BOBBY JINDAL GOVERNOR



KRISTY H. NICHOLS COMMISSIONER OF ADMINISTRATION

State of Louisiana

Division of Administration
Office of State Purchasing

MEMORANDUM 13-03

TO:

All State Agencies and Political Subdivisions; Purchasing

Departments; Purchasing Directors; Business Managers; Colleges and Universities; Boards and Commissions; IT Directors

FROM:

Sandra G. Gillen, CPPB Sandra G. Gillen

Director of State Purchasing

DATE:

December 26, 2012

RF:

Cisco Data Communications ("Networking") Equipment and

Associated OEM Maintenance and Training Statewide Contract

The Office of State Purchasing, with the assistance of the Office of Information Technology and the Office of Telecommunications Management, has successfully entered into a new contract with Cisco for Data Communications ("Networking") Equipment and Associated OEM Maintenance and Training. The new state contract number is 409349 and will replace contract number 407245 which expired on December 18, 2012.

The minimum pricing and discounts off the Cisco U.S. Global List Price is 35% for products; 10% for Cisco 1-year SmartNet maintenance; and 17% for Cisco 3-year SmartNet maintenance. However, additional discounts may be available from the Cisco authorized resellers which are listed on the contract. Please note that the additional discounts will vary among the authorized resellers.

Attached are the instructions to access the Cisco WSCA Louisiana Webpage which will provide information on:

- How to order through Cisco's authorized resellers
- Pricing and discounts
- Related WSCA contracts with the State of Louisiana

In addition to the information on the webpage, users of the contract are encouraged to read the contract notes for product lines included for purchase under the contract; products lines which are excluded for purchase under the contract; as well as contract limits.

This contract is designated as a Louisiana Pricing Schedule ("LAPS") contract and LAC 34.I.1709 must be followed. In addition to the requirements of LAC 34.I.1709, the Request for Responses shall also be submitted to a minimum of three (3) Cisco authorized resellers listed on the contract.

The Office of State Purchasing encourages agencies to contact our office with any questions or concerns regarding this new contract. My office staff and I will be happy to discuss any questions or concerns with you.

Thank you for your cooperation and please circulate this memorandum to all parties in your agency that utilize these types of state contracts.

Attachment(s)



<u>Instructions to Access</u> Cisco WSCA Louisiana Webpage

The Cisco WSCA Louisiana webpage at www.Cisco.com will provide you with information on:

- How to order through Cisco's authorized resellers
- Pricing and discounts
- Related WSCA contracts with the State of Louisiana

Follow these simple steps to gain access:

Step 1:

- A. Register at <u>www.Cisco.com</u> in order to create a "Log In" account (if you do not already have one).
- B. Complete and submit the registration form. An email will be sent to you once your access has been granted. Follow any final instructions email to activate your account.

Step 2:

Request WSCA website access by sending an email to <u>wsca-help@external.cisco.com</u> with the following information (requests will be addressed within two business days):

- A. First and Last Name
- B. Email address
- C. Job Title
- D. Company
- E. Cisco.com CCO UserID
- F. Contract website requesting access to (Louisiana)

Step 3:

After receiving confirmation access has been granted, "Log In" to your new www.Cisco.com account. Once you are logged in, go directly to the WSCA Home Page at the following URL:

http://www.cisco.com/web/strategy/government/wsca/index.html

Step 4:

At the bottom of this WSCA Home Page under the "Login/Register" section, select "Louisiana" from the drop down menu. This will take you directly to the Cisco WSCA Louisiana Webpage.

Still Need Assistance?

Contact the WSCA Contract Compliance & Administration Manager:

Gigi Feril at (408) 424-0712 or aferil@cisco.com.

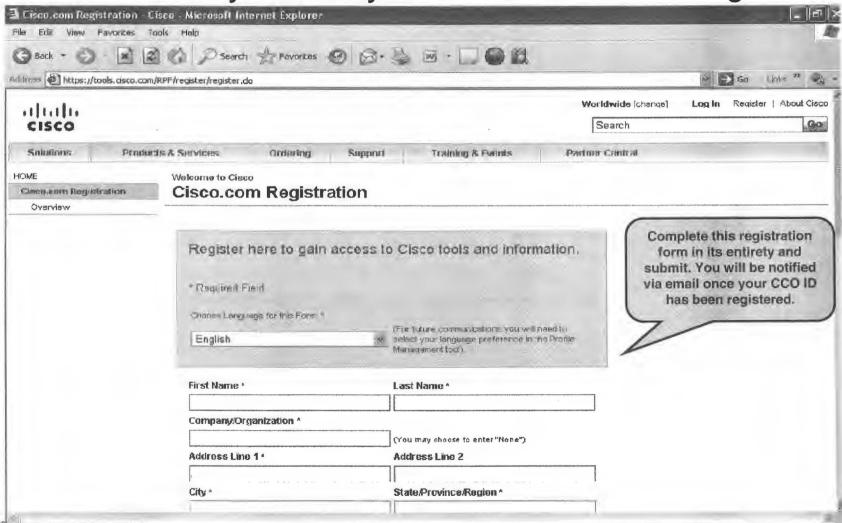
CISCO



U.S. Public Sector Contracts Management Office

Cisco WSCA Louisiana Website Instructions to Access

Step 1b. Complete and submit the registration form. An email will be sent to you once your CCO ID has been registered.



Cisco WSCA Louisiana Website Request Website Access

Step 2. To receive access, please send an email with the following information to wsca-help@external.cisco.com:

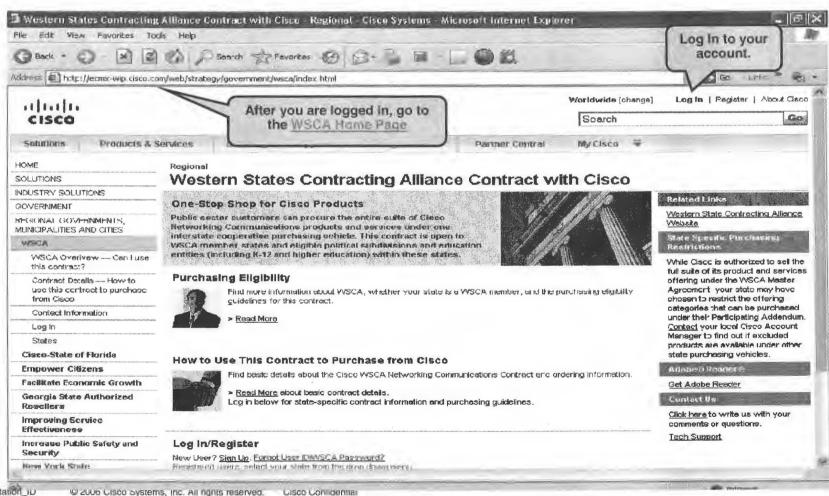
- 1. First and last name
- 2. Email address
- 3. Job title
- 4. Company
- 5. Cisco.com userid
- 6. Contract website requesting access to (Louisiana)

Await email confirmation within <u>2 business days</u> that access has been granted before proceeding to the next step.

Requests submitted the week Sales Reports are due & during Cisco's quarter end may experience longer response times beyond 2 business days.

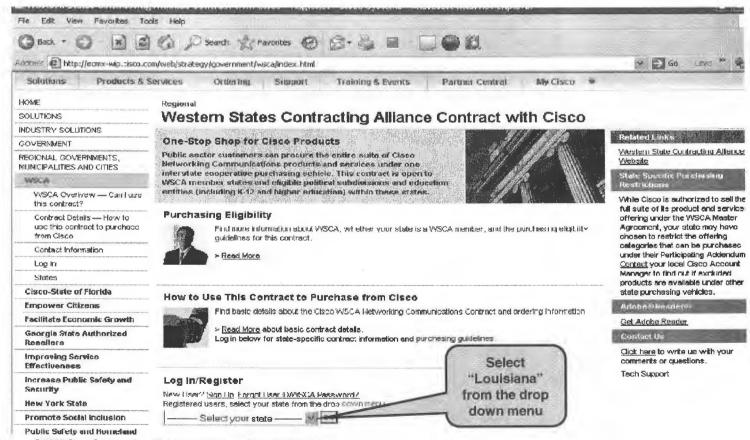
Cisco WSCA Louisiana Website Instructions to Access

Step 3. "Log In" to your www.Cisco.com account. Once you are logged in, go directly to the WSCA Home Page



Cisco WSCA Louisiana Website Instructions to Access

Step 4. At the bottom of this WSCA Main Page under the "Login/Register" section, select "Louisiana" from the drop down menu. This will take you directly to the Cisco WSCA Louisiana Website.



Cisco WSCA Louisiana Website Successful Access

Congratulations! You have reached the Cisco WSCA Louisiana Website.

Louisiana 40662 Cisco WSCA - Louistana Related Links SOLUTIONS Networking INDUSTRY SOLUTIONS Communications Contract GOVERNMENT U.S. GOVERNMENT SOLUTIONS AND Public sector epatermers can bey Cisco **DERVICES** offenngs using the od op purchasing Westerly RESCURCES FOR U.S. vobicie. GOVERNMENT GOVERNMENT CONTRACTS AND Legaza Man Restrictions FUNDING VEHICLES STATE AND LOCAL GOVERNMENT CONTRACTS WSCA

Pricing and Discount Information



Minimum Pricing and Discounts off Cisco U.S. Global List Price

To purchase Claco Products and Services, contact these

Cisco Products: 35 % Cleop Professional Services/AS/Training: 10 % Cisco 1-year SmartNet maintenance: 10 % Claco 3-year SmartNet maintenance: 17 %

authorized Clacs resellers for your State.

Additional discounts may be available from our authorized reselvers - see "How to

Download the current Cisco U.S. Global Price List. Our list is updated monthly, so check back offen.

Download the Cisco Weelly Engagement Price Schedule & NOS Subscription Pricing for Cisco Advanced Services.

- Cieco Public Sedor Contract Sales Reporting Web Portal
- · Partner Locator
- Western State Contracting Aliance

State Specific Purchasing

While Cisco is authorized to sed the full suits of its Product and Senics a offseno under the WSCA Master Agreement. your State may have chosen to realist the offering categories that can be purchased under the Participating Addendum, Contact your local Cisco Account Manager to line out if excluded Products are available under other state purchasing vehicles.

Adobe® Reader®

. Get Adobs Render

Account Team

. Click here to contact your Cisco account feam

Marketing

Date Center and Virtualization Overview Unified Commuting System Solution Oventeu

Unified Communications for

TIP: Bookmark this Website for easy access in the future.

STATES

Louisiana

Cisco WSCA Louisiana Website Still Need Assistance?

Please contact Cisco's WSCA Contract Compliance & Administration Manager:

Name: Gigi Feril

Phone: 408-424-0712

Email: aferil@cisco.com