

ITEM #:	31
DATE:	06-09-26
DEPT:	FIN

COUNCIL ACTION FORM

SUBJECT: CISCO MERAKI SOFTWARE LICENSING AND SUPPORT CONTRACT

BACKGROUND:

On April 2021, the City Council approved a comprehensive refresh of the City’s wireless network infrastructure with the goal of providing reliable wireless coverage throughout all major City facilities. As part of that project, Cisco Meraki wireless access points were installed across the City’s network and licensed under an initial five-year software and support agreement.

The original support term expires June 12, 2026, requiring the City to enter into a new software licensing and support agreement to maintain system functionality, security updates, technical support, and cloud-based management services.

The proposed enterprise agreement provides a simplified and predictable licensing model through a single annual renewal structure rather than individual licensing renewals for each access point. This approach streamlines license administration, ensures consistent service levels throughout the City’s wireless environment, and reduces administrative overhead associated with managing multiple renewal dates and contracts. The agreement also provides flexibility for future growth by allowing additional access points to be incorporated into the enterprise license as operational needs evolve.

On May 27, 2026, the City received five bids for a 60-month enterprise licensing and support agreement as summarized below:

Vendor	60-Month Term Total Cost
Mvation Worldwide, Inc. of Glen Cove, NY	**\$118,502.86**
Carrier Access IT, LC of Clive, IA	\$121,148.56
Princeton IT Services, Inc. of Princeton, NJ	\$121,674.73
ProActive Solutions of Mission, KS	\$129,996.50
Emerging Technology Integrators, Ltd of Columbus, OH	\$139,382.24

While Mvation Worldwide, Inc. submitted the apparent low bid, its pricing was based on a single upfront payment for the entire 60-month contract term. This payment structure is inconsistent with the City’s standard approach for software licensing and support agreements and was not accepted for this procurement. The City typically utilizes fixed annual payments with non-appropriation provisions to avoid large upfront expenditures and to maintain flexibility within future operating budgets.

Following bid opening, staff requested clarification from Mvation regarding an annual payment option. Mvation subsequently provided revised pricing totaling \$155,669.83 over the 60-month term when structured as annual payments, which exceeded several competing proposals.

Carrier Access IT, LC submitted a responsive bid that met all specifications and conformed to the City's preferred payment structure. **Their proposal includes five fixed annual payments of \$24,229.71 for a total contract cost of \$121,148.55 over the 60-month term, making Carrier Access IT the lowest responsive and responsible bidder.**

The FY 2026/27 Network Operations budget currently includes \$21,803 for Cisco Meraki software licensing and support. Staff will adjust future operating budgets as necessary to reflect the annual contract cost associated with the recommended award.

ALTERNATIVES:

1. Award a contract for Cisco Meraki software licensing and support to Carrier Access IT, LC of Clive, IA in the amount of \$121,148.55 for a 60-month term with fixed annual payments of \$24,229.71.
2. Award the bid to another vendor.
3. Reject all bids and direct staff to rebid the project or pursue alternative procurement options.

CITY MANAGER'S RECOMMENDED ACTION:

The Cisco Meraki software licensing and support is essential to maintain the operation, security, and management of the City's network structure. Carrier Access, IT LC has provided the lowest responsive bid that meets the City's requirements and aligns with the City's preferred annual payment structure. Therefore, it is the recommendation of the City Manager that the City Council adopt Alternative No. 1, as described above.

ATTACHMENT(S):

[City of Ames Cisco EA - 016463.v1.85.pdf](#)