

**REPORT/RECOMMENDATION TO THE BOARD OF SUPERVISORS
OF SAN BERNARDINO COUNTY
AND RECORD OF ACTION**

January 27, 2026

FROM

LYNN FYHRLUND, Chief Information Officer, Innovation and Technology Department

SUBJECT

Purchases with Presidio Networked Solutions, LLC, for Additional Cisco Systems, Inc. SMARTnet Maintenance and Support Services

RECOMMENDATION(S)

1. Authorize purchases with Presidio Networked Solutions, LLC, under Contract No. 25-221, for additional Cisco Systems, Inc. SMARTnet maintenance and support services, increasing the total not-to-exceed amount by \$750,000, from \$6,200,000 to \$6,950,000, with no change to the contract period of November 18, 2025, through September 30, 2026.
2. Authorize participating department and agency heads to sign Letters of Authorization allowing Cisco Systems, Inc. to release the department lists of hardware and software to Presidio Networked Solutions, LLC, as needed, for departments and agencies to procure services as approved by Recommendation No. 1.
3. Authorize the Auditor-Controller/Treasurer/Tax Collector to post 2025-26 budget adjustments as detailed in the Financial Impact section, for additional Cisco Systems, Inc SMARTnet maintenance and support services (Four votes required).

(Presenter: Lynn Fyhrlund, Chief Information Officer, 388-5501)

COUNTY AND CHIEF EXECUTIVE OFFICER GOALS & OBJECTIVES

Improve County Government Operations.

Operate in a Fiscally-Responsible and Business-Like Manner.

FINANCIAL IMPACT

Approval of this item will not result in the use of additional Discretionary General Funding (Net County Cost). The Innovation and Technology Department's (ITD) operating costs are recovered via service rates approved annually by the Board of Supervisors (Board). The \$750,000 increase includes \$274,114 of additional three-year prepaid maintenance and support services of existing deployed Cisco Systems, Inc. (Cisco) hardware and software, called SMARTnet, that were recently identified as required. The remaining not-to-exceed amount of \$475,886 will cover any SMARTnet maintenance and support on orders placed before September 30, 2026.

ITD's Computer Operations and Telecommunication Services budgets include Cisco SMARTnet costs. Sufficient appropriation of \$46,970 is included in the Telecommunication Services 2025-26 budget for their share of SMARTnet costs. The Computer Operations 2025-26 budget includes \$6,074,614 of \$6,274,584 in SMARTnet costs applicable to 2025-26. A 2025-26 budget adjustment of \$199,856 is requested to increase ITD's Services and Supplies for additional

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three-year SMARTnet maintenance and support services costs prepaid in 2025-26. This adjustment will utilize Available Unrestricted Net Position as detailed below.

Fund Center	Commitment Item/GL Account	Description	Action	Amount
1201404048	52002855	General Maintenance-Equipment	Increase	\$199,856
1201404048	40909995	Residual Equity Transfer In	Increase	\$199,856

The remaining \$628,446 will be used for SMARTnet maintenance and support orders placed before September 30, 2026. Sufficient appropriation will be included in future recommended budgets.

BACKGROUND INFORMATION

The County's network is comprised primarily of Cisco hardware such as data switches, routers, firewalls, and servers, as well as various Cisco software that can include features such as hardware operating software, content filtering, malware protection, and advanced threat detection.

Under Cisco's SMARTnet program, Cisco provides technical support, equipment replacement, and software upgrades for the County's network data switches, firewalls, and routers. Cisco SMARTnet maintenance and support services enable the County's information technology systems to communicate via the Wide Area Network (WAN) with limited interruption. Cisco will not provide technical support on any equipment unless it is covered by SMARTnet maintenance and support services.

Technical support services provided under SMARTnet come directly from Cisco as provided in the contract. Presidio provides account management services, which include adding and removing equipment from the County's SMARTnet-covered inventory and obtaining quotes for SMARTnet maintenance and support services from Cisco. SMARTnet maintenance and support services will continue to be provided by Cisco for the term, should Presidio cease to exist.

Presidio requires Letters of Authorization to be signed by participating departments to authorize Cisco to release the departments' lists of all Cisco equipment, software, and licenses to allow for proper management of the County SMARTnet systems. Approval of Recommendation No. 2 will continue to authorize participating department heads to sign Letters of Authorization allowing Cisco to release the department lists of equipment, software, and licensing to Presidio, as needed.

Since 2000, ITD has procured SMARTnet maintenance and support services. In 2018, ITD secured a larger discount by pre-paying for three years of SMARTnet services. On December 13, 2022 (Item No. 43), the Board approved Contract No. 22-1184 with Presidio, for the provision of maintenance and support services of currently deployed Cisco hardware and software, for the period of January 1, 2023, through December 31, 2025.

On November 18, 2025 (Item No. 38), the Board approved purchases with Presidio Networked Solutions, LLC, under Contract No. 25-221, for a total not-to-exceed amount of \$6,200,000 for Cisco. SMARTnet maintenance and support services, for the period of November 18, 2025, through September 30, 2026.

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On November 20, 2025, ITD was made aware of additional equipment requiring SMARTnet maintenance and support services. As a result, additional funding is needed to ensure continued coverage of all active equipment. ITD anticipates returning to the Board in September 2026 to extend or replace Contract No. 25-221, once that option is available, to place SMARTnet orders with Presidio beyond September 30, 2026.

ITD recommends increasing the total not-to-exceed amount by \$750,000, from \$6,200,000 to \$6,950,000, for additional SMARTnet maintenance and support services for the period of November 18, 2025, through September 30, 2026.

PROCUREMENT

The California Participating Addendum (State No. 7-20-70-47-01) to the Utah National Association of State Procurement Officials Data Communications Products and Services Master Agreement No. AR3227 requires the County to solicit at least three quotes from a list of Cisco authorized resellers. In November 2025, three vendors provided bids and Presidio provided the largest discount. On November 18, 2025, the Board authorized purchases with Presidio (Item No. 38).

SMARTnet maintenance and support services are purchased for specific pieces of equipment; therefore, departments are unable to purchase more coverage than required. Additionally, Cisco only provides SMARTnet maintenance and support services for equipment that remains within its current support lifecycle and will not extend such services to outdated hardware. Participating departments will be required to obtain separate purchase orders as necessary with Presidio for their SMARTnet purchases when adding new Cisco hardware and software to their networks, per County Policy 11-04 Procurement of Goods, Supplies, Equipment and Services.

The Purchasing Department supports this competitive procurement based on the informal quotes solicited for SMARTnet maintenance and support services for Cisco hardware and software.

REVIEW BY OTHERS

This item has been reviewed by County Counsel (Bonnie Uphold, Supervising Deputy County Counsel, 387-5455) on December 29, 2025; Purchasing (Joni Yang, Buyer III, 387-2463) on December 29, 2025; Risk Management (Stephanie Pacheco, Staff Analyst II, 386-9039) on December 30, 2025; and County Finance and Administration (Ivan Ramirez, Administrative Analyst, 387-4020) on January 6, 2026; and Auditor-Controller/Treasurer/Tax Collector (Charlene Huang, 382-7022).

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Record of Action of the Board of Supervisors
San Bernardino County

APPROVED (CONSENT CALENDAR)

Moved: Curt Hagman Seconded: Joe Baca, Jr.
Ayes: Jesse Armendarez, Dawn Rowe, Curt Hagman, Joe Baca, Jr.
Absent: Col. Paul Cook (Ret.)

Lynna Monell, CLERK OF THE BOARD

BY  _____
DATED: January 27, 2026



cc: File - Innovation and Technology
MBA 02/2/2026