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MEMO

TO: Cass County Commission  
FROM: Bob Henderson, IT Director  
DATE: 3/2/2023  
SUBJECT: 2023 IJA Cyber Security Grant Award

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Dear Commissioners,

In our March 6<sup>th</sup>, 2023 meeting, you approved accepting the award of **\$170,000** in grant funds from the IJA Cyber Security grant. These funds have now become available for usage, and we would like to move forward with purchasing equipment utilizing them.

The attached proposal from High Point Networks is for a pair of Palo Alto PA-1420 firewalls, needed accessories, and **36 months** of security subscription services for both units. These devices will be used to provide a highly available, redundant edge connection for the Counties network.

**Ongoing costs** for the units, after our subscription expires in 36 months, are as follows

**(ALL COSTS IN TODAY'S DOLLARS, SUBJECT TO CHANGE)**

Core Security Subscription Bundle : \$11,282 each = \$22,565.33/year

Global Protect VPN bundle for HA: \$2,605.67 each = \$5,211.33/year

Premium Support: \$3420 each = \$6,840/year

Subtotal: **\$34,616 yearly**

Currently, we pay the state of North Dakota **\$3,000/month** for a managed firewall service, for a total of **\$36,000/year**. This system does not provide redundancy nor is highly available. Adding a secondary device to meet those needs is estimated to be at a cost of **\$43,380** one time fee, with an additional **\$5,370** added to our monthly cost, bringing us to a total of **\$8,370/month** or **\$100,440/year**.

After the system is deployed and project is completed, we would be reimbursed for 90% of the costs by NDDDES, with 10% being a local match. This match can be paid for out of existing funds with no budgetary impact.

**Pending approval by ND Legislature**, the state of ND may be paying the 10% match for all approved entities this year after June 1.

**SUGGESTED MOTION:**

**Authorize the IT Director to purchase 2 Palo Alto Firewalls as presented with county funds, to be reimbursed after project completion by ND DES at a rate of at least 90%.**

Bob Henderson  
Information Technology Department

### 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-1420 w/ 3YR

Qty	Item	Description	Price	Ext. Price
2	PAN-PA-1420	Palo Alto Networks PA-1420	\$14,056.00	\$28,112.00
2	PAN-PWR-450W-AC	PA-3400,PA-1400 450W spare power supply	\$1,169.00	\$2,338.00
2	PAN-PA-1420-BND-CORESEC-3YR	PA-1420, Core Security Subscription Bundle (Advanced Threat Prevention, Advanced URL Filtering, Advanced Wildfire, DNS Security and SD-WAN Promo), 3 years (36 months) term	\$33,848.00	\$67,696.00
2	PAN-PA-1420-GP-3YR-HA2	PA-1420, GlobalProtect subscription, for one (1) device in an HA pair, 3 years (36 months) term.	\$7,817.00	\$15,634.00
2	PAN-SVC-PREM-1420-3YR	PA-1420, Premium support, 3 years (36 months) term.	\$10,260.00	\$20,520.00
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	\$392.00	\$392.00

**Subtotal:** \$134,692.00

## Quote Summary

Description	Amount
PA-1420 w/ 3YR	\$134,692.00

**Total:** \$134,692.00

For questions related to your quotation, please contact us using the information above. By signing below, the undersigned accepts High Point Networks Master Service Agreement and represents that he or she is authorized to execute the agreement on behalf of the customer. Acceptance of the quote online is considered acceptance of an offer and binding. All quotes are subject to shipping costs that may not be listed on the quote. Prices quoted are valid for 30 days from Quotation Date. Limitation of Liability for Consequential Damages. High Point Networks, LLC shall not be liable for any indirect, incidental, consequential, exemplary, or punitive damages of any kind or nature. Orders will be invoiced when shipped. Orders may be partial invoiced as items ship and thus there may be multiple invoices per order. "Projects" will be invoiced in the same method. Professional services may be progress billed over the term of the project. All licensing and subscription orders will be invoiced immediately upon customer approval. Payment for all orders are due in 30 days subject to credit approval. Credit card usage as a form of payment may be accepted on pre-approval basis and may be subject to a convenience fee. "Optional" items on the above quote are not included in the total pricing at the bottom of the quote. This offer to sell the listed products is subject to product availability and High Point Networks standard terms and condition and prices are subject to change without notice. Please consult your Account Representative prior to placing an order for timely, updated pricing. High Point Networks reserves the right to adjust pricing based on any error or omission. Note: Once product is ordered and shipped there is NO right of return and may be subject to a restocking fee. Orders can be subject to extreme product delays. Product cannot be returned if ordered in error. Product cannot be returned if next generation product has been released.

**Quote Information:**

Quote #: 125092

Version: 2

Delivery Date: 04/05/2023

Expiration Date: 05/03/2023

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Signature

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Date