



Partner

City of Key West

Cisco EA with SHI 5/19/2026

Presenting Team:

- Thomas Morrow – Account Executive, SHI
- Cody Fithian – Cisco EA Contract Specialist, SHI
- Chelsea Smith – Account Executive, Cisco
- Jessica Lask – Cybersecurity Specialist, Cisco



Financial Analysis



Licensing Cost Comparison

	5Y – Business as Usual (Renewal Estimate)	5Y – EA (New in 2026)
Duo Advantage	\$128,000.00	\$93,708.00
Secure Access DNS Essentials & Support	\$56,203.65	\$36,037.58
PRE CREDIT TOTAL	\$184,203.65	\$129,745.58
EA SAVINGS	\$54,458.07 (29.6%)	\$25,949.11 / year
CREDITS		(\$9,609.00)
EA TOTAL		\$120,134.50
YEARLY TOTAL	\$36,840.73	\$24,026.90 Percent Savings 34.8%

Yearly savings of
\$12,813.83

Cumulative Licensing Comparison



**Growth generated utilizing an average dollar value across qualifying products for modeling purposes only. Actual growth will vary based on specific product need and timing.*

5-Year EA

Financial Summary

- EA proposal provides pricing protection throughout the 5-year term on SW/Licensing

Model Assumptions

- 5% growth and/or 5% annual price increases projected each year 2-5.
- EA assumes not additional growth due to increased license counts for eligibility. Estimated total price protection of **\$109,809.83** provided in EA offer.

SHI's Cisco Enterprise Agreement (EA) Team

Customized Support throughout the entire Lifecycle of your Cisco EA

Consult

- Buying program education
- Licensing education
- Cost comparison analysis
- Total cost of ownership analysis
- Current/Future needs analysis



Cody Fithian,
Sales Consultant



Onboard

- Intro to SHI Cisco Customer Success
- Entitlements & Access
- Smart Account & EA Workspace Demo
- Adoption Plan & Cadence Established



Stephen Hinnerichs,
Customer Success Manager

Manage

- **Customer Success Reviews**
 - Consumption Analysis
 - Adoption Progress & Health Check
 - SHI Cisco Teams Alignment
 - Comprehensive View into Your Cisco Install Base
- **True Forward (TF) Reviews**
 - Planning & Budgeting
 - Analysis & Execution

Renew

- End of Lifecycle Consumption Assessment
- Licensing revaluation
- Cost comparison analysis (*as required*)
- Current/Future needs analysis



Thank You

