



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

RE: 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)



Instructions to Access **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 www.Cisco.com 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 wsc-help@external.cisco.com 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/wsc/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.



Instructions to Access Cisco WSCA Louisiana Website



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.com Registration - Cisco - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Mail News RSS Feeds

Address <https://tools.cisco.com/RPF/register/register.do> Go Link

Worldwide (change) Log In Register About Cisco

Search

Solutions Products & Services Ordering Support Training & Events Partner Central

HOME

Cisco.com Registration Overview

Welcome to Cisco

Cisco.com Registration

Register here to gain access to Cisco tools and information.

* Required Field

Choose Language for this Form: *

English (For future communications, you will need to select your language preference in the Profile Management tool.)

First Name * Last Name *

Company/Organization * (You may choose to enter "None")

Address Line 1 * Address Line 2

City * State/Province/Region *

Complete this registration form in its entirety and submit. You will be notified via email once your CCO ID has been registered.

Pres

Cisco WSCA Louisiana Website

Request Website Access

Step 2. To receive access, please send an email with the following information to wsc-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 **2 business days** 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](#)

Western States Contracting Alliance Contract with Cisco - Regional - Cisco Systems - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Refresh Print

Address <http://eomc-wip.cisco.com/web/strategy/government/wsc/index.html> Go Link

Worldwide [change] Log In | Register | About Cisco

Search Go


Solutions Products & Services Partner Central My Cisco


HOME SOLUTIONS INDUSTRY SOLUTIONS GOVERNMENT REGIONAL (STATEMENTS, MUNICIPALITIES AND CITIES) **WSCA**

WSCA Overview — Can I use this contract?
Contract Details — How to use this contract to purchase from Cisco
Contact Information
Log In
States
Cisco-State of Florida
Empower Citizens
Facilitate Economic Growth
Georgia State Authorized Resellers
Improving Service Effectiveness
Increase Public Safety and Security
New York State

Regional
Western States Contracting Alliance Contract with Cisco

One-Step Shop for Cisco Products
Public sector customers can procure the entire suite of Cisco Networking Communications products and services under one interstate cooperative purchasing vehicle. This contract is open to WSCA member states and eligible political subdivisions and education entities (including K-12 and higher education) within these states.

Purchasing Eligibility
Find more information about WSCA, whether your state is a WSCA member, and the purchasing eligibility guidelines for this contract.
 [Read More](#)

How to Use This Contract to Purchase from Cisco
Find basic details about the Cisco WSCA Networking Communications Contract and ordering information.
 [Read More](#) about basic contract details.
Log in below for state-specific contract information and purchasing guidelines.

Log In/Register
New User? [Sign Up](#) [Forgot User ID/WSCA Password?](#)
Registered Users: select your state from the menu (shown here)

Related Links
[Western State Contracting Alliance Website](#)
State Specific Purchasing Restrictions
While Cisco is authorized to sell the full suite of its product and services offering under the WSCA Master Agreement, your state may have chosen to restrict the offering categories that can be purchased under their Participating Addendum. [Contact](#) your local Cisco Account Manager to find out if excluded products are available under other state purchasing vehicles.
Adobe Reader
[Get Adobe Reader](#)
Contact Us
[Click here](#) to write us with your comments or questions.
[Tech Support](#)

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.

The screenshot shows a web browser window displaying the Cisco WSCA Louisiana website. The browser's address bar shows the URL: <http://cisco-wsca.com/web/strategy/government/wscalouisiana/index.html>. The website features a navigation menu with options like Solutions, Products & Services, Ordering, Support, Training & Events, Partner Central, and My Cisco. The main content area is titled "Regional Western States Contracting Alliance Contract with Cisco" and includes sections for "One-Stop Shop for Cisco Products", "Purchasing Eligibility", and "How to Use This Contract to Purchase from Cisco". A callout box with a speech bubble points to a dropdown menu labeled "Select your state" in the "Log In/Register" section, with the text "Select 'Louisiana' from the drop down menu".

Cisco WSCA Louisiana Website Successful Access

Congratulations! You have reached the Cisco WSCA Louisiana Website.

The screenshot shows the Cisco WSCA Louisiana website. At the top, there is a navigation bar with 'States' and 'Louisiana' selected. Below this is a sidebar with a menu of links: HOME, SOLUTIONS, INDUSTRY SOLUTIONS, GOVERNMENT, U.S. GOVERNMENT SOLUTIONS AND SERVICES, RESOURCES FOR U.S. GOVERNMENT, GOVERNMENT CONTRACTS AND FUNDING VEHICLES, STATE AND LOCAL GOVERNMENT CONTRACTS, WSCA, and STATES (with Louisiana highlighted). The main content area is titled 'Cisco WSCA - Louisiana' and features a 'Networking Communications Contract' section with a 'Learn More' button and an image of the Louisiana state seal. Below this is a 'How to Order' section with a small image of a person and text explaining that Cisco products and services are purchased through authorized resellers. The 'Pricing and Discount Information' section includes a 'Minimum Pricing and Discounts off Cisco U.S. Global List Price' table and links to download the current price list and a weekly engagement price schedule. On the right side, there are sections for 'Related Links' (Cisco Public Sector Contract Sales Reporting Web Portal, Partner Locator, Western State Contracting Alliance Website), 'State Specific Purchasing Restrictions' (explaining that Cisco is authorized to sell in the full state but some categories may be restricted), 'Adobe® Reader®' (Get Adobe Reader), 'Account Team' (Click here to contact your Cisco account team), and 'Marketing' (Data Center and Virtualization Overview, Unified Computing System Solution Overview, Unified Communications for).

States
Louisiana

HOME
SOLUTIONS
INDUSTRY SOLUTIONS
GOVERNMENT
U.S. GOVERNMENT SOLUTIONS AND SERVICES
RESOURCES FOR U.S. GOVERNMENT
GOVERNMENT CONTRACTS AND FUNDING VEHICLES
STATE AND LOCAL GOVERNMENT CONTRACTS
WSCA
STATES
Louisiana

Cisco WSCA - Louisiana

Networking Communications Contract
Public sector customers can buy Cisco offerings using the so-called purchasing vehicle.
[Learn More](#)

How to Order
To purchase Cisco Products and Services, contact these authorized Cisco resellers for your State.

Pricing and Discount Information

Minimum Pricing and Discounts off Cisco U.S. Global List Price
Cisco Products: 25 %
Cisco Professional Services/AS/Training: 10 %
Cisco 1-year SmartNet maintenance: 10 %
Cisco 3-year SmartNet maintenance: 17 %

Additional discounts may be available from our authorized resellers - see "How to Order Page".

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

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

Related Links

- [Cisco Public Sector Contract Sales Reporting Web Portal](#)
- [Partner Locator](#)
- [Western State Contracting Alliance Website](#)

State Specific Purchasing Restrictions

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

Adobe® Reader®

- [Get Adobe Reader](#)

Account Team

- [Click here to contact your Cisco account team](#)

Marketing

- [Data Center and Virtualization Overview](#)
- [Unified Computing System Solution Overview](#)
- [Unified Communications for](#)

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

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

