MEMO

TO:	Cass County Commission
FROM:	Bob Henderson, IT Director
DATE:	April 12th, 2022
SUBJECT:	SCADA Network Firewall

Dear Commissioners,

Enclosed is a quote to purchase a pair of Palo Alto Firewalls to secure our Buildings Scada Network.

Background: In 2020, the IT Director applied for and was rewarded a grant for the ND Department of Emergency Services. This grant was a cyber security grant, and our award was specifically to provide phishing training to all County Staff and provide a more secure connection for our Building networks.

Due to the unexpected change the world went in 2020, these grants were started, but not finished over the next 18 months. Since my tenure has begun, I have been able to work with ND DES to extend the deadline for these grants, which was initially December 2021, and now have until August to complete them. To date, I have successfully completed, applied for, and been reimbursed for the cost of our Phishing training software

The attached quote is for a pair of Palo Alto Firewalls from High Point Networks, the vendor whom holds the state contract. These firewalls would be installed between the Cass proper network and the buildings network, allowing us to control what can get to our HVAC/Lighting/Camera systems in a much more robust way. This design has been discussed with Buildings and Grounds, and we all came to an agreement on the plan and the direction to move forward. The quote includes three years of licensing, after which Buildings and Grounds would absorb the license fee into their budget.

This is a non-budgeted request, however will be reimbursed 100% by the DES Grant as long as meet the timelines. I have no concerns on meeting the timelines with an order going in this month, as my staff are familiar with the Palo Alto equipment we currently have.

SUGGESTED MOTION:

Approve purchase of a pair of Palo Alto Firewalls with three-year subscriptions from High Point Networks for $22,723.

Bob Henderson
Information Technology Department

HIGH POINT NETWORKS™

PA Firewall for Internal Traffic

Quote Information:

Quote #: 117565
Version: 1
Delivery Date: 03/16/2022
Expiration Date: 04/14/2022

Prepared for:

Cass County Government
Attn: Bob Henderson
211 9th St S
Fargo, ND 58103

Prepared by:

High Point Networks, LLC
Kyle Bishop
Direct: 701-499-5234
kyle@highpointnetworks.com

PA-460 HA w/ 3 Years Support

Qty	Item	Description	Price	Ext. Price
2	PAN-PA-460	Palo Alto Networks PA-460	$3,428.00	$6,856.00
2	PAN-SVC-PREM-460-3YR	PA-460, Premium support, 3 years (36 months), term.	$2,366.00	$4,732.00
2	PAN-PA-460-TP-3YR-HA2	PA-460, Threat prevention subscription, for one -1 device in an HA pair, 3 years (36 months), term.	$1,872.00	$3,744.00
2	PAN-PA-460-WF-3YR-HA2	PA-460, WildFire subscription, for one -1 device in an HA pair, 3 years (36 months), term.	$1,872.00	$3,744.00
1	PAN-PA-460-IOT-3YR-HA2	PA-460, IoT subscription, for one (1) device in an HA pair, 3 years (36 months), term.	$3,272.00	$3,272.00
1	PAN-SFP-PLUS-CU-5M	SFP+ form factor, 10Gb direct attach twin-ax passive cable with 2 transceiver ends and 5m of cable permanently bonded as an assembly, IEEE 802.3ae 10GBASE-CR compliant	$375.00	$375.00

Subtotal: $22,723.00

PA-460 HA w/ 5 Years Support   *Optional Items

Qty	Item	Description	Price	Ext. Price
2	PAN-PA-460	Palo Alto Networks PA-460	$3,428.00	$6,856.00
2	PAN-SVC-PREM-460-5YR	PA-460, Premium support, 5 years (60 months), term.	$3,943.00	$7,886.00
2	PAN-PA-460-TP-5YR-HA2	PA-460, Threat prevention subscription, for one -1 device in an HA pair, 5 years (60 months), term.	$3,120.00	$6,240.00
2	PAN-PA-460-WF-5YR-HA2	PA-460, WildFire subscription, for one (1) device in an HA pair, 5 years (60 months), term.	$3,120.00	$6,240.00
1	PAN-SFP-PLUS-CU-5M	SFP+ form factor, 10Gb direct attach twin-ax passive cable with 2 transceiver ends and 5m of cable permanently bonded as an assembly, IEEE 802.3ae 10GBASE-CR compliant	$375.00	$375.00

*Optional Amount: $27,597.00

Quote Summary

Description	Amount
PA-460 HA w/ 3 Years Support	$22,723.00

Total: $22,723.00

HIGH POINT NETWORKS™

PA Firewall for Internal Traffic

*Optional Items

Description	Amount
PA-460 HA w/ 5 Years Support	$27,597.00

Optional Subtotal: $27,597.00

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Signature   Date