



HISTORIC
FRANKLIN
TENNESSEE

ITEM #31
BOMA 01/12/10

MEMORANDUM

December 11, 2009

TO: Budget and Finance Committee

FROM: Eric Stuckey, City Administrator *ESS*
Fred Banner, MIT Director

SUBJECT: HP TROPOS Software Renewal

Purpose

The purpose of this memorandum is to present information to the Board of Mayor and Aldermen (BOMA) to consider a six month renewal of our software agreement with HP for the City's TROPOS access points.

Background

Even though our wireless system is not 100% operational, we have continued to update the system with software releases from the manufacturer. HP acquired the service agreement with TROPOS to provide software support as TROPOS does not deal direct with customers. With Mike Proctor back, we are now ready to start intense testing in 75% of our coverage area. The remaining areas around Fire Station #4 and #3 are in the final planning stages for fiber installation which will enable the addition of the remaining backhauled.

Financial Impact

The software maintenance for six months is \$37,401.25 which can be paid monthly if desired. This is a budgeted item for MIT for the current year. Our current agreement expired in October 2009. This renewal represents a lower cost than the previous year (\$10,353 per month for hardware and software).

Recommendation

The six month renewal of coverage is recommended for approval. Prior to next year we will determine if we want to renew for another year.



i n v e n t

Quotation for HP Support Services on Tropos Product

Quoted to:
Franklin, TN

Quote Number: 09US20153
HP Contact: Harshan Jayaraman
Phone: 858-834-4089

Issue Date: November 3, 2009

Hardware and Software Products	
List Price:	\$ -
Hardware Discount %:	30%
Software Discount %:	30%
Discounted Price:	\$ -
Hardware and Software Support	
List Price:	\$ 41,475.00
Support Discount %:	5%
Discounted Price:	\$ 39,401.25
Support Term:	Dec 1, 2009 - Jun 30, 2010
Total Product and Support Price	
	\$ 39,401.25
Total excludes all taxes. If applicable, taxes will be added at the time of invoicing at the current tax rate.	
Shipping	\$ -
Subtotal	\$ 39,401.25
Special Instructions, Terms and Conditions, Comments	
The quoted prices are valid for 30 days from: November 3, 2009	
All pricing provided and service availability is subject to determination of equipment physical location to ensure response levels can be achieved.	
Subject to HP Single Order Terms for Support or purchase agreement with HP and if applicable, Exhibit E24.	

Signatures

The following signature indicates the Customer's acceptance of this Statement of Work and the governing Terms and Conditions. The Customer's signature and a valid purchase order constitute authorization for HP to begin work as well as to invoice the Customer, as described in this document. The Customer represents that their execution of this Statement of Work is a binding commitment to purchase the Professional Services described herein.

Franklin, TN		Hewlett Packard Company	
Signature:			
Printed name:			
Title:			
Date:			

Please sign two copies of this document and return both to HP Sales representative below accompanied by your purchase order. Facsimile is acceptable. HP will sign and return one copy to your attention.

Hewlett Packard
Attention: Mike Becotte
Tel: 770-329-7767
Fax: 770-521-0096

