisco Unified Communications Manager and Cisco Meeting Server.

The UniteNY IP telephony environment provides telephony services to over 63,000 NYS employee telephones at various locations across NYS. These telephones are used to support critical business such as OCFS' Statewide Central Register of Child Abuse and Maltreatment, DHSES' Emergency Operations Center, DOT's Statewide Transportation Information Coordination Center, and many more. The UniteNY video conferencing environment is made up of over 1,000 video endpoints across NYS. These video endpoints are critical to the business of many NYS agencies, including WCB's virtual hearings process, DOCCS parole board and telemedicine functions, OMH's remote health services, and others. The Cisco WebEx platform is used by over 22,000 NYS employees for scheduling and running virtual meetings. These meetings and services are critical to the business of NYS staff.

- The term of this agreement is 5 years with annual payments of the items listed in Attachment 1 – Financial Response – Cloud Solution
- This includes the following base license totals w/ 20% growth included at no additional cost over 5 years:
 - 50,895 knowledge worker accounts and entitlements.
 - All associated licensing for services identified in entitlements list, below.
- In addition, the following:
 - 10 WebEx Event Center 3000 accounts
 - 1000 WebEx Assistant accounts
- Entitlements include:
 - Cisco Webex Meetings Suite
 - The following video and web conferencing solutions are included:
 - Cisco Webex Meetings with capacity of 1000 attendees per session
 - Cisco Webex Training with capacity of 1000 attendees per session
 - Cisco Webex Events with capacity of 1000 attendees per session
 - Cisco Webex Support with capacity of 5 attendees per session
 - Branded microsite included.
 - Cisco Webex team meetings
 - Ability to Host or join Cisco Webex Meetings natively from Cisco Webex Teams with common meeting experiences and controls no matter how participants join.
 - Content management
 - Unlimited storage is provided up to 1 year. Deletion occurs a year from the recording creation date, and on a go forward basis, all storage in arrears deleted.
 - Pro Pack for Cisco Webex Control Hub
 - With Pro Pack for Cisco Webex Control Hub, administrators can provision, manage, and analyze the entire Cisco Webex experience. Pro Pack delivers additional levels of security controls, compliance management, and business insights to meet the needs of customers who are looking for advanced capabilities.
 - Cisco Webex Conferencing Audio (Voice over IP[VoIP])
 - Each Knowledge Worker has unlimited access to VoIP. Cisco Webex VoIP capabilities may not be available to participants in certain countries. Refer to the "Important Information Regarding Audio Services" section of the Cisco Webex Audio Offering data sheet for more details.

- Cisco Cloud Connected Audio Service Provider User
 - Under the Cloud Connected Audio Service Provider (CCA Enter User) Audio option, a service provider partner peers with Cisco and provides the transport and access (phone numbers) to a customer, while Cisco provides audio bridging. The service provider partner also provides lifecycle support, that is, day-0, day-1, and day-2 support.
- Audio Broadcast
 - Audio Broadcast is an ideal solution for environments where there are a low number of active speakers and a very large number of listeners who wish to participate in a principally listen only mode.
 - Based on the Webex Multi-Media Platform (MMP), Audio Broadcast is seamlessly interwoven into the Webex meeting experience with hosts able to monitor the number of active Audio Broadcast attendees in real time. The Audio Broadcast client starts automatically for attendees and hosts are able to promote individual attendees to full speaking privileges at any time during the meeting. Attendee promotion is provided by presenting PSTN dial in information to promoted attendees. The promoted attendees then become full speaking attendees.
- Cisco Meeting Server
 - Cisco Meeting Server provides a consistent one-meeting experience for every meeting attendee, as well as open interoperability, all based on a highly scalable software architecture supporting business-quality meetings from mobile through immersive via audio, video, and web. The software has two major elements: the server software and an extension of the server in the form of an app/client that Knowledge Workers use to access and control their meetings.
 - Cisco Meeting Server supports standards-based video endpoints, including the Cisco portfolio of telepresence endpoints as well as third-party solutions such as Skype for Business. It includes Personal Multiparty (PMP) and Shared Multiparty (SMP) licenses, Multibrand license, and Recording port licenses.
- Enhanced messaging in Cisco Webex Teams
 - Secure, all-in-one team collaboration from Cisco Webex. Cisco Webex Teams is an app for continuous teamwork. Move work forward in secure work spaces where everyone can contribute anytime with messaging, file sharing, white boarding, video meetings, calling, and more.
- Cisco Webex Teams file storage
 - Pools 20GB of file storage per Knowledge Worker.
- Cloud device registration
 - The cloud device registration provides the ability to register Cisco video devices purchased upfront to the Cisco Webex cloud, with no need for on-premises infrastructure.
- Cisco TelePresence Management Suite
 - Cisco TelePresence Management Suite provides complete control, management, and scheduling capabilities of telepresence conferencing and media services infrastructure and endpoints. Includes Base software license, 250 System Management licenses, and API Integration licenses.
- Cisco Webex Hybrid Services
 - Integrate your existing IT assets with Cisco Webex to provide a single, integrated experience. The Cisco Webex Hybrid Services are Call Service, Calendar Service, Directory Service, Video Mesh, and Data Security Service.
- Cisco Webex Edge Audio
 - Cisco Webex Edge Audio is suitable for customers who have a cloud meetings solution coupled with an on-premises calling solution. It provides an on-net path (VoIP) for participants to join meetings from their existing IP phones with no change in behavior or training required. Webex Edge Audio supports all Cisco unified communications solutions, providing high quality audio (wideband codec) and cost savings by bypassing PSTN.
- Cisco Unified Communications Manager
 - Cisco Unified Communications Manager provides an enterprise-class IP telephony call-processing system. In addition to traditional telephony features, it provides advanced capabilities such as video.

Add-on licenses for common- area phone and desktop video units, as well as Cisco TelePresence Room licenses, are available for customers who need licenses beyond the provided 50% of total Knowledge Workers. Additionally, Essential licenses are included for analog devices and fax machines.

- Cisco Expressway Series (Expressway-C and Expressway-E)
 - Cisco Expressway Series works as part of the Cisco Unified Communications Manager product family to provide access for mobile, desktop, and fixed clients. The application provides advanced multimodal firewall traversal and access services for secure voice, video, instant messaging and presence, directory, and visual voicemail outside your enterprise firewall without the need for a VPN. Includes.
 - Base software license
 - Expressway-E license
 - Gateway feature license
 - Series feature license
 - Rich Media Session license
 - Advanced Networking feature license
 - TURN feature license
 - Desk phone and room registration licenses
- Cisco Unity Connection
 - Access your Cisco Unity Connection voice messages the way you prefer – whether from an IP phone, a mobile phone, a web browser, an email client, or a desktop client such as Cisco Jabber®.
- Soft Clients
 - Cisco Jabber clients:
 - Cisco Jabber for Windows (softphone, video, instant messaging, presence)
 - Cisco Jabber for Mac (softphone, video, instant messaging, presence)
 - Cisco Jabber for Android (softphone, video, instant messaging)
 - Cisco Jabber for iOS (softphone, video, instant messaging)
 - Cisco Jabber SDK (Software Development Kit for web)
 - Product features of Cisco Unified Communications Integration with Microsoft Lync (softphone, video)
 - Cisco Virtualization Experience Media
- Cisco Emergency Responder
 - Cisco Emergency Responder enhances the existing emergency 9-1-1 functionality offered by Cisco Unified Communications Manager. It helps assure that Cisco Unified Communications Manager will send emergency calls to the appropriate Public Safety Answering Point (PSAP) for the caller's location, and that the PSAP can identify the caller's location and return the call if necessary. In addition, the system automatically tracks and updates equipment moves and changes. Cisco Emergency Responder exports Automatic Location Information (ALI) data in formats defined by the National Emergency Number Association (NENA), an industry standards body in the United States. These data formats may not be suitable for use outside the United States and Canada; manual modification of the exported files may be required.
- Cisco Unified Survivable Remote Site Telephony (SRST)
 - Cisco Unified SRST provides cost- effective solutions for supporting redundant call control in remote branch offices and the homes of teleworkers.
- Cisco Unified Communications Manager Session Management Edition (SME)
 - Cisco Unified Communications Manager SME helps enterprises create a centralized architecture to more easily and efficiently manage and evolve their networks as collaboration needs change.
- Cisco Unified Attendant Consoles
 - Cisco Unified Attendant Console Standard and Advanced are available as part of Collaboration Flex Plan. Cisco CUAC Advanced comes with optional high availability to protect your system from down time.
 - CUAC Standard offers enhanced features such a modern user interface and searchable speed dials. It includes busy lamp field and Cisco Jabber presence.

- CUAC Advanced offers a powerful queuing engine that helps manage several calls from many sources. The robust directory can handle up to 100,000 contacts and synchronize directly with Active Directory.
- Common area
 - Cisco Unified Communications Manager provides an enterprise-class IP telephony call-processing system. In addition to traditional telephony features, it provides advanced capabilities, such as video. Add-on licenses for common-area phone and desktop video units, as well as Cisco TelePresence Room licenses, are available for customers who have common-area endpoints not associated with Knowledge Workers. A Common Area (Places) phone option is also available for Cisco Webex Calling offering analog phone type functionality with a minimal set of additional feature capabilities.

For all Cloud services included with this platform, including the Cisco WebEx Meetings & WebEx Teams services, NYS expects conformance and adherence to Service Level Terms as defined in Cisco_aaS_SLA.pdf.

For the duration of an Authorized User Agreement, the Cloud Solution shall conform to Exhibit 2 – Cisco Universal Cloud Agreement.

2. CLOUD SERVICE MODEL

The cloud service model is Software as a Service (SaaS)

3. CLOUD DEPLOYMENT MODEL

The cloud deployment model is hybrid cloud.

4. DATA CATEGORIZATION

The data classification/level of risk for this procurement has been determined to be “Medium/Moderate”.

To ensure compliance, the awarded Contractor will need to follow NYS ITS Policies (or successor policies) – not limited to but including:

*P03-002 - Information Security Policy
S13-002 - Information Classification Standard
S13-003 - Sanitation/Secure Disposal
S13-005 - Cyber Incident Response Standard
S14-002 - Information Classification Standard
S14-003 - Information Security Controls
S14-006 - Authentication Tokens Standard
S14-007 - NYS Encryption Standard
S13-004 Identity Assurance
S14-005 Security Logging
New York State Cyber Incident Reporting Procedures
New York State Information Security Controls Standard
New York State Risk Management Standard*

NYS Policies can be viewed here: <https://its.ny.gov/ciso/policies/security>.

5. DATA OWNERSHIP

See Exhibit 2 – Cisco Universal Cloud Agreement

6. DATA LOCATION

All Data shall remain in CONUS.

7. ENCRYPTION

Data at rest will be encrypted at all times and should meet or exceed NYS ITS Policy NYS-S14-007 (or successor). Solution shall provide encryption in transit to the extent possible while also providing applicable business/service functions and features. For example, use of PSTN or meeting recording and playback services. Solution shall also provide fully encrypted communication options.

8. SECURITY

CAIQ Requirement/Contractor Security:

- A Consensus Assessment Initiative Questionnaire (CAIQ) is required to be submitted by the Contractor at the time of bid.
- NYS ITS is retaining the right to request the CAIQ be completed annually.
- A written description of Contractor's physical/virtual security and/or internal control processes are required at the time of bid.
- Security Logs and Reports will need to be provided in a format communicated by NYS ITS.

9. MAINTENANCE/SUPPORT

See Exhibit 3 – Cisco IaaS SLA.

10. DATA BREACH

Data breaches should be reported immediately to NYS ITS Cyber Command Center. Instructions can be found at the following link <https://its.ny.gov/incident-reporting>.

11. BUSINESS CONTINUITY/DISASTER RECOVERY (BC/DR) OPERATIONS

The vendor must provide proof of their redundant 24x7 model including site load balancing and disaster recovery. Redundancy should span at least two highly available, secure data centers in the continental United States with a minimum of 400 miles of geographic separation. Contractor's minimum availability must include, but not be limited to the following: power supply, redundant Internet connectivity with multiple providers, fire protection, etc. Contractor must maintain full off-site back-up of operating systems, software, configurations and any data needed to successfully recovery from any hardware, software or site failure.

12. INCREASE/DECREASE OF USAGE

It is expected that ITS can increase the use of the services by up to 120% of the Knowledge Workers at no additional cost at any time during this agreement.

B. STATEMENT OF WORK

1. IMPLEMENTATION OF CLOUD SOLUTION

See Exhibit 4 – Cisco Business Critical Services for Hosted Collaboration Solution

2. RECURRING SERVICES

ITS are requesting Cisco Collaboration Flex Plan software licensing and support services to be provided for a 5-year term.

3. TRANSFER OF DATA

Contractor cannot charge for the transfer of Data unless the charges are provided for in response to this RFQ.

C. AUTHORIZED USER TERMS AND CONDITIONS

1. ORDER OF PRECEDENCE

The Authorized User Agreement resulting from this RFQ shall consist of the following documents and any conflicts between said documents shall be resolved in the order of precedence set forth:

- (i) New York State Contract No. PM20800 including any and all amendments, appendices, attachments, and exhibits thereto;
- (ii) ITS RFQ ITS-2020-410EB – Cisco Collaboration EA;
- (iii) Cisco End License Agreement attached hereto as Exhibit 1;
- (iv) Cisco Universal Cloud Agreement attached hereto as Exhibit 2;
- (v) Cisco “Public IaaS Service Level Terms” attached hereto as Exhibit 3; and
- (vi) Cisco Business Critical Services for Hosted Collaboration Solution attached hereto as Exhibit 4.

2. DATA BREACH – REQUIRED CONTRACTOR ACTIONS

In addition to the requirements under the law, in the event of a Data Breach, the Contractor shall:

- (i) notify the ITS CISO and any potentially affected Authorized User(s), or their designated contact person(s), by telephone as soon as possible, but in no event more than 24 hours from the time the Contractor confirms the Data Breach.
- (ii) consult with and receive authorization from the Authorized User as to the content of any notice to affected parties prior to notifying any affected parties to whom notice of the Data Breach is required, either by statute or by the Authorized User;
- (iii) coordinate all communication regarding the Data Breach with the ITS CISO and Authorized User (including possible communications with third parties);
- (iv) cooperate with the Authorized User, ITS CISO and any Contractor working on behalf of the Authorized User or ITS CISO in attempting (a) to determine the scope and cause of the breach; and (b) to prevent the future recurrence of such security breaches; and
- (v) take such corrective actions that the Contractor deems necessary to contain the Data Breach. Contractor shall provide Written notice to the Authorized User as to all such corrective actions taken by the Contractor to remedy the Data Breach. Unless otherwise agreed to in the Authorized User Agreement, if Contractor is unable to complete the corrective action within the required timeframe, the remedies provided in Appendix B, Section 52, Remedies for Breach shall apply and (i) the Authorized User may contract with a third party to provide the required services until corrective actions and services resume in a manner acceptable to the Authorized User, or until the Authorized User has completed a new procurement for a replacement service system; (ii) and the Contractor will be responsible for the reasonable cost of these services during this period.

Nothing herein shall in any way (a) impair the Authorized User or OAG to bring an action against Contractor to enforce the provisions of the New York State Information Security Breach Notification Act (ISBNA) or (b) limit Contractor's liability for any violations of the ISBNA or any other applicable statutes, rules or regulations.

3. AUTHORIZED USER ACCESS TO DATA

The Authorized User shall have access to its Data at all times, through the term of the Authorized User Agreement, plus

The Authorized User shall have the ability to import or export Data in piecemeal or in its entirety at the Authorized User's discretion at no charge to the Authorized User. This includes the ability for the Authorized User to import or export Data to/from other Contractors.

4. CONTRACTOR ACCESS TO DATA

The Contractor shall not copy or transfer Data unless authorized in writing by the Authorized User. In such an event the Data shall be copied and/or transferred in accordance with the provisions of this Section. Contractor shall not access any Data for any purpose other than fulfilling the service. Contractor is prohibited from Data Mining, cross tabulating, monitoring Authorized User's Data usage and/or access, or performing any other Data analytics other than those required within the Authorized User Agreement. At no time shall any Data or processes (e.g. workflow, applications, etc.), which either are owned or used by the Authorized User be copied, disclosed, or retained by the Contractor or any party related to the Contractor. Contractors are allowed to perform industry standard back-ups of Data. Documentation of back-up must be provided to the Authorized User upon request. Contractor must comply with any and all security requirements within the Authorized User Agreement.

5. SUSPENSION OF SERVICES

During any period of suspension of service, the Authorized User shall have full access to all Data at no charge. The Contractor shall not take any action to erase and/or withhold any Authorized User Data, except as directed by the Authorized User.

6. EXPIRATION OR TERMINATION OF SERVICES

Upon expiration or termination of an Authorized User Agreement, the Authorized User shall have full access to all Data for a period of 60 calendar days. During this period, the Contractor shall not take any action to erase and/or withhold any Data, except as directed by the Authorized User. An Authorized User shall have the right to specify a period more than 60 calendar days in its RFQ.

7. ACCESS TO SECURITY LOGS AND REPORTS

Access to security logs is not expected. In the event the Authorized User requests security logs, text file or csv is sufficient.

8. CONTRACTOR PERFORMANCE AUDIT

See Exhibit 3 – Cisco IaaS SLA.

9. MODIFICATION TO CLOUD SERVICE DEPLOYMENT MODEL, SERVICE MODEL, AND/OR INITIAL FUNCTIONALITY WITHIN AN AUTHORIZED USER AGREEMENT

As Cloud services, can be flexible and dynamic, delivery mechanisms may be subject to change. This may result in changes to the deployment model, service model, functionality, or SKU. The OGS and Authorized Users require notification of any such changes to ensure security and business needs are met.

Any changes to the deployment model, service model, functionality, or SKU (e.g., PaaS to IaaS) must be provided to OGS via Appendix C - Contract Modification Procedures.

In addition, notification must be provided to the Authorized User for review and acceptance, prior to implementation. Any changes to the Authorized User Agreement will require the Authorized User to re-assess the risk mitigation methodologies and strategies and revise the Authorized User Agreement as needed.

D. QUESTIONS

All questions shall be submitted in writing citing the document name and document section. The questions shall be emailed to the Designated Contact E-Mail Address indicated on the Cover Page of this RFQ.

Contractors are strongly encouraged to submit questions as early as possible. However, all questions must be submitted by the Question due date and time listed on the Cover Page of this RFQ. Answers to all questions of a substantive nature shall be provided to all Contractors who received this RFQ in the form of a question and answer document.

All Bids must conform to the terms set forth in this RFQ and the OGS Information Technology Umbrella Contract – Manufacturer Based. Extraneous terms or material deviations (including additional, inconsistent, conflicting or alternative terms) may render the Bid non-responsive and may result in rejection of the Bid. Extraneous terms submitted on standard, pre-printed forms (including but not limited to: product literature, order forms, license agreements, contracts or other documents) that are attached or referenced with submissions shall not be considered part of the Bid or Authorized User Agreement but shall be deemed included for informational or promotional purposes only.

Each proposed extraneous term must be specifically enumerated in writing and specify the particular section of this RFQ that Bidder proposes to modify and the reasons why. Any extraneous terms must be submitted during the Question and Answer period as listed on the Cover Page of this RFQ. Extraneous terms submitted after this time will not be considered.

No extraneous term shall be incorporated into the Authorized User Agreement unless expressly accepted by ITS in writing. Acceptance and/or processing of a Bid shall not constitute acceptance of extraneous terms. ITS will not entertain any exceptions to the OGS Information Technology Umbrella Contract – Manufacturer Based, its Attachments, or Appendices.

E. DOWNSTREAM PROHIBITION

N/A

F. AUTHORIZED USER DISPUTE RESOLUTION PROCESS

Should a dispute or protest arise regarding this RFQ, the dispute or protest will be considered and decided by the Authorized User.

1. Disputes or Controversies Occurring During the Term of the Authorized User Agreement.

In the event there is a dispute or controversy during the term of the Authorized User Agreement resulting from this RFQ, the Contractor and Authorized User agree to exercise their best efforts to resolve the dispute as soon as possible. The Contractor and Authorized User shall, without delay, continue to perform their respective obligations under the resulting Authorized User Agreement and this Centralized Contract which are not affected by the dispute. Primary responsibility for resolving any dispute arising under the Authorized User Agreement shall rest with the persons designated by the Authorized User and the Contract's Contract Administrator and/or Account Manager.

In the event the Authorized User is dissatisfied with the Contractor's Products provided under the Authorized User Agreement, the Authorized User shall notify the Contractor in writing pursuant to the terms of the Contract. In the event the Contractor has any disputes with the Authorized User, the Contractor shall so notify the Authorized User in writing. If either party notifies the other of such dispute or controversy, the other party shall then make good faith efforts to solve the problem or settle the dispute amicably, including meeting with the party's representatives to attempt diligently to reach a satisfactory result.

If negotiation between such persons fails to resolve any such dispute to the satisfaction of the parties within fourteen (14) business days or as otherwise agreed to by the Contractor and Authorized User, of such notice, then the matter shall be submitted to the persons designated by the Authorized User and the Contractor's senior officer of the rank of Vice President or higher as its representative. Such representatives shall meet in person and shall attempt in good faith to resolve the dispute within the next fourteen (14) business days or as otherwise agreed to by the parties. This meeting must be held before either party may seek any other method of dispute resolution, including judicial or governmental resolutions. Notwithstanding the foregoing, nothing in this section shall be construed to prevent either party from seeking and obtaining temporary equitable remedies, including injunctive relief.

The Contractor shall extend the dispute resolution period for so long as the Authorized User continues to make reasonable efforts to cure the breach, except with respect to disputes about the breach of payment of fees or infringement of its or its licensors' intellectual property rights.

Manufacturer / Authorized Reseller Information

This Page is to be Completed By the Manufacturer or Authorized Reseller Responding to the RFQ

The RFQ Response must be fully and properly executed by an authorized person. By signing you certify your express authority to sign on behalf of yourself, your company, or other entity and full knowledge and acceptance of this RFQ (including any Questions/Answers or addenda), the OGS Centralized Contract and that all information provided is complete, true and accurate. Quotes received by RFQ due date/time are binding and non-retractable for 120 days or as stipulated in the RFQ.

Contract #	Manufacturer Name	Authorized Reseller Name
PM20800	Cisco	Presidio
Manufacturer or Reseller Signature: <i>Kevin Carpenter</i>		Date: 12/10/20 Phone Number: 518-221-5111 E-Mail: kcarpenter@presidio.com
Printed or Typed Name: Kevin Carpenter		Title: NYS Account Executive
If you are not providing a RFQ Response, place an "x" in the box, please explain why you are not responding, and return this page only. <input type="checkbox"/> WE ARE UNABLE TO RESPOND AT THIS TIME BECAUSE:		

After fully completing the information above, please submit this page via e-mail with "Request for Quote – Financial Response – Cloud Solution" (Excel) to the Authorized User indicated on the Cover Page. Authorized User reserves the right to request the original executed page of this RFQ.

Attachment 1 - Financial Response - Cloud Solution

RFQ Number	Authorized User Name	Contract Number	Manufacturer / Reseller Name	Date Completed	Grand Total (Total of all Deliverables)	
ITS-2020-410EB	ITS	PM20800	Cisco / Presidio	12/10/2020	\$7,785,298.52	
Unanticipated Enhancements to Services is only applicable to items in Lot 4 - Implementation Services and is calculated based on the percentage the Authorized User chooses in cell E7 (not to exceed 20%).		Unanticipated Enhancements to Services (Not to Exceed 20%)	Implementation Base Total (without Unanticipated Enhancements)	Implementation Total (with Unanticipated Enhancements)	Recurring Cost Total	Data Transfer Cost Total
		0%	\$2,312,270.72	\$0.00	\$5,473,027.80	\$0.00

Lot this RFQ Applies to: ☐ Lot 1 Software ☐ Lot 2 Hardware ☒ Lot 3 Cloud ☒ Lot 4 Implementation

If the RFQ includes Lot 4 – Implementation, Contractor must prior to submitting a response to the RFQ either hold an award for Lot 4- Implementation, or be able to provide the services under the other Lots included in the RFQ.

Instructions for When SKU's Have Been Identified by Authorized User

Authorized User will complete RFQ Number, Authorized User Name, Unanticipated Enhancements to Services Percent, Deliverable Number, Deliverable Name, Lot Number, Product Description(s), Manufacturer Part Number(s) (SKU), Net NYS Contract Price(s) and Qty, and Data Transfer Specifications in each of the three sections: Implementation tems, Recurring Items, and Data Transfer Items. The totals of each of these three sections will calculate into the Total Deliverable Cost. Please note, any anticipated deliverable travel costs are only applicable to items in Lot 4 - Implementation Services.

Manufacturer / Reseller will complete Deliverable Narrative, Additional Product Discount (Percentage), and optional Additional Product Discount (Dollars).

Instructions for When Authorized User Requires Vendor to Provide Suggested SKU's

Authorized User will complete RFQ Number and Authorized User Name, Unanticipated Enhancements to Services Percent, and Data Transfer Specifications in each of the three sections: Implementation Items, Recurring Items, and Data Transfer tems. The totals of each of these three sections will calculate into the Total Deliverable Cost. Please note, any anticipated deliverable travel costs are only applicable to items in Lot 4 - Implementation Services.

Manufacturer / Reseller will complete Deliverable Number, Deliverable Name, Deliverable Narrative, Lot Number, Product Description, Manufacturer Part Number (SKU), Net NYS Contract Price, Additional Product Discount (Percentage), Qty and optional Additional Product Discount (Dollars) to meet a defined need as detailed in the Authorized User Request for Quote.

RESPONSES ARE BINDING AND NON-RETRACTABLE.

Deliverable Information										
Deliverable Number				Deliverable Name						
Implementation Items										
RFQ Item Number	Lot Number	Product Description	Manufacturer Part Number (SKU)	Net NYS Contract Price	Additional Product Discount (Percentage)	RFQ Product Price	Qty	Additional Product Discount (Dollars)	Extended RFQ Price	Unanticipated Enhancements to Services (Not to Exceed 20%)
1	Lot 4	Cisco Data Center Switching Optimize Subscription Services (annual)	CON-AS-DS-OPT	\$0 90		\$0.78	322467.00	\$1,919.65	\$249,604 61	\$0.00
2	Lot 4	Cisco Hosted Collab Solution Optimize Subscription Services (annual)	CON-AS-HC-OPT	\$0 90		\$0.82	1977056.00	\$6,606.81	\$1,614,579.11	\$0.00
3	Lot 4	Cisco Network Security Optimize Subscription Services (annual)	CON-AS-NS-OPT	\$0 90		\$0.78	396412.00	\$2,359.82	\$306,841 54	\$0.00
4	Lot 4	Cisco Routing and Switching Optimize Subscription Services (annual)	CON-AS-RS-OPT	\$0 90		\$0.79	179120.00	\$259 34	\$141,245.46	\$0.00
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RFQ Number	Authorized User Name	Contract Number	Manufacturer / Reseller Name	Date Completed	Grand Total (Total of all Deliverables)		
ITS-2020-410EB	ITS	PM20800	Cisco / Presidio	12/10/2020	\$7,785,298.52		
Unanticipated Enhancements to Services is only applicable to items in Lot 4 - Implementation Services and is calculated based on the percentage the Authorized User chooses in cell E7 (not to exceed 20%).		Unanticipated Enhancements to Services (Not to Exceed 20%)	Implementation Base Total (without Unanticipated Enhancements)	Implementation Total (with Unanticipated Enhancements)	Recurring Cost Total	Data Transfer Cost Total	
		0%	\$2,312,270.72	\$0.00	\$5,473,027.80	\$0.00	
20							
21							
22							
23							
24							
25							
Anticipated Deliverable Travel Costs (Lot 4 - Implementation Services only)						\$0.00	
Total Deliverable Implementation Cost					\$2,312,270.72	\$0.00	

RFQ Number	Authorized User Name	Contract Number	Manufacturer / Reseller Name	Date Completed	Grand Total (Total of all Deliverables)
ITS-2020-410EB	ITS	PM20800	Cisco / Presidio	12/10/2020	\$7,785,298.52

Unanticipated Enhancements to Services is only applicable to items in Lot 4 - Implementation Services and is calculated based on the percentage the Authorized User chooses in cell E7 (not to exceed 20%).	Unanticipated Enhancements to Services (Not to Exceed 20%)	Implementation Base Total (without Unanticipated Enhancements)	Implementation Total (with Unanticipated Enhancements)	Recurring Cost Total	Data Transfer Cost Total
	0%	\$2,312,270.72	\$0.00	\$5,473,027.80	\$0.00

Recurring Items										
RFQ Item Number	Lot Number	Product Description	Manufacturer Part Number (SKU)	Net NYS Contract Price	Additional Product Discount (Percentage)	RFQ Product Price	Qty	Additional Product Discount (Dollars)	Monthly RFQ Price	
1	Lot 3	EntW Cloud Meetings Tier 3 purchased with EntW Calling (1) (monthly)	A-FLEX-EACM3-EAL	\$10 58		\$5.51	50395.00		\$277,676.45	\$3,332,117.40
2	Lot 3	EntW Partner Hosted Calling Tier 3 purch with EntW Mtgs (1) (monthly)	A-FLEX-EAHL3-EAM	\$13 50		\$3.32	50895.00		\$168,971.40	\$2,027,656 80
3	Lot 3	EntW On-Premises Meetings Tier 3 purch with EntW Calling (1) (monthly)	A-FLEX-EAPM3-EAL	\$10 58		\$5.51	500.00		\$2,755 00	\$33,060 00
4	Lot 3	Webex Assistant for Webex Meetings - NU (monthly)	A-FLEX-WXA-MTG-NU	\$11 25		\$2.01	1000.00		\$2,010 00	\$24,120 00
5	Lot 3	Webex Events 3,000 capacity (monthly)	A-FLEX-EC-3000	\$891 00		\$467.28	10.00		\$4,672 80	\$56,073 60
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25										
Total Deliverable Recurring Cost									\$456,085 65	\$5,473,027 80

RFQ Number	Authorized User Name	Contract Number	Manufacturer / Reseller Name	Date Completed	Grand Total (Total of all Deliverables)
ITS-2020-410EB	ITS	PM20800	Cisco / Presidio	12/10/2020	\$7,785,298.52

Unanticipated Enhancements to Services is only applicable to items in Lot 4 - Implementation Services and is calculated based on the percentage the Authorized User chooses in cell E7 (not to exceed 20%).	Unanticipated Enhancements to Services (Not to Exceed 20%)	Implementation Base Total (without Unanticipated Enhancements)	Implementation Total (with Unanticipated Enhancements)	Recurring Cost Total	Data Transfer Cost Total
	0%	\$2,312,270.72	\$0.00	\$5,473,027.80	\$0.00

Data Transfer Items											
Data Transfer Specifications											
RFQ Item Number	Lot Number	Product Description	Manufacturer Part Number (SKU)	Net NYS Contract Price	Additional Product Discount (Percentage)	RFQ Product Price	Qty	Additional Product Discount (Dollars)	Extended RFQ Price		Unanticipated Enhancements to Services (Not to Exceed 20%)
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3											
4											
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6											
7											
8											
9											
10											
11											
12											
13											
14											
15											
Anticipated Deliverable Travel Costs (Lot 4 - Implementation Services only)											
Total Deliverable Data Transfer Cost									\$0 00		\$0.00
Total Deliverable Cost									\$7,785,298.52		