



# City of Broken Arrow

## Request for Action

---

**File #: 17-1789, Version: 1**

---

**Broken Arrow City Council  
Meeting of: 02-02-2017**

**To: Mayor and City Council  
From: Office of the City Manager  
Title:**

**Approval to reject bids for the purchase of new Cisco IP phones and to find that the best interests of the City of Broken Arrow will be served by the rejection**

**Background:**

A bid was opened for new Cisco IP phones on January 18, 2017. Bids from ten vendors were received. Following the opening of bids, Staff discovered that several of the bidders were not Cisco Authorized Resellers. Apparently, when products are not sold through Cisco's authorized sales channel, it can offer no assurance of provenance and quality. This obviously creates a problem due to the fact that the City makes a large financial investment in its phone service. In order to ensure the best product, Staff recommends utilization of authorized resellers.

Staff recommends that all bids be rejected at this time and a new bid packet be created with specification requiring bidders to be Cisco Authorized Resellers.

**Cost: \$0**

**Prepared By: Stephen Steward, IT Director**

**Reviewed By: Assistant City Manager - Administration  
Legal Department**

**Approved By: Michael L. Spurgeon, City Manager**

**Attachments: Cisco Letter to Broken Arrow**

**Recommendation:**

Reject all bids and rebid the phones requiring bidders to be Cisco Authorized Resellers