CITY OF HIGH POINT
AGENDA ITEM

Title: SD-WAN - City of High Point

From: Adam Ward, Assistant Director, Information Technology Services

Public Hearing: No

Attachments: 5S Technologies Quote

Meeting Date: July 18, 2022

Advertising Date / Advertised By:

PURPOSE:
The city needs to acquire SD-WAN (Software Defined – Wide Area Network) appliances to implement a secure efficient network overlay on top of intranet network circuits.

BACKGROUND:
Information Technology Services is recommending the City of High Point acquire Fortinet SD-WAN appliances. SD-WAN is a modern network technology, that financial institutions and other agencies which handle confidential information, use construct their networks. SD-WAN appliances use a method called overlay networking to connect remote facilities to datacenters. Overlay networking allows for efficient and secure network traffic handling. Confidential information is encrypted and transmitted back to the core for processing and non-confidental network traffic is transmitted directly to the Internet at that facility. The appliances installed at each city facility will also allow our cybersecurity team to create access controls that will prevent traffic from city facilities from accessing city resources outside of their function. Access controls will help safe guard against various cybersecurity events such as data theft or ransomeware.

BUDGET IMPACT:
The City of High Point will use existing funds in the FY 2022-23 budget to purchase Fortinet SD-WAN appliances from 5S Technologies. The purchase will occur under the North Carolina Purchasing Agreement contract 01-77. The acquision will be financed over a term of 36 months, billed annually. At the end of the lease term, the city will have the option to purchase the equipment outright or refresh the SD-WAN appliances.
Year 1 - $237,276 ($174,276 + $63,000 (one time installation cost))
Year 2 - $174,276
Year 3 - $174,276
The total cost of this acquision and installation is: $585,828.00.

RECOMMENDATION / ACTION REQUESTED:
The Department of Information Technology Services recommends approval of the contract and that the appropriate City official and/or employee be authorized to execute all necessary documents.

FORMAL BID RECOMMENDATION
REQUEST FOR COUNCIL APPROVAL

DEPARTMENT:

COUNCIL AGENDA DATE:

BID NO.: CONTRACT NO.: DATE OPENED:

DESCRIPTION:

PURPOSE:

COMMENTS:

RECOMMEND AWARD TO: AMOUNT:

JUSTIFICATION:

ACCOUNTING UNIT	ACCOUNT	ACTIVITY	CATEGORY	BUDGETED AMOUNT
TOTAL BUDGETED AMOUNT				

DEPARTMENT HEAD: DATE:

The Purchasing Division concurs with recommendation submitted by the **and recommends**
award to the lowest responsible, responsive bidder **in the amount of $** **.**

PURCHASING MANAGER:
DATE:

Approved for Submission to Council
FINANCIAL SERVICES DIRECTOR: DATE:

CITY MANAGER: DATE:

5S Technologies, LLC
121 Edinburgh South Dr.
Suite 205
Cary, NC 27511
United States

Prepared For:

Steve Lingerfelt
City of High Point
211 South Hamilton Street
High Point, NC 27260
United States

Your Account Manager:

Mike Shook
Mike.Shook@5STechnologies.com
(919)364-9400 ext 9401

Notes:

Here is the quote you requested.

Qty	Manufacturer Part #	Description	Unit Price	Ext. Price
3	FG-1800F	4 x 40GE QSFP+ slots, 12 x 25GE SFP28 /10GE SFP+ slots, 2x10GE SFP+ HA slots, 8 x GE SFP slots, 18 x GE RJ45 ports. SPU NP7 and CP9 accelerated, dual AC power supplies List Price $46,186 NCPA DNE $36,948.80	$36,948.80	$110,846.40
3	FC-10-F18HF-247-02-36	FortiGate-1800F 3 Year FortiCare Premium Support List Price $27,711.60 NCPA DNE $27,711.60	$27,711.60	$83,134.80
1	FC-15-CLDPS-219-02-36	FortiCloud Premium Account License 3 Year Access to advanced account and platform features. Per account license. See datasheet/online resources for included feature/license details. List Price $3,000 NCPA DNE $2,550	$2,550.00	$2,550.00
20	FN-TRAN-SFP+SR	10GE SFP+ transceiver module, short range for all systems with SFP+ and SFP/SFP+ slots List Price $118 NCPA DNE $94.40	$94.40	$1,888.00
1	FEX-101F-AM	Indoor Broadband Wireless WAN Router with 1x "Dual SIM 3G/4G LTE CAT6 M.2 Module (DL/UL=300M/50Mbps)" for North America Carriers. 5x GE WAN/LAN configurable RJ45 ports including 1x 802.3af/at POE PD port and GPS/GNSS service. List Price $600 NCPA DNE $480	$480.00	$480.00
1	FC-10-X101M-247-02-36	FortiExtender-101F-AM 3 Year FortiCare Premium Support List Price $180 NCPA DNE $180	$180.00	$180.00
1	FEX-511F	Indoor Broadband Wireless WAN Router with 1x "Dual SIM 5G Sub-6GHz M.2 Module" for North/South America and Europe Carriers. 5x GE WAN/LAN configurable RJ45 ports including 1x	$1,498.40	$1,498.40

Qty	Manufacturer Part #	Description	Unit Price	Ext. Price
		802.3at POE PD port (25.5W) and 1x SFP port. List Price $1873 NCPA DNE $1,498.40		
1	FC-10-X511F-247-02-36	FortiExtender-511F 3 Year FortiCare Premium Support List Price $561.90 NCPA DNE $561.90	$561.90	$561.90
9	FC-10-F18HF-179-02-12	FortiGate-1800F 1 Year FortiManager Cloud: Cloud-based Central Management & Orchestration Service List Price $4618.60 NCPA DNE 3,925.81	$3,925.81	$35,332.29
9	FC-10-F18HF-464-02-12	FortiGate-1800F 1 Year FortiAnalyzer Cloud with SOCaaS: Cloud-based Log Monitoring (PaaS), including IOC Service and FortiCloud SOCaaS. List Price $26,556.95 NCPA DNE $22,573.40	$22,573.40	$203,160.60
58	FG-40F-BDL-811-36	FortiGate-40F Hardware plus 3 Year FortiCare Premium and FortiGuard Enterprise Protection List Price $2,046 NCPA DNE $2046.80	$2,046.80	$118,714.40
174	FC-10-0040F-179-02-12	FortiGate-40F 1 Year FortiManager Cloud: Cloud-based Central Management & Orchestration Service List Price $60 NCPA DNE $51	$51.00	$8,874.00
174	FC-10-0040F-464-02-12	FortiGate-40F 1 Year FortiAnalyzer Cloud with SOCaaS: Cloud-based Log Monitoring (PaaS), including IOC Service and FortiCloud SOCaaS. List Price $346.15 NCPA DNE $294.28	$294.28	$51,204.72
1	5S MAN SVCS	36 MONTHS 5S END TO END MANAGE - 8X5/Month SDWAN & Firewall	$0.00	$0.00
1	5S MAN SVCS	FIREWALLS i. Firewall OS & firmware upgrade review ii. Firewall OS & firmware upgrade iii. Implement new customer FW policies iv. Capacity, Performance and Availability Management v. Identify, recommend and implement changes to as agreed to. vi. Config change tracking vii. Remote monitoring of Firewall events and incidents. Non-security related viii. Management of those incidents ix. Remediation - full, with onsite hands from customer x. Service hours from 8am to 5pm Monday – Friday excluding National holidays.	$0.00	$0.00
1	5S MAN SVCS	SD-WAN i. Manage SD-WAN templates ii. Implement new customer SD-WAN rules iii. Remote monitor of SD-WAN (Availability, Performance SLA, latency, packet loss, bandwidth) xi. Incident Management & Resolution. Not hands on onsite xii. Service hours from 8am to 5pm Monday – Friday excluding National holidays.	$0.00	$0.00

Qty	Manufacturer Part #	Description	Unit Price	Ext. Price
1	5S PRO SVCS	5S Professional Services SDWAN and Firewall - One time implementation - project management - Documentation - Training - 5S and Fortinet onsite deployment - Fixed - Can add to monthly or annual contract (divide by 3 or 36)	$63,000.00	$63,000.00
1	DISCOUNT	5S Executive Discount	-$95,597.51	-$95,597.51
1	3 YR SOLUTION	Year 1: $174,276 + One time payment of $63,000 for initial install Year 2: $174,276 Year 3: $174,276	$0.00	$0.00

Payment Options:
[ ] Purchase Order
[ ] Signed Quote

Payment Terms
Net 30

SubTotal	**$585,828.00**
Tax	**$0.00**
Shipping	**$0.00**

TOTAL $585,828.00

Accepted By: _____   Accepted Date: _____