



Quality Learning and Superior Performance for All

PURCHASING DEPARTMENT

441 Canton Highway Cumming, GA 30040
Phone: 770-781-6603 Fax: 770-888-0222

January 18, 2023

Lockstep Technology Group
190 Technology Pkwy NW Ste 125
Peachtree Corners, GA 30092
Attn: James Harden

Dear Mr. Harden:

This is to advise you that your company has been awarded a contract from our **RFP# P22-20, Firewall**. The effective date of this contract is July 1, 2023 and terminates on June 30, 2028.

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. 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. We appreciate your interest in the Forsyth County School System and your participation in our bidding process.

Sincerely,

Brad Richardson
Director of Procurement Services

RFP P22-20 - Firewall

Palo Alto 7050 Dense As Specified Solution 5 Year Term – As evaluated and awarded under RFP P22-20

7050 - Dense As Specified		Price	Qty	Ext. Price
PAN-PA-7050-AC-SYS	PA-7050 Base AC Hardware Bundle. Includes AC Chassis, 4xAC power supplies, 2xFan Trays, Fan Filter, Switch Management Card, and Logging Card.	\$60,149.15	2	\$120,298.30
PAN-PA-7050-SMC-B-SYS-UPG	PA-7050, Switch Management Card, Generation II, SFP 2xMGT, SFP 2xHA-1, QSFP+/QSFP28 2xHSCI, RJ-45 serial console, micro-USB console, system bundle upgrade	\$7,240.06	2	\$14,480.12
PAN-PA-7000-LFC-A-SYS-UPG	PA-7000, Log Forwarding Card, 2 log forwarding CPUs, 2xQSFP+ service ports. A One LFC or LPC required per system, system bundle upgrade	\$4,811.08	2	\$9,622.16
PAN-PA-7000-100G-NPC-A	PA-7000, Network Processing Card with 8xSFP/SFP+, 4xQSFP+/QSFP28, auto speed sensing all ports, 32M sessions	\$86,582.39	6	\$519,494.34
PAN-PA-7000-BLNK-OSF	PA-7000 Blank card, on site FRU	\$0.00	6	\$0.00
PAN-PA-7050-ADVURL-5YR-HA2	Advanced URL Filtering Subscription, 5-year, PA-7050 HA Pair	\$312,914.83	2	\$625,829.66
PAN-PA-7050-ATP-5YR-HA2	Advanced Threat prevention subscription 5-year term for device in an HA pair, PA-7050	\$312,914.83	2	\$625,829.66
PAN-SVC-PREM-7050-5YR	Premium support 5 year term, PA-7050	\$299,997.19	2	\$599,994.38
PAN-PRA-25	Panorama central management software, 25 devices	\$4,580.97	1	\$4,580.97
PAN-SVC-PREM-PRA-25-5YR	Premium support 5 year term, Panorama 25 devices	\$7,956.18	1	\$7,956.18
PAN-PA-7050-IOT-DRDL-5YR-HA2	IOT subscription 5 year term for device in an HA pair, PA-7050, Does not Require Data Lake	\$504,098.20	2	\$1,008,196.40

7050 - Dense As Specified		Price	Qty	Ext. Price
PAN-PA-7050-DNS-5YR-HA2	DNS Security subscription 5-year term for device in an HA pair, PA-7050	\$208,609.89	2	\$417,219.78
PAN-PA-7050-WF-5YR-HA2	WildFire subscription 5-year term for device in an HA pair, PA-7050	\$208,609.89	2	\$417,219.78
PAN-PA-7050-GP-5YR-HA2	GlobalProtect subscription 5-year term for device in an HA pair, PA-7050	\$208,609.89	2	\$417,219.78
PAN-LGS-1TB-3YR	Cortex Data Lake with 1TB of storage, 3-year, includes Premium Support	\$6,516.85	20	\$130,337.00

RFP P22-20 - Firewall

Optional Services & Support

White Glove		Price	Qty	Ext. Price
LTG-SVCS-OTB-000	120 Block hours to be used for the white gloves services defined in the RFP response.	\$195.00	120	\$23,400.00
LTG-SVCS-TMP-PST	Firewall Professional Services as defined by Customer and Lockstep Technology Group. Per Hour	\$195.00	1	\$195.00
LTG-SVCS-PM-PST	Professional Project Management Services	\$125.00	1	\$125.00
		Subtotal:		\$23,720.00

Quote Summary		Amount
White Glove		\$23,720.00
Total		\$23,720.00