



*Quality Learning and Superior Performance for All*

## PURCHASING DEPARTMENT

136 Almon C. Hill Dr.  
Phone: 770-781-6603  
Fax: 770-888-0222

Cumming, GA 30040  
Ext. 2

March 22, 2017

Lockstep Technology Group  
4550 River Green Pkwy  
Duluth, GA 30097  
Attn: James Harden

Dear Mr. Harden:

This is to advise you that your company has been awarded a contract from our recent **BID# B17-06, Palo Alto System**. The effective date of this contract is March 22, 2017 and terminates on March 21, 2018.

This award is in accordance with the terms and conditions of the contract and with your attached pricing to remain firm for the entire contract period. FCS will choose from the options listed on the attached pricing sheet to configure a solution that will best meet our needs.

This award letter is not an official order. If you have any questions about this award, please contact Trey Tryan at 770-781-6603 or [ttryan@forsyth.k12.ga.us](mailto:ttryan@forsyth.k12.ga.us). We appreciate your interest in the Forsyth County School System and your participation in our bidding process.

Sincerely:

Brad Richardson  
Purchasing Director

cc: Tim Fleming, Director of Technology Services

Bid B17-06- Palo Alto 7080 System		Lockstep	
Part Number	Est Qty	Unit Cost	Total Cost
PAN-PA-7080-AC	2	\$72,352.94	\$144,705.88
PAN-PA-7000-20GQXM-NPC	4	\$77,176.47	\$308,705.88
PAN-PA-7000-BLNK-OSF	16	\$0.00	\$0.00
PAN-PWR-C19-US	8	\$25.00	\$200.00
PAN-QSFP-AOC-10M	2	\$1,101.18	\$2,202.36
PAN-SFP-PLUS-SR	12	\$917.65	\$11,011.80
SUBSCRIPTIONS			
Part Number	Est Qty	Unit Cost	Total Cost
PAN-PA-7080-TP-HA2	2	\$89,682.35	\$179,364.70
Alternate One Year Subscription	2	\$33,970.59	\$67,941.18
PAN-PA-7080-URL4-HA2	2	\$89,682.35	\$179,364.70
Alternate One Year Subscription	2	\$33,970.59	\$67,941.18
SUPPORT			
Part Number	Est Qty	Unit Cost	Total Cost
PAN-SVC-PREM-7080	2	\$116,800.00	\$233,600.00
Alternate One Year Support	2	\$48,666.67	\$97,333.34
OPTIONS			
Part Number	Est Qty	Unit Cost	Total Cost
PAN-APERTUREALLAPP-3YR	4500	\$26.54	\$119,430.00
Alternate One Year Security Service	4500	\$12.94	\$58,230.00
PAN-PA-7080-WF-HA2	2	\$89,682.35	\$179,364.70
Alternate One Year WildFire Subscription	2	\$33,970.59	\$67,941.18

Bid B17-06- Palo Alto 7050 System		Lockstep	
ALTERNATE PALO ALTO SYSTEM 7050			
Part Number	Est Qty	Unit Cost	Total Cost
PAN-PA-7050-AC	2	\$60,294.12	\$120,588.24
PAN-PA-7000-20GQXM-NPC	4	\$77,176.47	\$308,705.88
PAN-PA-7000-BLNK-OSF	8	\$0.00	\$0.00
PAN-PWR-C19-US	8	\$25.00	\$200.00
PAN-QSFP-AOC-10M	2	\$1,101.18	\$2,202.36
PAN-SFP-PLUS-SR			
SUBSCRIPTIONS			
Part Number	Est Qty	Unit Cost	Total Cost
PAN-PA-7050-TP-3YR-HA2	2	\$71,823.53	\$143,647.06
Alternate One Year Subscription	2	\$27,176.47	\$54,352.94
PAN-PA-7050-URL4-3YR-HA2	2	\$71,823.53	\$143,647.06
Alternate One Year Subscription			
SUPPORT			
Part Number	Est Qty	Unit Cost	Total Cost
PAN-SVC-PREM-7050-3YR	2	\$93,440.00	\$186,880.00

Alternate One Year Support			
OPTIONS			
Part Number	Est Qty	Unit Cost	Total Cost
PAN-EDU-ONSITE- 3DA- 8	1	\$11,400.00	\$11,400.00
PAN-APERTUREALLAPP- 3YR	4500	\$26.54	\$119,430.00
Alternate One Year Security Service	4500	\$12.94	\$58,230.00
PAN-PA-7050-WF-3YR-HA2	2	\$71,823.53	\$143,647.06
Alternate One Year WildFire Subscription	2	\$27,176.47	\$54,352.94