

**RESOLUTION**

**ROCK COUNTY BOARD OF SUPERVISORS**

Finance Committee  
INITIATED BY



4/5/2022  
DATE DRAFTED

**Procurement of Cisco Duo**

**WHEREAS**, the Rock County Information Technology Department is authorized to purchase contracted services on behalf of the County; and,

**WHEREAS**, the Information Technology Department is requesting authorization to procure 2022 CIP Budgeted software for Cisco Duo for two factor authentication for all county users; and,

**WHEREAS**, the County Board approved the purchase in the 2022 Budget; and,

**WHEREAS**, Two-factor authentication will provide an extra layer of security for county users which will greatly improve the county's security posture; and,

**WHEREAS**, Two-factor authentication is the simplest, most effective way to proactively reduce the risk of a data breach by verifying users' identities; and,

**WHEREAS**, Multi-Factor Authentication (MFA) is now commonly a minimum requirement for cyber insurance; and,

**WHEREAS**, software cost is based on 1300 users: \$79,607.67 for licensing, On-going costs will be \$79,607.67/year. This item will be purchased from CoreBTS on State Contract #WI-CONTRACT-505ENT-M21-DC-01.

**NOW, THEREFORE, BE IT RESOLVED** that the Rock County Board of Supervisors duly assembled this 14th day of April, 2022, does hereby authorize the purchase of 2022 CIP Budgeted software for Cisco Duo for two factor authentication for all county users.

FISCAL NOTE:

Funding for this purchase was included in the budget and is being funded with tax levy.

Sherry Oja  
Finance Director

LEGAL NOTE:

The County Board is authorized to take this action pursuant to §§ 59.01 and 59.51, Wis. Stats. In addition, § 59.52(29), Wis. Stats., requires the project to be let to the lowest responsible bidder.

Richard Greenlee  
Corporation Counsel

ADMINISTRATIVE NOTE:

Recommended.

Josh Smith  
County Administrator

**Committee Action**

**Finance Committee**

The Finance Committee recommended this resolution for approval by a unanimous voice vote.

## **Executive Summary**

2022 CIP Budgeted software purchase for Cisco Duo for two factor authentication for all county users. Two factor authentication will provide an extra layer of security for county users which will greatly improve the county's security posture. Two-factor authentication is the simplest, most effective way to proactively reduce the risk of a data breach by verifying users' identities. Multi-Factor Authentication (MFA) is now commonly a minimum requirement for cyber insurance.

Software cost is based on 1300 users: \$79,607.67 for licensing, On-going costs will be \$79,607.67/year. This purchase was approved by County Board in the 2022 Budget, and will be charged against account 07-1444-0000-67135.



**Bill To:**  
 Rock County  
 3530 County Road F  
 PO Box 920  
 Janesville, Wisconsin 53545-0766  
 United States

**Ship To:**  
 Rock County  
 3530 County Road F  
 PO Box 920  
 Janesville, Wisconsin 53545-0766  
 United States

**Quote Number:** Q-36290  
**Quote Date:** 04/04/2022  
**Expiration Date:** 05/04/2022

**Client:** Rock County  
**Account Number:** 0011124  
**Payment Terms:** Net 30  
**Primary Contact:**  
**Quote Name:** Duo Access

**Quoted by:** Jason Warren  
**P** (608) 661-7719 | **E** jason.warren@corebts.com  
**Account Manager:** Michael Smith  
**P** 608-661-7732 | **E** michael.smith@corebts.com

**Cisco Duo Subscription**

Qty	Item Number	Description	Term (Months)	Billing Frequency	Price	Ext Price
1	DUO-SUB	Cisco Duo subscription	36	Annual	\$0.00	\$0.00
1,300	DUO-ACCESS	Standard Cisco Duo Access edition	36	Annual	\$61.24	\$79,607.67
1	SVS-DUO-SUP-B	Cisco Duo Basic Support	36	Annual	\$0.00	\$0.00
					<b>Subtotal:</b>	<b>\$79,607.67</b>
					<b>First Invoice Amount:</b>	<b>\$79,607.67</b>
					<b>Quote Subtotal:</b>	<b>\$238,823.00</b>
					<b>Estimated Sales Tax:</b>	<b>\$0.00</b>
					<b>Quote Total:</b>	<b>\$238,823.00</b>

**Notes:** Prices are based on 36 month subscription commitment. Applicable usage and overage charges will be billed monthly in arrears as incurred.

Automatic renewal term: 12 months

Please refer to the following additional Cisco terms and conditions:  
 Cisco Universal Cloud Agreement (UCA)  
[https://www.cisco.com/c/dam/en\\_us/about/doing\\_business/legal/docs/universal-cloud-terms.pdf](https://www.cisco.com/c/dam/en_us/about/doing_business/legal/docs/universal-cloud-terms.pdf)

Cisco End User License Agreement (EULA)  
<https://www.cisco.com/c/en/us/products/end-user-license-agreement.html>

**Accepted by:** \_\_\_\_\_ **Printed name:** \_\_\_\_\_ **Date:** \_\_\_\_\_

To ensure fastest processing, please send purchase order/signed quote to purchase.orders@corebts.com and CC the two individuals listed above or fax to . If changes are required, please request a revised quote. Thank you for your business!

By accepting this quote you agree to Core's Standard Terms and Conditions which can be found at <https://corebts.com/legal/T&C>. This proposal is confidential, and shall not be used or disclosed, in whole or in part, for any purpose other than evaluation within the client organization. This quote shall expire on the "Expiration Date" above. Notwithstanding the foregoing, all product and pricing information is based on the latest information available and is subject to change without notice, including at any time prior to the expiration of the quote. All prices are in U.S. dollars. Prices and tax rates are valid in the U.S. only and are subject to change. Sales tax is based on the "ship to" address on your purchase order. Please indicate your taxability status on your purchase order. Product availability is subject to change and cannot be guaranteed. All shipments are FOB origin. Appropriate freight charges will be added at the time of invoice. Please note that this quote may include items which may be subject to vendor restocking fees if returned, or may not be returnable if not defective (all returns are subject to vendor RMA approval). Core passes through all vendor restocking terms and fees without modification, markup, or additional fees.

Cancellation of any licensing or services with a fixed term or indicated as non-cancellable shall incur a termination fee equal to 100% of the cost of the remainder of the term, payable to Core in full upon the effective termination date. If First Invoice Amount is less than the Quote Total this is due to the fact that some or all items have a billing frequency of more than one instance, please consult the billing frequency listed for each item. First Invoice Amount is estimated and may not include shipping/freight, estimated sales tax, and incidental charges.