

Resolution #21-0075  
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**RESOLUTION APPROVING CONTRACT WITH NWN CORPORATION FOR A  
CISCO CYBER SECURITY ENTERPRISE AGREEMENT**

**WHEREAS**, the Cisco platform provides core network infrastructure services to all City owned facilities; and

**WHEREAS**, the City has made significant investments in multiple Cisco cyber security solutions over the past several years to protect that network infrastructure; and

**WHEREAS**, staff recommends consolidating the licensing and support services for those investments into a single Enterprise Agreement that provides 24 x 7 support, flexible license management, predictable budgeting, immediate access to new versions of security products when released at no additional cost, and reduced pricing based on volume and multi-year purchases; and

**WHEREAS**, the Information Systems Department, working in conjunction with the Purchasing Department, advertised an Invitation for Bid (IFB) for the purpose of establishing a five year Cyber Security Enterprise Agreement with Cisco Inc. that is to be billed and paid annually; and

**WHEREAS**, with consideration of the vendor's proposed cost for services and industry experience, NWN Corporation (NWN), with corporate offices in Waltham, MA and a local office in Greensboro, NC, is the recommended vendor; and

**WHEREAS**, approval is requested to enter into a new Enterprise Agreement with Cisco Inc. to be managed and administered by NWN Corporation for five years from March 1, 2021

through February 28, 2026 at a total cost of \$303,191.00 to be billed annually at a cost of \$60,638.20; and

**WHEREAS**, it is further requested that authorization be provided to expand the agreement to include new licensing, equipment, and maintenance adjustments as required, subject to approved funding through the annual budget process.

**NOW, THEREFORE, BE IT RESOLVED** that the Mayor and City Council of the City of Winston-Salem authorize the City Manager to enter into a contract with NWN Corporation for a Cyber Security Enterprise Agreement for a total cost of \$303,191.00.

**BE IT FURTHER RESOLVED** that the City Manager is hereby authorized to execute the contract on behalf of the City.