



College Station Independent School District

Success...each life...each day...each hour

PURCHASING OFFICE

INTER-DEPARTMENTAL MEMO

DATE: June 2, 2020
TO: Mike Martindale, Superintendent
FROM: Carmella Shafer, Director of Purchasing
SUBJECT: District-Wide Network Firewall Upgrade

As part of the district's overall Cybersecurity program, it has been identified that the existing network firewalls, supporting the entire district, need upgrading and expansion of capabilities and capacities. The Technology Department has researched and determined that Fortinet's Next-Generation Firewall provides the best solution for the district.

Based on the specifications developed, quotes were solicited and received from three vendors. Responses were received from the following vendors:

Vendor	Equip. and 1 Year Service	Equip. and 3 Year Service	Equip. and 5 Year Service	Bid/Contract No.
BorderLAN	\$54,829.00	\$96,651.00	\$128,600.00	TIPS 190302
Layer3 Communications	\$55,547.98	\$97,919.50	\$130,287.98	DIR-TSO-3972
Avinext	\$60,000.00	\$105,000.00	\$138,000.00	NCPA-01-97

Each quote has been competitively bid and meets the competitive bid requirements stipulated in Texas Government Code, Section 791.025.

It is the recommendation of Carmella Shafer, Director of Purchasing and David Hutchison, Director of Technology that the district approves the purchases of the district-wide firewall solution from BorderLAN, Price Quotation #: 2020FGDS36, 5-year option, utilizing 2015 bond funds in the amount of \$128,600.00.


Carmella Shafer, Director of Purchasing


David Hutchison, Director of Technology

BORDERLAN



Price Quotation # : 2020FGDS36

THIS QUOTE IS VALID until June 28, 2020

Contact Name: Keith Slaughter	Date: May 6, 2020
Company: College Station ISD	Terms: Total Contract payable: Net 30
Address:	Order Payment: Purchase Order / Money Order
City\State\Zip:	Installation: Via Fortigate
Phone:	Tax & Shipping: Added to Invoice
E-Mail:	BorderLAN Contact: Deena Swidler 858.752.2339 deena@borderlan.com
Notes: TIPS-USA CONTRACT: 190302	Remit To: BorderLAN Security Accounts Receivables 950 Boardwalk #300 San Marcos, CA 92078 FAX: (860) 736-8100

1-Year (12 Month) Option

QTY	SKU	Price
<u>Firewall</u>		
2	FG-1101E-BDL-950-12 FortiGate-1101E Hardware plus 1 Year 24x7 FortiCare and FortiGuard Unified (UTM) Protection	\$50,663.00
<u>Converter</u>		
1	FC-10-F11E1-189-02-12 FortiGate-1101E 1 Year FortiConverter Service for one time configuration conversion service	\$935.00
<u>FortiAnalyzer</u>		
1	FAZ-200F Centralized log & analysis appliance - 2 x GE RJ45, 4TB storage, up to 100GB/Day of logs.	\$2,194.00
1	FC-10-L200F-149-02-12 FortiAnalyzer-200F 1 Year Subscription license for the FortiGuard Indicator of Compromise (IOC).	\$439.00
1	FC-10-L200F-247-02-12 FortiAnalyzer-200F 1 Year 24x7 FortiCare Contract	\$598.00
Taxes (applicable in Texas or Tax Exempt Certificate)		TBD
Total		\$54,829.00



Price Quotation # : 2020FGDS36

THIS QUOTE IS VALID until June 28, 2020

3-Year (36 Month) Option

QTY	SKU	Price
<u>Firewall</u>		
2	FG-1101E-BDL-950-36 FortiGate-1101E Hardware plus 3 Year 24x7 FortiCare and FortiGuard Unified (UTM) Protection	\$90,579.00
<u>Converter</u>		
1	FC-10-F11E1-189-02-12 FortiGate-1101E 1 Year FortiConverter Service for one time configuration conversion service	\$935.00
<u>FortiAnalyzer</u>		
1	FAZ-200F Centralized log & analysis appliance - 2 x GE RJ45, 4TB storage, up to 100GB/Day of logs.	\$2,194.00
1	FC-10-L200F-149-02-36 FortiAnalyzer-200F 3 Year Subscription license for the FortiGuard Indicator of Compromise (IOC).	\$1,268.00
1	FC-10-L200F-247-02-36 FortiAnalyzer-200F 3 Year 24x7 FortiCare Contract	\$1,675.00
Taxes (applicable in Texas or Tax Exempt Certificate)		TBD
Total		\$96,651.00

5-Year (60 months) Option

QTY	SKU	Price
<u>Firewall</u>		
2	FG-1101E-BDL-950-60 FortiGate-1101E Hardware plus 5 Year 24x7 FortiCare and FortiGuard Unified (UTM) Protection	\$121,005.00
<u>Converter</u>		
1	FC-10-F11E1-189-02-12 FortiGate-1101E 1 Year FortiConverter Service for one time configuration conversion service	\$935.00
<u>FortiAnalyzer</u>		
1	FAZ-200F Centralized log & analysis appliance - 2 x GE RJ45, 4TB storage, up to 100GB/Day of logs.	\$2,194.00
1	FC-10-L200F-149-02-60 FortiAnalyzer-200F 5 Year Subscription license for the FortiGuard Indicator of Compromise (IOC).	\$2,034.00
1	FC-10-L200F-247-02-60 FortiAnalyzer-200F 5 Year 24x7 FortiCare Contract	\$2,432.00
Taxes (applicable in Texas or Tax Exempt Certificate)		TBD



Price Quotation # : 2020FGDS36

THIS QUOTE IS VALID until June 28, 2020

Total	\$128,600.00
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**Optional installation per hour \$150
This can be added at any time and can be billed as needed**

Renewal:

If you purchased annual renewals per firewall approximately: \$14,560 (\$29,120 for 2)

SAVINGS: With the 12 month purchase and 4 years of annual renewals the approximate cost would be \$116,480 plus \$52,390=\$168,870 versus upfront 5 year purchase is \$125,134. This is a savings of \$43,736 over the 5 year period. These prices do not include the analyzer costs.

PAYMENT TERMS: 100% of the total payment of the yearly invoice is due in Net 30 from the date of the Purchase Order. Real costs of shipping and handling will be added to the prices shown above and will be reflected on the invoice if applicable, and paid by Customer as part of the total invoice amount. If applicable, state sales tax will be added to the price of all products unless Customer provides written evidence of exemption prior to shipment

ENTIRE AGREEMENT: The terms and conditions of this Agreement are intended by the parties as the final expression of their agreement with respect to the subject matter of this Agreement, and supersede all prior discussions, representations and agreements, both oral and written. This Agreement may only be modified by means of a document, signed by both parties.

Upon signing, you agree to have BorderLAN Security invoice you for the amount listed. This is a binding order effective once signed and faxed to BorderLAN Security.

To order, fax signed copy of this agreement AND a PO to:
Sales Department: Fax # (860)736-8100

Agreed and accepted:

Customer

BorderLAN Security

By: _____
SIGNATURE

By: _____
SIGNATURE

Name: _____

Name: _____

Title: _____

Title: _____

Date: _____

Date: _____

LAYER 3 COMMUNICATIONS

6650 W. Sam Houston Pkwy N. Suite
 450
 Houston, TX 77041
 Phone: (281) 310-9800
 Fax: (866) 535-3925
sales@layer3com.com

Presented To:
 College Station Independent School
 District
 1812 Welsh Ave
 College Station, Texas 77840-4800

Date: 5/7/2020
 Valid Until: 6/6/2020
 Terms: NET 30
 FOB:

ATTN: Keith Slaughter
 979-764-5543
kslaughter@csisd.org

Contract #: DIR 3972

Submitted By: Dave Kapavik
dkapavik@layer3com.com

CSISD 1101E FortiGate

Hardware/Software

PART NUMBER	DESCRIPTION	QTY	LIST PRICE	UNIT COST	EXTENDED COST
FG-1101E-BDL-950-12	FortiGate-1101E Hardware plus 1 Year 24x7 FortiCare and FortiGuard Unified (UTM) Protection	2.00	\$ 46,200.00	\$25,664.10	\$51,328.20
FC-10-F11E1-189-02-12	FortiGate-1101E 1 Year FortiConverter Service for one time configuration conversion service	1.00	\$ 1,400.00	\$947.38	\$947.38
FAZ-200F	Centralized log & analysis appliance - 2 x GE RJ45, 4TB storage, up to 100GB/Day of logs.	1.00	\$ 4,000.00	\$2,222.00	\$2,222.00
Hardware/Software SUBTOTAL					\$54,497.58

Licenses

PART NUMBER	DESCRIPTION	QTY	LIST PRICE	TERM	TERM UOM	UNIT COST	EXTENDED COST
FC-10-L200F-149-02-12	FortiAnalyzer-200F 1 Year Subscription license for the FortiGuard Indicator of Compromise (IOC).	1.00	\$800.00	1.0000	yrs	\$444.40	\$444.40
FC-10-L200F-247-02-12	FortiAnalyzer-200F 1 Year 24x7 FortiCare Contract	1.00	\$800.00	1.0000	yrs	\$606.00	\$606.00
Licenses SUBTOTAL							\$1,050.40

Total Cost: \$55,547.98

* Total cost does not include shipping, handling, insurance and taxes where applicable. This Budgetary Quote is not a contract. It is subject to further Layer 3 Communications internal approvals and is not binding on either party.

6650 W. Sam Houston Pkwy N. Suite
 450
 Houston, TX 77041
 Phone: (281) 310-9800
 Fax: (866) 535-3925
sales@layer3com.com
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 1812 Welsh Ave
 College Station, Texas 77840-4800

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kslaughter@csisd.org

Contract #: DIR 3972

Submitted By: Dave Kapavik

dkapavik@layer3com.com

CSISD 1101E FortiGate

Hardware/Software

PART NUMBER	DESCRIPTION	QTY	LIST PRICE	TERM	TERM UOM	UNIT COST	EXTENDED COST
FG-1101E-BDL-950-36	FortiGate-1101E Hardware plus 3 Year 24x7 FortiCare and FortiGuard Unified (UTM) Protection	2.00	\$82,600.00	1.0000	3-yrs	\$45,884.30	\$91,768.60
Hardware/Software SUBTOTAL							\$91,768.60

Hardware/Software

PART NUMBER	DESCRIPTION	QTY	LIST PRICE	UNIT COST	EXTENDED COST
FC-10-F11E1-189-02-12	FortiGate-1101E 1 Year FortiConverter Service for one time configuration conversion service	1.00	\$ 1,400.00	\$947.38	\$947.38
FAZ-200F	Centralized log & analysis appliance - 2 x GE RJ45, 4TB storage, up to 100GB/Day of logs.	1.00	\$ 4,000.00	\$2,222.00	\$2,222.00
Hardware/Software SUBTOTAL					\$3,169.38

Licenses

PART NUMBER	DESCRIPTION	QTY	LIST PRICE	TERM	TERM UOM	UNIT COST	EXTENDED COST
FC-10-L200F-149-02-36	FortiAnalyzer-200F 3 Year Subscription license for the FortiGuard Indicator of Compromise (IOC).	1.00	\$2,400.00	1.0000	3-yrs	\$1,284.72	\$1,284.72
FC-10-L200F-247-02-36	FortiAnalyzer-200F 3 Year 24x7 FortiCare Contract	1.00	\$2,400.00	1.0000	3-yrs	\$1,696.80	\$1,696.80
Licenses SUBTOTAL							\$2,981.52

Total Cost: \$97,919.50

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 450
 Houston, TX 77041
 Phone: (281) 310-9800
 Fax: (866) 535-3925
sales@layer3com.com

Presented To:
 College Station Independent School
 District
 1812 Welsh Ave
 College Station, Texas 77840-4800

Date: 5/7/2020

Valid Until: 6/6/2020

Terms: NET 30

FOB:

 ATTN: Keith Slaughter
 979-764-5543
kslaughter@csisd.org

Contract #: DIR 3972

Submitted By: Dave Kapavik

dkapavik@layer3com.com

CSISD 1101E FortiGate

Hardware/Software

PART NUMBER	DESCRIPTION	QTY	LIST PRICE	TERM	TERM UOM	UNIT COST	EXTENDED COST
FG-1101E-BDL-950-60	FortiGate-1101E Hardware plus 5 Year 24x7 FortiCare and FortiGuard Unified (UTM) Protection	2.00	\$119,000.00	1.0000	5-yrs	\$61,296.90	\$122,593.80
Hardware/Software SUBTOTAL							\$122,593.80

Hardware/Software

PART NUMBER	DESCRIPTION	QTY	LIST PRICE	UNIT COST	EXTENDED COST
FC-10-F11E1-189-02-12	FortiGate-1101E 1 Year FortiConverter Service for one time configuration conversion service	1.00	\$ 1,400.00	\$947.38	\$947.38
FAZ-200F	Centralized log & analysis appliance - 2 x GE RJ45, 4TB storage, up to 100GB/Day of logs.	1.00	\$ 4,000.00	\$2,222.00	\$2,222.00
Hardware/Software SUBTOTAL					\$3,169.38

Licenses

PART NUMBER	DESCRIPTION	QTY	LIST PRICE	TERM	TERM UOM	UNIT COST	EXTENDED COST
FC-10-L200F-149-02-60	FortiAnalyzer-200F 5 Year Subscription license for the FortiGuard Indicator of Compromise (IOC).	1.00	\$4,000.00	1.0000	5-yrs	\$2,060.40	\$2,060.40
FC-10-L200F-247-02-60	FortiAnalyzer-200F 5 Year 24x7 FortiCare Contract	1.00	\$4,000.00	1.0000	5-yrs	\$2,464.40	\$2,464.40
Licenses SUBTOTAL							\$4,524.80

Total Cost: \$130,287.98

* Total cost does not include shipping, handling, insurance and taxes where applicable. This Budgetary Quote is not a contract. It is subject to further Layer 3 Communications internal approvals and is not binding on either party.

AVINEXT



AV SAVVY. NETWORK SMART.

Formerly MicroAge College Station
 The Personal Computer Store, Inc.
 1400 University Drive East - College Station, TX 77840
 Phone (979)846-9727 Fax (979)268-1017
 www.Avinext.com

Quotation

Quote #	Date
190010	05/05/20
Sales Rep	
Matthew Castillo 979-846-9727 Ext. 280 castillo@avinext.com	

For	Phones	PO #	Terms	Ship Date	Ship Via
Keith Slaughter College Station ISD 1812 Welsh Ave. College Station, TX 77840 United States	(979) 764-5543 (979) 693-1103		Net 30 days	5/12/2020	Will Call STD

	Part	Description	Qty	Price	Ext. Price
1	COMNCPA1	NCPA Technology Contract 01-97	1	\$0.00	\$0.00
2		1 YR OPTION	1	\$60,000.00	\$60,000.00
3	FG-1101E-BDL-950-1 2	(2) FORTIGATE-1101E PLUS 1YR 24X7 FC & FG UNIFIED UTM PROTECTION	2		
4	FC10-F11E1-189-02-1 2	1YR FORTIGATE-1101E FORTICONVERTER SVC FOR 1TIME CONFIG	1		
5	FAZ-200F	CENTRALIZED LOG & ANALYSIS APPL	1		
6	FC10-L200F-149-02-1 2	FORTIANALYZER-200F LICS FOR FORTIGUARD INDICATOR OF COMPROMISE	1		
7	FC10-L200F-247-02-1 2	1YR 24X7 FORTICARE CONTRACT FOR FORTIANALYZER-200F	1		
8		3 YR OPTION	1	\$105,000.00	\$105,000.00
9	FG-1101E-BDL-950-3 6	(2) FORTIGATE-1101E PLUS 3YR 24X7 FC & FG UNIFIED UTM PROTECTION	2		
10	FC10-F11E1-189-02-1 2	1YR FORTIGATE-1101E FORTICONVERTER SVC FOR 1TIME CONFIG	1		
11	FAZ-200F	CENTRALIZED LOG & ANALYSIS APPL	1		
12	FC10-L200F-149-02-3 6	3YR FORTIANALYZER-200F LICS FOR FORTIGUARD INDICATOR OF COMPROMISE	1		
13	FC10-L200F-247-02-3 6	3YR 24X7 FORTICARE CONTRACT FOR FORTIANALYZER-200F	1		
14		5 YR OPTION	1	\$138,000.00	\$138,000.00
15	FG-1101E-BDL-950-6 0	(2) FORTIGATE-1101E PLUS 5YR 24X7 FC & FG UNIFIED UTM PROTECTION	2		
16	FC10-F11E1-189-02-1 2	1YR FORTIGATE-1101E FORTICONVERTER SVC FOR 1TIME CONFIG	1		
17	FAZ-200F	CENTRALIZED LOG & ANALYSIS APPL	1		
18	FC-10-L200F-149-02-60	5YR FORTIANALYZER-200F LICS FOR FORTIGUARD INDICATOR OF COMPROMISE	1		
19	FC10-L200F-247-02-6 0	5YR 24X7 FORTICARE CONTRACT FOR FORTIANALYZER-200F	1		

Part	Description	Qty	Price	Ext. Price
			SubTotal	\$303,000.00
			Sales Tax	\$0.00
			Shipping	\$0.00
			Total	\$303,000.00

QUOTES ARE VALID FOR 30 DAYS FROM THE DATE SHOWN ABOVE. PRICES SUBJECT TO CHANGE - PRICES BASED UPON TOTAL PURCHASE - ALL DELIVERY, TRAINING OR CONSULTING SERVICES TO BE BILLED AT PUBLISHED RATES FOR EACH ACTIVITY INVOLVED - GENERALLY ALL HARDWARE COMPUTER COMPONENTS PROPOSED ABOVE ARE COVERED BY A LIMITED ONE TO THREE YEAR WARRANTY, COVERING PARTS AND LABOR ON A DEPOT BASIS - WE SPECIFICALLY DISCLAIM ANY AND ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTIES OR WITH REGARD TO ANY LICENSED PRODUCTS. WE SHALL NOT BE HELD LIABLE FOR ANY LOSS OF PROFITS, BUSINESS, GOODWILL, DATA, INTERRUPTION OF BUSINESS, INCIDENTAL OR CONSEQUENTIAL MERCHANTABILITY OR FITNESS OF PURPOSE, OR DAMAGES RELATED TO THIS AGREEMENT.