



OFFICE OF ECONOMIC AND SMALL BUSINESS DEVELOPMENT
Governmental Center Annex

115 S. Andrews Avenue, Room A680 • Fort Lauderdale, Florida 33301 • 954-357-6400

MEMORANDUM

DATE: September 26, 2025

TO: Domenic DiLullo, Chief Information Officer,
Enterprise Technology Services, Administration Division

THRU: Maribel Feliciano, Director
Office of Economic and Small Business Development

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FROM: Donna-Ann Knapp, Small Business Development Manager
Office of Economic and Small Business Development

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SUBJECT: No CBE Goal for Cisco Hardware, Software, and Services (County Funds)

Broward County, via the Enterprise Technology Services Division, is seeking to secure a contract with a Cisco authorized vendor, to provide hardware, software, and services for Enterprise Technology Services Division and the Fort Lauderdale–Hollywood International Airport. This solicitation is opened only to Cisco Authorized Manufacturer’s Distributors certified as “Gold Level Integrator Partner Provider” for Cisco product line. The vendor must remain at Gold Level throughout the contract term.

Currently there is an insufficient number of CBE firms that can provide the required commodity as a Gold Level Partner Provider. Therefore, consistent with the Broward County Business Opportunity Act, as amended, Sec. 1-81.3(a)(1), no CBE goal is applicable for this project. According to Sec. 1-81.10(a)(1) of the Act, if a responsive, responsible bid is received from a certified CBE firm that is within ten percent (10%) of the lowest bid received from a non-CBE firm, the CBE shall be offered the opportunity to match the lowest bid. Similarly, Per Sec. 1-81.10(a)(2) if a non-CBE firm is the highest-ranked firm, and a responsive, responsible CBE firm receives a score that is within five percent (5%) of the score obtained by the non-CBE firm, the highest-ranked responsive, responsible CBE proposer shall be considered the highest-ranked proposer and shall have the opportunity to proceed to negotiations with the County for award of the contract.

Eligibility for the CBE program is based on economic/size standards; the program does not utilize race or gender criteria for either certification or goal methodology purposes. The above assignment is based on our examination of the scope of work and cost estimate as submitted to the Office of Economic and Small Business Development by the Using Agency.

This contract is not subject to the Broward County Workforce Investment Program.

This contract is not subject to the Broward County Construction Apprenticeship Program.

No CBE Goal Memorandum for Cisco Hardware, Software, and Services (County Funds)

If you have any concerns regarding available subcontracting opportunities, please contact our office at (954) 357-6400.

cc: Olga Sheyner, Small Business Development Specialist, OESBD