



## Bid Waiver Request

Request # 05818456

# Approved Bid Waiver Summary

### Submission Details:

Request # 05818456

**Purchase Description:** Duo Mutli Factor Authentication

**Vendor Name:** Presidio

**Vendor Number:** 131208

**Type:** Software

**Total Commitment Cost:** \$898,398.00

**Fund, Org, Object Code:** 11401310 - 531910

**Grant Funded:** No

**One Time or On-Going Expense:** On-Going Expense

**If On-Going Provide Timeline:** 5 years

**Exemption Type:** 5. NC State Contract

**Exemption Description:** North Carolina Information Technology Cisco IT Contract 204X

**Upload all quotes, proposals, or supporting documents:** 2001725061002-04 Guilford County DUO Renewal 3200 Users Options - 5 year.pdf

**Requestor's Full Name:** Jad Al-Bjaly

**Requestor's Guilford County Email Address:** jalbjaly@guilfordcountync.gov

**Requestor's Department:** Information Technology

**Signature Date:** 02/06/2025

× Jad Al-Bjaly

Signed By: Jad Al-Bjaly - jalbjaly@guilfordcountync.gov

Date Signed: 02/06/2025 8:35:08 AM -08:00 GMT

IP Address: 165.166.201.162

### Review Details:

**Purchasing Approval:** Approve

**MWBE Approval:** Approve

**MWBE Reviewer Full Name:** Maria Miles

**MWBE Reviewer Guilford County Email:** mmiles2@guilfordcountync.gov

**MWBE Signature Date:** 02/12/2025

× Maria Miles

Signed By: Maria Miles - mmiles2@guilfordcountync.gov

Date Signed: 02/12/2025 1:35:07 PM -08:00 GMT

IP Address: 69.132.3.91

**Purchasing Approval:** Approve

**Instructions for Requestor:** Board Action Required – Services \$200K+ and Construction \$500K+ (2 steps) 1. Contact Contracts Specialist for Contract Draft and Execution 2. Contact Fran Cameron for BoCC Agenda Item Assignment

**Purchasing Signer Full Name:** Nora Cameron

**Purchasing Signer Guilford County Email:** ncameron@guilfordcountync.gov

**Purchasing Signature Date:** 02/13/2025



## Bid Waiver Request

*Request # 05818456*

× Francesca Cameron

Signed By: Francesca Cameron - ncameron@guilfordcountync.gov  
Date Signed: 02/13/2025 5:18:33 AM -08:00 GMT  
IP Address: 75.248.74.222



QUOTE: 2001725061002-04

DATE: 02/06/2025

PAGE: 1 of 1

TO: Guilford County Government  
Jad Al-Bjaly  
301 W Market St.  
Greensboro, NC 27401  
  
jalbjaly@guilfordcountync.gov  
(p) 3366413371  
(f) (336) 641-3565

FROM: Presidio Networked Solutions LLC  
Holly Pecyna  
5444 Wade Park Boulevard  
Suite 150  
Raleigh, NC 27607  
  
hpecyna@presidio.com  
(p) +1.631.406.4590

Customer#: GUILF004 Contract Vehicle: North Carolina Information Technology Cisco IT Contract 204X  
Account Manager: Charles West  
Inside Sales Rep: Holly Pecyna  
Title: Guilford County: DUO Renewal 3200 Users Options - 5 year  
Comments: 5-year quote, 5 annual payments of \$179,679.60 each.

#	Part #	Description	List Price	Unit Price	Qty	Discount	Ext List Price	Ext Price
Option 3: 5 Year								
DUO-SUB		Remaining Term: 60 months	Billing Model: Annual		Subscription ID: Sub1143470			
		Auto-Renewal Term: Do Not Renew	Requested Start Date: 03/24/2025					
1	DUO-SUB	Cisco Duo subscription	\$0.00	\$0.00	1	0.00%	\$0.00	\$0.00
Recurring Charges								
2	SVS-DUO-SUP-P	Cisco Duo Premium Support	\$4,536.00	\$2,685.30	1 Each for 60 months	40.81%	\$272,160.00	\$161,118.00
Comments: 5-year quote, 5 annual payments of \$32,223.60 each.								
3	DUO-ADVANTAGE	Cisco Duo Advantage edition (formerly Access)	\$68.04	\$46.08	3200 Users for 60 months	32.28%	\$1,088,640.00	\$737,280.00
Comments: 5-year quote, 5 annual payments of \$147,456 each.								
Recurring Annual Charges:								\$179,679.60
Total Recurring Charges:								\$898,398.00
Total:								\$898,398.00
Total (Option 3: 5 Year):							\$1,360,800.00	\$898,398.00

Total List Price:	\$1,360,800.00
Sub Total:	\$898,398.00
Grand Total:	\$898,398.00

TERMS AND CONDITIONS OF THE REFERENCED CONTRACT SHALL GOVERN THIS QUOTE.  
QUOTE VALID FOR 30 DAYS

Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

Customer Signature \_\_\_\_\_ Date \_\_\_\_\_