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From: **Jones, Dana** <djones@sentinel.com>

Date: Tue, Aug 7, 2012 at 11:58 AM

Subject: RE: ASA

To: "clinee@a2schools.org" <clinee@a2schools.org>, "Hoisington, Karina" <khoising@sentinel.com>

Ed,

The following are the requirements for using WSCA for Cisco purchases.

1. AAPS must be registered to the MI-DEAL site (www.michigan.gov/mideal)
2. Purchase Order must have the following information:
 - a. Michigan Participating Addendum Number: **071B2200102**
 - b. WSCA Master Agreement Number: **AR-233**
 - c. Date and Number of Purchase Order
 - d. Authorized Purchaser's Contact Name
 - e. Authorized Purchaser's Agency Name
 - f. Authorized Purchaser's Physical Address
 - g. Authorized Purchaser's Phone Number

That is all that is required. Sentinel tracks all WSCA deals and reports purchases each quarter to WSCA directly so AAPS does not have to do anything except the two items above when using the contract.

Let me know if you have any other questions or need any further information.

Thanks,

Dana Jones

General Manager / Michigan Operations



APPENDIX A

Customer Name: Ann Arbor Public Schools

Street Address: 2555 South State Street

City, State, Zip: Ann Arbor, MI 48104

The Agreement referenced below by and between Sentinel Technologies, Inc., (Contractor) with principal offices at 2550 Warrenville Road, Downers Grove, Illinois 60515, and Ann Arbor Public Schools (Customer) with principal offices at 2555 South State Street, Ann Arbor, MI 48104 is hereby amended to include the following:

Commencement Date

Agreement No.

Addendum No. 077

Scope of Work

ASA 5500 Series Firewall/VPN Standard Services

1. Rack mount, cable connections, power up ASA
2. Initial setup of basic IP parameters
3. Upgrade ASA to recommended software release
4. Enablement & configuration of up to 3 LAN interfaces (outside, inside, DMZ)
5. Migration of existing firewall rules
6. Configuration for user authentication groups
7. Cutover & verification testing that all interfaces, including basic user-based IPsec and/or SSL remote access, work properly over existing internet and LAN facilities
8. Installation of Active Security Device Manager (ASDM) on (1) customer PC
9. Hands-on knowledge transfer training of ASA features using ASDM GUI
10. Configuration file backup and storage on customer provided network location
11. BOTNET filter setup and configuration (if purchased)

Proposal Assumptions

Technical Notes

Design Validation Process: This proposal to be considered draft until Sentinel operational analysis of functional and physical requirements. Subject to change based on requirements gathering and architecture approval.

Travel Requirements: Unless specified within proposal all travel expenses and time not included. Travel time to be invoiced at pre-negotiated rates and expenses plus per diem at actual costs.

General Cabling: All sites assumed to have proper cabling in place for proposed project. Customer provided patch cables assumed.

Power: Unless specified within this proposal, Sentinel assumes all power conditioning, UPS systems and cables provided by the customer.

Rack & K/V/MS: Unless specified within this proposal, Sentinel assumes the customer will provide all required rack equipment, keyboard/monitor/video switching and other site specific installation hardware. Sentinel can provide this upon request with additional planning.

Remote Support: Sentinel's service estimate assumes remote access support through IP VPN or IP PPP connection. Without this access additional services may be occurred for optimization and tuning required pre and post installation.



Site Power: Power backup provisions are recommended. Unless noted here or within the equipment detail, Sentinel has not provided power backup analog lines, phones or cabling. There are many ways to provide this service including automatic power failure relay equipment and Sentinel can provide a recommendation and cost estimate upon request.

During Project Changes: Sentinel assumes unless noted here that the customer will patch in all equipment to the cabling plant within the facility. Sentinel can perform this connection service at an additional charge with an approved Project Change Request (PCR).

Access Point Installation Limits: Sentinel has proposed wireless access point and bridge deployment assuming the safe use of ladders for installation or tower climbing. Any use of a lift or crane will increase the deployment cost as Sentinel will pass on any rental and operator fees. Sentinel does maintain an outdoor small lift truck for some jobs and does maintain ladders for installations where an 8 foot ladder is safely sufficient to install any component of the system. In addition, for safety purposes, Sentinel cannot install any access points or related equipment in elevator shafts. Installations requiring more than an 8 foot ladder, lift truck or installation in an elevator shaft must be brought to Sentinel's attention to accommodate these special circumstances.

Pricing & Ordering Notes

Cisco Lead Times: Sentinel has assumed pricing as a direct purchase on Cisco equipment. Lead times should be expected to be 8 weeks. Should expedited equipment requirements arise there will be an additional expedite charge to source through a warehousing distribution partner.

Method of Payment: Sentinel's expectation is that the Customer will issue payment to Sentinel by means of an electronic funds transfer or company check. Alternate payment methods such as credit cards may incur an additional financing fee.

Lease Estimates: Lease estimates based on Sentinel regularly updated rate tables. Actual and final lease to be quoted upon final contracts and based on interest rates and best available financing options.

Expedite Premium Charges: Unless otherwise noted all pricing reflects a direct Cisco order and is subject to Cisco lead times. Alternate sources for product may be required to meet project timeframes and requirements. Such an expedite will be considered and offered to the customer but will require a premium price beyond this quote for each item sourced through an expedite channel. Any expedite requiring Sentinel to use a stocking warehouse distributor as opposed to a Cisco direct purchase will incur a per item premium cost above the quoted pricing to be determined based on the expedited equipment. Any promotions or trade-in value lost in an expedite transaction may also increase the cost and would be quoted as applicable prior to executing the expedite order.

CUSTOMER:
Ann Arbor Public Schools

CONTRACTOR:
Sentinel Technologies, Inc.

Signature: _____

Signature: _____

Printed Name: _____

Printed Name: _____

Title: _____

Title: _____

Date: _____

Date: _____



APPENDIX B

Customer Name: Ann Arbor Public Schools

Street Address: 2555 South State Street

City, State, Zip: Ann Arbor, MI 48104

The Agreement referenced below by and between Sentinel Technologies, Inc., (Contractor) with principal offices at 2550 Warrenville Road, Downers Grove, Illinois 60515, and Ann Arbor Public Schools (Customer) with principal offices at 2555 South State Street, Ann Arbor, MI 48104 is hereby amended to include the following:

Commencement Date _____ Agreement No. _____ Addendum No. 077

PROJECT SCHEDULE

Customer agrees to pay Contractor for services in accordance with the following schedule:

Ann Arbor Public Schools ASA 5545-X Quotes

TOTAL PROJECT

ASA 5545-X w/ IPS	70,436.00	
Professional Services	6,000.00	
	76,436.00	

** Plus applicable tax, shipping & handling*

Hardware and Software					
Part Number	Description	Qty	Special Notes	Unit	Ext. Price
ASA5545-IPS-K9	ASA 5545-X with IPS, SW, 8GE Data, 1GE Mgmt, AC, 3DES/AES	2		15,818	31,636
ASA-PWR-BLANK	ASA 5545-X/5555-X Power Slot Blank Cover	2		-	-
SF-ASA-8.6-K8	ASA 5500 Series Software Ver. 8.6 for ASA 5512X--5555X, DES	2		-	-
SF-ASAIPS64-7.1-K9	ASA 5500-X IPS Software 7.1 for IPS SSP	2		-	-
CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	2		-	-
ASA5545-IPS-SSP	ASA 5545-X IPS SSP License	2		-	-
ASA-VPN-CLNT-K9	Cisco VPN Client Software (Windows, Solaris, Linux, Mac)	2		-	-
ASA-PWR-AC	ASA 5545-X/5555-X AC Power Supply	2		-	-
ASA5500-ENCR-K9	ASA 5500 Strong Encryption License (3DES/AES)	2		-	-
ASA-ANYCONN-CSD-K9	ASA 5500 AnyConnect Client + Cisco Security Desktop Software	2		-	-
ASA-AC-E-5545	AnyConnect Essentials VPN License - ASA 5545-X (2500 Users)	2		174	348
ASA-AC-M-5545	AnyConnect Mobile - ASA 5545-X (req. Essentials or Premium)	2		174	348
L-ASA5545-BOT-1YR=	ASA 5545-X Botnet Traffic Filter Lic. for 1 Yr (eDelivery)	5		1,484	7,420
CON-SUSW-A45IPS9	IPS SIG AND SWASA 5545-X with IPS, SW, 8GE Data, 1GE M 12 mos	10		2,920	29,200
ASA-PWR-AC	ASA 5545-X/5555-X AC Power Supply	2		742	1,484
CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	2		-	-
Hardware & Software Sub-Total				70,436	

Payment Terms: Labor – Net 30, Non-labor – 50% at contract, balance upon delivery for staging or to Customer location, whichever occurs first.



For products purchased pursuant to this agreement, Contractor agrees to provide storage at no additional charge for up to 120 days. If the storage period exceeds 120 days, Customer agrees to the following: a.) Customer will be responsible to pay a commercially reasonable rate for storage of purchased products from that point forward, b.) Customer will be invoiced and will be responsible to pay the unpaid balance for any products purchased from Contractor that have not been paid in full and, c.) Ownership will transfer from Contractor to Customer.

Services are quoted at a standard rate for labor from 9:00 a.m. – 5:00 p.m. If customer requires, Contractor can perform some of these services after hours at an overtime labor rate.

Fixed Price

For the charges listed above, the Contractor shall furnish all of the materials and perform all of the work shown on the drawings and/or described in the specifications entitled Appendix A, as annexed hereto as it pertains to work to be performed at designated customer locations. Any alteration or deviation from the above specifications, including but not limited to any such alteration or deviation involving additional material and/or labor costs, will be executed only upon a written order for same, signed by Customer and Contractor, and if there is any charge for such alteration or deviation, the additional charge will be added to the contract price detailed above.

This quote is valid for 30 days from 07 / 12/ 2012

CUSTOMER:
Ann Arbor Public Schools

Signature: _____

Printed Name: _____

Title: _____

Date: _____

P.O. #: _____

CONTRACTOR:
Sentinel Technologies, Inc.

Signature: _____

Printed Name: _____

Title: _____

Date: _____