

# NEW JERSEY INSTITUTE OF TECHNOLOGY

## STATEMENT

### RESOLUTION TO APPROVE THE AWARD OF ENTERPRISE SOFTWARE LICENSING FOR CISCO DNA SWITCHING EQUIPMENT

#### **Background:**

FY24 approved budget plans for technology improvements include manufacturer license and maintenance renewals for existing and newly purchased infrastructure equipment. Cisco, the manufacturer of the university's networking hardware, has changed its licensing format to an enterprise software license. Historically, NJIT paid for a multi-year software license when purchasing network switches. Cisco, like many other telecommunication vendors, operationalizes the licensing costs. Predictable licensing allows for growth without concerns about inflationary increases. Similar enterprise agreements have already been executed for our wireless access points.

The new enterprise software license format will apply to the Cisco DNA network switching equipment. This is the equipment that connects users, applications, and systems across the wired networks. This licensing includes additional software required to enable network segmentation, functionality that is foundational to our network security strategy. Additionally, this license structure will provide robust tools that enable IST to test, patch and monitor network equipment in more efficient ways.

The resolution will allow IST to move forward with a 5-year licensing agreement that covers all current and future switches. The annual software licensing is \$291,874 (\$1,459,369 over 5 years). A five-year agreement allows NJIT to save more than \$175,000 over the course of the agreement.

NJIT will receive credit for any switches with existing licensing. This credit is reflected in the current software license price. Furthermore, if hardware needs to be replaced, the license will be applied for the replacement hardware.

#### **Implication:**

- Awarding the contract for the Cisco DNA enterprise license will ensure that NJIT's network hardware assets are maintained.
- Funding for the license is supported in the FY24-FY29 operational budget plans for technology.
- Using the State of New Jersey Division of Purchase and Property cooperative purchasing contracts for this software purchase provides the value of economies of scale and an expedited purchasing process.

#### **Recommendation:**

Grant the University Administration the ability to award and finalize the contract for Cisco DNA Enterprise Software License for a not to exceed total cost of \$1,500,000 over five (5) years.

**NEW JERSEY INSTITUTE OF TECHNOLOGY**

**RESOLUTION TO APPROVE THE AWARD OF ENTERPRISE SOFTWARE  
LICENSING FOR CISCO DNA SWITCHING EQUIPMENT**

**WHEREAS**, on July 20, 2023, the Board of Trustees of New Jersey Institute of Technology approved the Resolution to Adopt FY2024 Annual Operating and Capital Budgets, and,

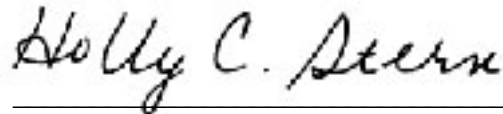
**WHEREAS**, the Cisco DNA Enterprise Software License will provide continued support of existing and newly purchased network switching equipment, thereby providing improved security and reliability of the campus network

**WHEREAS**, the administration will utilize State of New Jersey Division of Purchase and Property cooperative purchasing contracts to provide both economies of scale and expedite the purchasing process, and,

**WHEREAS**, to expedite the procurement it is recommended that the administration be authorized to award a contract to Aspire Technology Partners, LLC for a not to exceed total cost of \$1,500,000, and,

**WHEREAS**, the funds for these expenditures are budgeted in the FY24 Annual Operating and Capital Budgets adopted by the Board of Trustees on July 20, 2023, and,

**NOW THEREFORE IT BE RESOLVED**, that the Board of Trustees authorizes the administration to award the Cisco DNA Enterprise Software License Agreement for the to Aspire Technology Partners, LLC for a not to exceed total cost of \$1,500,000 over a period of five (5) years.



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Holly C. Stern  
General Counsel/VP for Legal Affairs and  
Secretary to the Board of Trustees  
New Jersey Institute of Technology

July 20, 2023  
Board Resolution 2023-7