



AGENDA
GOVERNMENT OPERATIONS COMMITTEE
Thursday, May 14, 2020, – 5:30PM
Live Streamed - <https://youtu.be/Y6B2FkirpiY>

CALL TO ORDER: By Hon. Ryan Foley, Chair

MEMBERS: Legislators Tricia Kerr, Timothy Lattimore, Christopher Petrus, Paul Pinckney, Charlie Ripley, and Ben Vitale (Vice Chair)

MINUTES TO APPROVE: April 9, 2019

APPOINTMENTS: none

DEPARTMENT UPDATES FOR COMMITTEE:

Cherl Heary and Katie Lacey (Board of Elections) –

Our April operations have been carried out by a combination of office and home coverage. We have had two employees in the office during regular hours (one D & one R). As of May, we will be fully staffed at the office as the upcoming primary will necessitate in-office response.

The recent Executive Order requiring the mailing of absentee applications to all eligible voters (active & inactive) will likely require additions in temporary help to prepare & mail ballots. – Over 25,000 voters are eligible for the June 23rd primaries. The elimination of the Special Election in Senate district 50 decreased the mailing by about 10,000 voters. It also will decrease our need for inspectors on elections day and cancelled the need for an additional Presidential ballot. The increased postage costs will be eligible for covid related re-imbursement as will the increased staff for processing mail and ballot counting. We have no way to predict how many will utilize the absentee method and the early voting and regular Election Day operations remain. Estimating printing needs is a challenge. The entire process is subject to change as the state Board of Elections sends new guidelines on a weekly (daily) basis. The operable word in our department is flexibility.

Sheila Smith (Clerk of the Legislature) –

Amanda is pretty much working remotely and just coming in when needed, I am working at the office every day.

Auditing, I am still doing the auditing, checking back-up and purchases, totals and approving, as John has not started working yet. I will continue to do this as long as needed.

The Legislature Senior Citizen meeting and luncheon has been cancelled, the regular Legislature meeting will be done remotely. The Employee Recognition Luncheon is usually scheduled for the end of August or early September, we will wait and see if that can take place.

Amanda is working on the Financial Disclosure's and they will go out shortly.

Christopher Palermo (County Attorney) – no updates

Susan Dwyer (County Clerk) – no updates

**Paul Bornemann (Information Technology) –
April/May Focus**

- Teleworker Support and notebook/laptop system deployments
- 8x8 Phone system deployment finalization
 - Completed ring groups, auto attendant, call-flows for departments
 - Requested migration data for phone service from Windstream (losing carrier) 5/6
 - Replacement of desk phones 4/25-5/7
 - User training
- Munis Upgrade planning and prerequisites

- Replace high-cost single function color printers with Toshiba Multi-Function Printers, this reduces operating costs.
- Turn up Public Safety Building new internet service upgraded from 100mb to 300mb

May/June Plan

- Munis Forms and other prerequisites
- Replace desktop systems for telework/remote staff returning to office work
- 8x8 phone system advanced training and configuration as needed for staff/departments
- Consolidation of network edge equipment, increase redundancy / reliability and improve security. Moving from solutions from multiple vendors (FATPIPE, CISCO, and PALO-ALTO) to a single vendor (SOPHOS) solution. This provides us with significant improvement of proactive cyber security for all county user devices, servers and edge network systems. Functionality includes:
 - Secure site to site connections
 - Secure vendor connections
 - Secure end user connections
 - Firewall / Packet Inspection
 - Web content filtering
 - Intrusion Detection and Prevention
 - Network Failover between County Office Building and Public Safety Building

Jessica Strassle (Veterans) – no updates

RESOLUTIONS:

INFORMATION TECHNOLOGY:

5-20-GO-1 Authorizing the Chair of the Cayuga County Legislature to enter an agreement with Indrado for license fees and software maintenance of systems for Cayuga County 911.

5-20-GO Authorizing the Chair of the Cayuga County Legislature to enter into a license and maintenance agreement with SHI for Varonis Software for Cayuga County.

ADJOURNMENT: Thursday, June 11, 2020 at 5:30PM

If you have a disability and need accommodations, please call the Clerk of the Legislature's Office at 253-1308 at least 48 hours before the scheduled meeting to advise what accommodations will be necessary.

5-20-50-1

RESOLUTION NO. _____ 5/26/20

IT Auth Contract Intrado

AUTHORIZING THE CHAIR OF THE CAYUGA COUNTY LEGISLATURE TO ENTER INTO AN AGREEMENT WITH INTRADO FOR LICENSE FEES AND SOFTWARE MAINTENANCE OF SYSTEMS FOR CAYUGA COUNTY 911

BY: Hon. Ryan Foley, Chair, Government Operations
Hon. Christopher Petrus, Chair, Ways & Means

WHEREAS, the county's maintenance and support agreements with INTRADO (Intrado Life & Safety Solutions Corporation) to provide critical telephone software support for equipment associated at the Cayuga County 911 centers. These are not currently co-terminus, requiring separate agreements to be approved for each. This resolution and supporting quotation aligns maintenance and licensing agreements to co-terminate as described below,

MapFlex support services for the coverage period December 31, 2020 through December 30, 2021.

Text to 911 license fees for the period starting May 12, 2021 to co-terminate on December 30, 2021.

WHEREAS, there are sufficient monies available in the Software line of the 2020 IT budget line to fund these items prior to a planned vendor price increase after May 31st 2020; and

WHEREAS, the cost of this combined agreement with INTRADO is \$60,900; now therefore be it

RESOLVED, that the Chair of the Cayuga County Legislature is hereby authorized to enter into a contract with INTRADO based on the dates above, at a cost not to exceed \$61,000.00.

Government Operations Committee

Ways & Means Committee

Ryan Foley, Chair

Christopher Petrus, Chair

Tricia Kerr

Keith Batman

Timothy Lattimore

Elane Daly

Chris Petrus

Andy Dennison

Paul Pinckney

Ryan Foley

Charlie Ripley

Benjamin Vitale

Benjamin Vitale

Tucker Whitman

Co. Atty: 



Year 7 Maintenance Renewal

for

Cayuga County, NY

(Direct Sale)

Quote Number: 44774

Version: 4

April 10, 2020

ACCEPTED AND AGREED:

Total Purchase Amount: \$60,901.00

Customer Entity Name: Cayuga County, NY

By: _____

Name: _____

Title: _____

Date Signed: _____

By signing above, Customer acknowledges and agrees with the terms of the box checked below:

A customer purchase order is required to pay any invoice relating to this quote. Customer acknowledges that Intrado will not ship any equipment or software, or commence any services, until it has received customer's corresponding purchase order.

A customer purchase order is NOT required to pay any invoice relating to this quote. The signature above authorizes Intrado to ship, provide services, and invoice customer.

The terms and conditions available at <https://www.intrado.com/legal-privacy/terms/call-handling> as of the date of this Quote will apply to this Quote, unless the parties have entered into a separate mutually executed agreement, or Customer is purchasing under a cooperative purchasing agreement. The terms of this Quote will govern any conflict with the above-mentioned terms, and Customer's issuance of a purchase order for any or all of the items described in this Quote will constitute acknowledgement and acceptance of such terms. No additional terms in Customer's purchase order will apply. This document contains confidential and proprietary information of Intrado, and such information may not be used or disclosed without prior written consent.

Summary All Sites - 1 Year

Item	Cost
Cayuga Primary	\$38,321.00
Cayuga Backup	\$22,580.00
Total:	\$60,901.00

Year	Systems	Professional Services	Recurring Services	Maintenance Services	Totals
Year 1			\$4,536.00	\$56,365.00	\$60,901.00
Totals			\$4,536.00	\$56,365.00	\$60,901.00

Summary - 1 Year - Cayuga Primary

Item	Cost
Recurring Services	\$3,591.00
Maintenance	\$34,730.00
Total:	\$38,321.00

Year	Systems	Professional Services	Recurring Services	Maintenance Services	Totals
Year 1			\$3,591.00	\$34,730.00	\$38,321.00
Totals			\$3,591.00	\$34,730.00	\$38,321.00

Configuration Parameters - Cayuga Primary

Site Configuration

Total Positions 7 (6 full, 1 backup)

Model#	Description	Qty	List Price	Selling Price	Total
TXT29-1-1 Recurring Services					
P10062	ITS Service (Annual) Year 1	1			
ITXTARF2	TXT29-1-1 P911 Integrated Annual Recurring Fee per PSAP (5-10 Seats) Year 1	1			
				Subtotal	\$3,591.00

Software Subscription

950999/SUB1-BU	Software Sub Service - 1 Year/Position – Back Up Position Year 1	1			
950999/SUB1	Software Subscription Service - 1 Year/Position Year 1	6			
				Subtotal	\$9,150.00

Software Protection and Remote Tech Support

950999/PRO1-BU	Soft Protect and Remote Tech Support - 1 Year/Pos – Back Up Pos Year 1	1			
950999/PRO1	Software Protection and Remote Technical Support - 1 Year/Position Year 1	6			
				Subtotal	\$3,660.00

On-Site Maintenance

950999/ONS1-2-B U	On-Site Maint - 1 Year/Pos - 11 to 20 pos sys – Back Up Position Year 1	1			
950999/ONS1-2	On-Site Maintenance (1 Year), (per position / per year for 11 to 20 positions) Year 1	6			
				Subtotal	\$16,775.00

MapFlex Maintenance Services

MF-SRV-SUP	MapFlex Server Support and Maintenance Year 1	1		
			Subtotal	\$2,569.00

Hardware Protection

950999/HPMN1-B U	Hardware Protect Multi-Node System - 1 Year/Pos – Back Up Position Year 1	1		
950999/HPMN1	Hardware Protection Multi-Node System - 1 Year/Position Year 1	6		
			Subtotal	\$2,135.00

Antivirus Recurring Fees

914143	Symantec EndPoint Protection Manager (EPM) - 1 year Year 1	7		
			Subtotal	\$441.00

PowerOps Maint Services

E10643	PowerOps Maintenance Year 1	1		
			Subtotal	\$0.00

Total **\$38,321.00**

Summary - 1 Year - Cayuga Backup

Item	Cost
Recurring Services	\$945.00
Maintenance	\$21,635.00
Total:	\$22,580.00

Year	Systems	Professional Services	Recurring Services	Maintenance Services	Totals
Year 1			\$945.00	\$21,635.00	\$22,580.00
Totals			\$945.00	\$21,635.00	\$22,580.00

Configuration Parameters - Cayuga Backup

Site Configuration

Total Positions 5 (4 full, 1 backup)

Model#	Description	Qty	List Price	Selling Price	Total
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TXT29-1-1 Recurring Services

ITXTARF1	TXT29-1-1 P911 Integrated Annual Recurring Fee per PSAP (1-4 Seats) Year 1	1			
				Subtotal	\$945.00

Software Subscription

950999/SUB1-BU	Software Sub Service - 1 Year/Position – Back Up Position Year 1	1			
950999/SUB1	Software Subscription Service - 1 Year/Position Year 1	4			
				Subtotal	\$6,150.00

Software Protection and Remote Tech Support

950999/PRO1-BU	Soft Protect and Remote Tech Support - 1 Year/Pos – Back Up Pos Year 1	1			
950999/PRO1	Software Protection and Remote Technical Support - 1 Year/Position Year 1	4			
				Subtotal	\$2,460.00

On-Site Maintenance

950999/ONS1-2-B U	On-Site Maint - 1 Year/Pos - 11 to 20 pos sys – Back Up Position Year 1	1			
950999/ONS1-2	On-Site Maintenance (1 Year), (per position / per year for 11 to 20 positions) Year 1	4			
				Subtotal	\$11,275.00

Hardware Protection

950999/HPMN1-B	Hardware Protect Multi-Node	1			
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U	System - 1 Year/Pos – Back Up Position Year 1		
950999/HPMN1	Hardware Protection Multi-Node System - 1 Year/Position Year 1	4	
			Subtotal \$1,435.00

Antivirus Recurring Fees

914143	Symantec EndPoint Protection Manager (EPM) - 1 year Year 1	5	
			Subtotal \$315.00

Total \$22,580.00

Notes

- 1 This quote provides pricing of SW PRO, HW PRO, SW SUB, On-Site Maintenance Services, and MapFlex server support for the customer's maintenance service agreement for the coverage period December 31, 2020 through December 30, 2021 for the following:

Cayuga County Primary: 6 positions + 1 dark backup position.

Cayuga County Backup: 4 positions + 1 dark backup position.

Text to 911 recurring fees are quoted for the coverage period May 12, 2021 to co-terminate on December 30, 2021.

Previous quote: Q80438C

- 2 Customer to provide the following peripheral equipment, as required:

Additional Backroom Equipment Required:

Two (2) modems to ALI Database (If not using SIP)

One (1) Network Laser Printer

Amphenol cables and punch blocks

A high-speed internet-based VPN Connection for Remote Monitoring and Maintenance must be provisioned.

Additional Power IWS Equipment Required:

Each IWS position requires sufficient CAT5e/CAT6 Network Cabling (3 per position) not normally supplied by Intrado, to reach the Network Switches in the back room.

- 3 All inter-site connectivity is the responsibility of the Customer. WAN equipment, software, and connectivity to be procured, installed, and configured by the Customer

Unless otherwise specified in this quotation, routers are not included.

Two (2) connections are required between each site and the WAN.

WAN Requirements

- Layer 3 routing must be provided between all locations
 - Certified CAT5e/CAT6 between all network switches
 - Guaranteed Bandwidth for all Intrado applications
 - Low Latency (< 40ms)
 - Low Jitter (< 5ms)
 - Support for DHCP Relay/Forwarding (per RFC 1542) from all VIPER subnets to their associated primary Application Server
 - Support for QoS (Quality of Service) as needed
 - Security against intrusion and virus attack
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- Reliable links (fault tolerant) – no single point of failure may cause a Layer 3 disruption for more than four (4) seconds, multicast may not be disrupted for more than ten (10) seconds.
 - DNS Caching and forwarding from satellite sites to all VIPER Application Servers
 - Support for Multicast traffic between all subnets of a discrete VIPER system (however Multicast traffic between satellite subnets is not required).
 - Multicast traffic must not pass between separate discrete VIPER systems
 - A Dial-Up Line for Remote Monitoring and Maintenance must be provisioned.
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- 4 **Software Subscription Service** provides the customer with access to software upgrades including new features. This offering only provides for the availability of the software. Installation and training (if needed) are not included. Any required hardware or operating system changes are also not included.

Intrado will provide periodic software release bulletins to customers which announce and explain new feature releases for Intrado software. Customers may then request the new release or version from Intrado based on applicability of the release to customer's system. The customer is responsible for installation of all these releases, unless the On-Site Maintenance Service is purchased. If On-Site Maintenance has not been purchased and the customer prefers to have Intrado deploy a new release, Intrado will dispatch appropriate personnel to perform the upgrade on a mutually agreed upon date at Intrado's then current prices for such services.

- 5 **Software Protection and Remote Technical Support** is a coverage requirement with the purchase and ownership of Intrado CPE system equipment. The coverage requirement is effective after the expiration of the system warranty, but a purchase order for the service, for at least one year duration, is required at the time of any new system purchase.

Software Protection and Remote Technical Support cannot be deleted from quotes or system orders.

Once a Software Protection and Remote Technical Support service contract is established for the site during system initial purchase, all items subsequently added to the site will not require an additional contract, but the acquisition of additional positions will increase the price of the services.

- a. For sites with one year coverage contracts, the increased price will be reflected in the quote at the next contract renewal point.
- b. For sites with multi-year agreements, the customer will be required to retract the remaining years of the original purchase order and issue a new purchase order for the remaining period covering the original system and new positions.

If a contract for Software Protection and Remote Technical Support expires without renewal, causing a lapse in coverage, the customer's access to the Support Center will be discontinued and a notification of services termination will be issued. Reinstatement of the lapsed coverage will require the following from the customer:

- a) Payment in full for the lapsed period at the prevailing per-seat rate
- b) Purchase of a new maintenance agreement (one-year or five-year)
- c) System Recertification fees in the form of a Class A inspection at \$1,500.00 per day plus related travel and expense charges.

Software Protection

This offering provides for the availability of software product updates. Installation and training (if needed) are not included. Intrado will publish periodic software release bulletins to customers which announce important product updates for Intrado software. Customers may then request the new update from Intrado based on applicability of the release to customer's system. Customer is responsible for installation of all these releases, unless the On-Site Maintenance Service is purchased. If On-Site Maintenance has not been purchased and the customer prefers to have Intrado deploy a new release, Intrado will dispatch appropriate personnel to perform the upgrade on a mutually agreed upon date at Intrado's then current prices for such services.

Remote Technical Support

Support is provided by associates who specialize in the diagnosis and resolution of system performance issues. Remote Technical Support is available 24/7 through both a toll free hotline and a secure customer Internet portal. All service inquiries are tracked by a state-of-the-art CRM trouble ticket system that can be queried by customers through the online portal to obtain the most up-to-date status on their issues.

- 6** **On-site Support Services** are primarily designed to assist with issues that require system expertise in troubleshooting and restoration at the customer's location.

On-site Support Services include travel costs and time and labor related to the service incident. Also included in the service are quarterly on-site preventative and routine maintenance reviews (four per year) of the customer's Intrado system. These maintenance visits can include the installation of routine updates to software. Training, configuration changes, reprogramming and system upgrade labor are not included in this offering, but are available for purchase.

On-Site Support Services options include the designation of a technician dedicated specifically to the customer's deployment(s), or alternately a non-dedicated resource available for use with other customers. Intrado may engage third-party vendors to provide the On-Site Support Services.

- 7** **Hardware Protection Service** provides for the replacement of any non-operating Intrado provided hardware component, with the exception of monitors. This offering only provides for the replacement of the hardware item. Installation services and training (if needed) are not included. This service does not cover items where warranty has been voided due to abuse, Force Majeure or other actions.

When the Intrado Technical Support Center concludes that an item is non-operational, a fully functioning new or refurbished unit will be shipped to the customer. This unit will then become the property of the customer and will restore the functionality of the non-working item, but it may not be the exact same model as the original. The shipment of the replacement item will include a pre-printed shipping label used for the return of the nonworking item from the customer.

- 8** Intrado's fully integrated Text to 9-1-1 solution is incorporated into the Power 9-1-1 display complete with drop down text. Text messages "ring" just like 9-1-1 calls coming in and are routed under the same routing/ACD rules applied by the PSAP. Text sessions can be transferred to any enabled user on the Viper system. All wireless carriers currently enabling text messaging can be reached through this system.
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Pricing is based on the number of positions and PSAPs in the quote. The only variable cost is related to connectivity and the network engineering hours needed to configure the connectivity based upon the PSAP's requirements. Connectivity is available via the A9-1-1 ESInet or the PSAP's internet interface, which will be secured by Intrado Life & Safety Solutions Corporation.

Text is provided into the Call Handling system either via ITS or ESINet, depending on transport method used.

TXT29-1-1 services will be provided in accordance with the applicable Service Guide at <https://www.intrado.com/legal-privacy/terms/call-handling>.

PSAP billing will begin upon completion of deployment and text readiness delivery from Intrado to the PSAP. Completion is defined as the PSAP being able to accept text messages.

Billing and the term commencement for the services will begin when the Services are first made available for Customer's use, and will continue for the designated number of months as stated in this Quote.

- 9 MapFlex is a 9-1-1 call mapping application which locates incoming calls on a map display using customer GIS data and call location data received from the call handling system.

Customers are required to provide their GIS data for provisioning within MapFlex and are required to maintain their GIS data unless Intrado has been contracted to manage the data on the customer's behalf.

GIS Services Included with MapFlex Deployment

- MapFlex GIS Data Preparation services (creation or re-creation of the customer's GIS data package prior to Final Acceptance)
- Remote MapFlex Configuration services

Post-Deployment GIS Services Included Under an Active Maintenance Services Agreement

- Creation or re-creation of a GIS data package potentially required in support of software "break fix"
- Other GIS data professional services potentially required in support of a bug fix related to software

Post-Deployment GIS Services Not Included Under an Active Maintenance Services Agreement

- MapFlex GIS Data Preparation services (following the initial system setup and installation)
- MapFlex Data Update Service (one-time or recurring)

Re-creation of the GIS data package or other GIS data professional services performed in support of a MapFlex version upgrade

Terms

VENDOR NAME **Intrado Life & Safety Solutions Corporation**

Include quote number and customer EIN/Tax Identification Number on P.O.

SUBMIT P.O. ordermanagement.safetyservices@west.com

PRICING All prices are in USD
Taxes, if applicable, are extra.
Handling and Shipping charges are extra unless specified on the quote.

SHIPPING TERMS FCA (Montreal), INCOTERMS 2010

PAYMENT Per Contract

DELIVERY TBD

VALIDITY **Quote expires on October 09, 2020.**
However, part numbers beginning with Q, such as QXXXXX, constitute unique third-party components. These components, including model and price, (i) may be subject to change at any time; and (ii) are non-cancellable, non-refundable, and non-exchangeable at any time.

COPYRIGHT The information contained in this document is proprietary to Intrado Life & Safety Solutions Corp and is offered solely for the purpose of evaluation.

Revision History

Revision Level	Proposal Writer	Notes	Date Revised
1	RCRAWFORD	Original	November 26, 2019
2	RCRAWFORD	Corrected to include 10 full positions for Hardware Protection.	February 13, 2020
3	RCRAWFORD	Adding all positions to the AV count.	March 04, 2020
4	RCRAWFORD	Signature page	April 10, 2020

5-20-60-2

RESOLUTION NO. _____ 5/26/20

IT Auth Contract SHI-Varonis rev

AUTHORIZING THE CHAIR OF THE CAYUGA COUNTY LEGISLATURE TO ENTER INTO A LICENSE AND MAINTENANCE AGREEMENT WITH SHI FOR VARONIS SOFTWARE FOR CAYUGA COUNTY

BY: Hon. Ryan Foley, Chair, Government Operations
Hon. Christopher Petrus, Chair, Ways & Means

WHEREAS, the county’s current license for Varonis user compliance monitoring for HIPAA, PCI and PII compliance, is limited to documents stored on file servers and Sharepoint for up to 500 user accounts; and

WHEREAS, as part of a layered compliance and cyber security strategy to mitigate county risks, the IT department recommends renewing and expanding the licensing of Varonis to include coverage for 650 user accounts, and to include coverage for Exchange email and Network Access; and

WHEREAS, there are sufficient monies available in the software line of the 2020 IT budget to support the renewal and additional licensing; and

WHEREAS, the annual cost of a 36-month contract is \$53,646 which is \$11,000 less than an annual contract, IT recommends leveraging the reseller SHI under the OMNIA Consortium Agreement to obtain favorable pricing for VARONIS licensing described above; therefore be it

RESOLVED, that the Chair of the Cayuga County Legislature is hereby authorized to enter into a 36-month contract with VARONIS at an annual cost not to exceed \$55,000.00.

Government Operations Committee

Ways & Means Committee

Ryan Foley, Chair

Christopher Petrus, Chair

Tricia Kerr

Keith Batman

Timothy Lattimore

Elane Daly

Chris Petrus

Andy Dennison

Paul Pinckney

Ryan Foley

Charlie Ripley

Benjamin Vitale

Benjamin Vitale

Tucker Whitman

Co. Atty: 



Pricing Proposal
Quotation #: 18805356
Reference #: 4/27/2020
Created On: 4/27/2020
Valid Until: 5/31/2020

County of Cayuga

Paul Bornemann

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Inside Account Executive

Kevin Bock

290 Davidson Ave.
Somerset, NJ 08873
Phone: (732) 584-8446
Fax: (732) 564-8224
Email: kevin_bock@shii.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 501 DatAdvantage for Exchange Onprem subscription for 12 Months Varonis - Part#: DAEX-501-750OS Contract Name: Omnia Partners - IT Solutions Contract #: 2018011-02 Note: Year 1	651	\$13.45	\$8,755.95
2 501 Edge On-prem subscription for 12 Months Dell - Part#: EDGE-501-750OS Contract Name: Omnia Partners - IT Solutions Contract #: 2018011-02 Note: Year 1	651	\$8.75	\$5,696.25
3 651 DatAdvantage for Directory Services On-prem subscription for 12 Months Varonis - Part#: DADS-101-250OS Note: Year 1	151	\$21.89	\$3,305.39
4 151 DatAdvantage for Windows On-prem subscription for 12 Months Varonis - Part#: DAW-101-250OS Note: Year 1	151	\$21.89	\$3,305.39
5 151 DatAlert Suite On-prem subscription for 12 Months Varonis - Part#: DLS-101-250OS Note: Year 1	151	\$21.89	\$3,305.39
6 151 Data Classification Framework for Windows and SharePoint On-prem subscription for 12 Months Varonis - Part#: DCF-101-250OS Note: Year 1	151	\$15.76	\$2,379.76
7 1 Collector On-prem subscription for 12 Months Varonis - Part#: CL-1-5OS Contract Name: Omnia Partners - IT Solutions Contract #: 2018011-02	1	\$1,406.03	\$1,406.03

Note: Year 1

8	Perpetual Support Renewal Year 1 Varonis - Part#: NPN-VARON-PAYME-A Contract Name: Omnia Partners - IT Solutions Contract #: 2018011-02 Coverage Term: 6/23/2020 – 6/22/2021	1	\$25,202.10	\$25,202.10
9	501 DatAdvantage for Exchange Onprem subscription for 12 Months Varonis - Part#: DAEX-501-750OS Contract Name: Omnia Partners - IT Solutions Contract #: 2018011-02 Note: Year 2	651	\$13.45	\$8,755.95
10	501 Edge On-prem subscription for 12 Months Dell - Part#: EDGE-501-750OS Contract Name: Omnia Partners - IT Solutions Contract #: 2018011-02 Note: Year 2	651	\$8.75	\$5,696.25
11	651 DatAdvantage for Directory Services On-prem subscription for 12 Months Varonis - Part#: DADS-101-250OS Note: Year 2	151	\$21.89	\$3,305.39
12	151 DatAdvantage for Windows On-prem subscription for 12 Months Varonis - Part#: DAW-101-250OS Note: Year 2	151	\$21.89	\$3,305.39
13	151 DataAlert Suite On-prem subscription for 12 Months Varonis - Part#: DLS-101-250OS Note: Year 2	151	\$21.89	\$3,305.39
14	151 Data Classification Framework for Windows and SharePoint On-prem subscription for 12 Months Varonis - Part#: DCF-101-250OS Note: Year 2	151	\$15.76	\$2,379.76
15	1 Collector On-prem subscription for 12 Months Varonis - Part#: CL-1-5OS Contract Name: Omnia Partners - IT Solutions Contract #: 2018011-02 Note: Year 2	1	\$2,550.80	\$2,550.80
16	Perpetual Support Renewal Year 2 Varonis - Part#: NPN-VARON-PAYME-A Contract Name: Omnia Partners - IT Solutions Contract #: 2018011-02 Coverage Term: 6/23/2021 – 6/23/2022	1	\$25,202.10	\$25,202.10
17	501 DatAdvantage for Exchange Onprem subscription for 12 Months Varonis - Part#: DAEX-501-750OS Contract Name: Omnia Partners - IT Solutions Contract #: 2018011-02 Note: Year 3	651	\$13.45	\$8,755.95
18	501 Edge On-prem subscription for 12	651	\$8.75	\$5,696.25

Months

Dell - Part#: EDGE-501-7500S
Contract Name: Omnia Partners - IT Solutions
Contract #: 2018011-02
Note: Year 3

19	651 DatAdvantage for Directory Services On-prem subscription for 12 Months Varonis - Part#: DADS-101-2500S Note: Year 3	151	\$21.89	\$3,305.39
20	151 DatAdvantage for Windows On-prem subscription for 12 Months Varonis - Part#: DAW-101-2500S Note: Year 3	151	\$21.89	\$3,305.39
21	151 DatAlert Suite On-prem subscription for 12 Months Varonis - Part#: DLS-101-2500S Note: Year 3	151	\$21.89	\$3,305.39
22	151 Data Classification Framework for Windows and SharePoint On-prem subscription for 12 Months Varonis - Part#: DCF-101-2500S Note: Year 3	151	\$15.76	\$2,379.76
23	1 Collector On-prem subscription for 12 Months Varonis - Part#: CL-1-50S Contract Name: Omnia Partners - IT Solutions Contract #: 2018011-02 Note: Year 3	1	\$2,550.80	\$2,550.80
24	Perpetual Support Renewal Year 3 Varonis - Part#: NPN-VARON-PAYME-A Contract Name: Omnia Partners - IT Solutions Contract #: 2018011-02 Coverage Term: 6/23/2022 – 6/23/2023	1	\$25,202.10	\$25,202.10
			Total	\$162,358.32

Additional Comments

Year 1 – Add-on \$28,444.07 + Renewal 25,201.67 = Total \$53,645.75

Year 2 – Add-on \$28,444.07 + Renewal 25,201.67 = Total \$53,645.75

Year 3 – Add-on \$28,444.07 + Renewal 25,201.67 = Total \$53,645.75

Your Omnia Partners Contract Participant ID Number:

[SHI OMNIA Partners Contract](#)

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Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

Thank you for choosing SHI International Corp! The pricing offered on this quote proposal is valid through the expiration date listed above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order. For any additional information including Hardware, Software and Services Contracts, please contact an SHI Inside Sales Representative at (888) 744-4084.

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The Products offered under this proposal are resold in accordance with the SHI Online Customer Resale Terms and Conditions, unless a separate resale agreement exists between SHI and the Customer.