

**ARLINGTON COUNTY, VIRGINIA  
OFFICE OF THE PURCHASING AGENT  
2100 CLARENDON BOULEVARD, SUITE 500  
ARLINGTON, VIRGINIA 22201**

**CONTRACT RENEWAL**

<b>TO:</b> Presidio Networked Solutions LLC	ORIGINAL DATE ISSUED:	April 26, 2019
8161 Maple Lawn Blvd. Suite 150	CONTRACT NO:	19-247-ITB
Fulton, MD 20759	CONTRACT TITLE:	Palo Alto Products and Services

**THIS IS A NOTICE OF RENEWAL AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.**

The contract documents consist of the terms and conditions of AGREEMENT No. 19-247-ITB including any attachments or amendments thereto.

**EFFECTIVE DATE:** July 1, 2021

**EXPIRES:** June 30, 2022

**RENEWALS:** THIS IS THE SECOND YEAR RENEWAL OF A POSSIBLE FIVE YEAR CONTRACT TO END IN 2024.

**COMMODITY CODE(S):** 20464, 20491, 20664, 20687, 20890, 83833, 92037

**EMPLOYEES NOT TO BENEFIT:**

**NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.**

<b><u>VENDOR CONTACT:</u></b> Patrick McManaman	<b><u>VENDOR TEL. NO.:</u></b>	<b><u>(202) 237-2822</u></b>
<b><u>EMAIL ADDRESS:</u></b> <a href="mailto:pmcmanaman@presidio.com">pmcmanaman@presidio.com</a>		
<b><u>COUNTY CONTACT:</u></b> Ishai Trani, DTS-Technology Services	<b><u>COUNTY TEL. NO.:</u></b>	<b><u>(703) 228-3408</u></b>
<b><u>COUNTY CONTACT EMAIL:</u></b> <a href="mailto:itrani@arlingtonva.us">itrani@arlingtonva.us</a>		

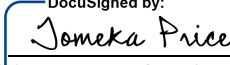
**CONTRACT AUTHORIZATION**

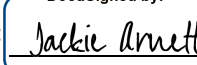
THE COUNTY BOARD OF ARLINGTON  
COUNTY, VIRGINIA

PRESIDIO NETWORKED SOLUTIONS LLC

PRINT: TOMEKA PRICE

PRINT: Jackie Arnett

SIGNATURE:   
TITLE: PROCUREMENT OFFICER  
DATE: 2/16/2021

SIGNATURE:   
TITLE: Executive Director Contracts  
DATE: 2/16/2021

**ARLINGTON COUNTY, VIRGINIA****INVITATION TO BID NO. 19-247-ITB**REVISED BID FORM, dated May 10, 2019

**SUBMIT: ONE (1) FULLY-COMPLETED AND SIGNED BID FORM WITH ORIGINAL LONGHAND SIGNATURE; AND ONE (1) COPY OF THE BID FORM ON A USB FLASH-DRIVE LABELED AS "19-247-ITB, PALO ALTO".**

BIDS WILL BE OPENED AT 1:00 P.M., ON MAY 20, 2019

FOR PROVIDING PALO ALTO PRODUCTS AND SERVICES PER THE TERMS, CONDITIONS AND SPECIFICATIONS OF THIS SOLICITATION.

**1. Discounts off Palo Alto Catalog per Category:**

Each Palo Alto Product/Service must be individually priced. Each bidder's discount % listed in the bid form must be applied to the designated Index Price and the discounted unit price entered into the table(s) below.

Categories of Discount	% Discount off List	Identification of published price list to include link
Hardware	37%	list price enclosed
Software Subscriptions	37%	list price enclosed
Services	7%	list price enclosed
Education/Training	7%	list price enclosed
Support	7%	list price enclosed

**2. Authorized Reseller Service level agreement:**

Please provide Service Level Agreements below. Examples provided in shaded areas.

Performance Standard	Measurement	Unit of Measure	% Level	Service Price	Remedy
(Example) Answer time	All calls in 30 seconds	Monthly	98%	100%	\$1000/1%
(Example) Time to process order	All orders received by 14:00 hrs. are processed that day	Monthly	98%	N/A	\$1000/1%
(Example) Time to respond on-site to customer request for service	All service requests logged by 13:00 hrs. are dispatched to service technician for servicing that day	Monthly	95%	100%	\$1000/1%
Answer time	calls during business hrs. returned in 2 hrs	annually	> 95%	N/A	N/A
Time to order process	1 business day	annually	> 95%	N/A	N/A
On-site response (if subscribed)	4 hrs	annually	> 95%	N/A	N/A

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**3. Project Based: Palo Alto Items:**

Delivery shall be no later than thirty (30) days following the issuance of a Purchase Order by the County for Hardware. Delivery shall be no later than fifteen (15) days following the issuance of a Purchase Order by the County for Software Subscriptions, Virtual Hardware, and Services.

Part number	Description	Discounted unit price (\$) from part 1	Estimated Quantity	Contract Price Extended Total
PAN-PRA-25	Panorama Centralized Management Software for up to 25 devices	\$ 6,300. <sup>00</sup>	1	\$ 6,300. <sup>00</sup>
PAN-SVC-PREM-PARA-25	Premium support for 1 year for Panorama Centralized Management Software for up to 25 devices	\$ 1,488. <sup>00</sup>	1	\$ 1,488. <sup>00</sup>
PAN-PA-500-2GB	Palo Alto Networks PA-500 Firewall 2GB Memory	\$ end of sale	1	\$ N/A
PAN-PA-3060	Palo Alto Networks PA-3060 security appliance	\$ end of sale	1	\$ N/A
PAN-PA-5220	Palo Alto Networks PA-5220 security appliance	\$ 31,500. <sup>00</sup>	2	\$ 63,000. <sup>00</sup>
PAN-PA-820	Palo Alto Networks PA-820 security appliance	\$ 2,835. <sup>00</sup>	1	\$ 2,835. <sup>00</sup>
PAN-SFP-LX	SFP LX Fiber Optic Transceiver for Palo Alto Networks Firewalls	\$ 630. <sup>00</sup>	1	\$ 630. <sup>00</sup>
PAN-SFP-SX	SFP SX Fiber Optic Transceiver for Palo Alto Networks Firewalls	\$ 315. <sup>00</sup>	1	\$ 315. <sup>00</sup>
PAN-SFP-PLUS-LR	SFP+ LR 10gigE Fiber Optic Transceiver for Palo Alto Networks Firewalls	\$ 1,260. <sup>00</sup>	1	\$ 1,260. <sup>00</sup>
PAN-SFP-PLUS-SR	SFP+ SR 10gigE Fiber Optic Transceiver for Palo Alto Networks Firewalls	\$ 945. <sup>00</sup>	1	\$ 945. <sup>00</sup>
PAN-SVC-PREM-5050-R Serial # - 007801000889 43261986	Premium support renewal for Palo Alto Networks 5050 Firewall Hardware	\$ 10,638. <sup>60</sup>	2	\$ 21,277. <sup>20</sup>
PAN-PA-5220-URL4-HA2	PANDB URL Filtering subscription for Palo Alto 5220 Firewall	\$ 4,410. <sup>00</sup>	2	\$ 8,820. <sup>00</sup>
PAN-PA-5220-TP-HA2	Threat prevention subscription for device in HA Pair for Palo Alto 5220 Firewall	\$ 4,410. <sup>00</sup>	2	\$ 8,820. <sup>00</sup>
PAN-SVC-PREM-5220	Premium support for Palo	\$ 7,440. <sup>00</sup>	2	\$ 7,440. <sup>00</sup>

	Alto Networks 5220 Firewall Hardware			
PAN-PA-5050-URL4-HA2-R 75760418	PANDB URL Filtering subscription for Palo Alto 5050 Firewall	\$ 9,309.30	2	\$ 18,618.60
PAN-PA-5050-TP-HA2-R 32016179	Threat prevention subscription for device in an HA Pair for Palo Alto Networks 5050 Firewall	\$ 9,309.30	2	\$ 18,618.60
PAN-PA-3060-BND-LAB4-R Serial # - 010401003420 96044893 17322023	Lab until Bundle subscription (to include Threat prevention, PANDB URL Filtering database, Global Protect Portal and Gateway, WildFire, 5 virtual system licenses, and standard support)	\$ 3,419.54	2	\$ 6,839.08
Grand Total of Project Based: Palo Alto Items				\$ 167,206.48

The County reserves the right to add, delete, or adjust quantities as deemed necessary by the County.

THE FULL LEGAL NAME OF THE ENTITY SUBMITTING THIS BID MUST BE WRITTEN IN THE SPACE BELOW. THIS BID FORM AND ALL OTHER DOCUMENTS THAT REQUIRE A SIGNATURE MUST BE FULLY AND ACCURATELY COMPLETED AND SIGNED BY A PERSON WHO IS AUTHORIZED TO BIND THE BIDDER, OR THE BID MAY BE REJECTED:

SUBMITTED BY:

(legal name of entity)

Presidio Networked Solutions LLC

AUTHORIZED SIGNATURE:

Trina Dennis-Carlson

PRINT NAME AND TITLE:

Trina Dennis-Carlson, Director of Government Contracts

ADDRESS:

8161 Maple Lawn Blvd, Suite 150

CITY/STATE/ZIP:

Fulton, MD 20759

TELEPHONE NO.:

(301) 623-1872

E-MAIL

ADDRESS:

tdennis-carlson@presidio.com

THIS ENTITY IS INCORPORATED  
IN:

Florida

THIS ENTITY IS A:

(check the applicable  
option)

CORPORATION ☐

LIMITED PARTNERSHIP ☐

GENERAL PARTNERSHIP ☐

UNINCORPORATED  
ASSOCIATION ☐

LIMITED LIABILITY COMPANY ☒

SOLE PROPRIETORSHIP ☐

**IS BIDDER AUTHORIZED TO TRANSACT BUSINESS IN THE COMMONWEALTH OF VIRGINIA?**

YES ☒ NO ☐

**IDENTIFICATION NO. ISSUED TO THE ENTITY BY THE SCC:**

*Any Bidder exempt from Virginia State Corporation Commission (SCC) authorization requirement must include a statement with its bid explaining why it is not required to be so authorized.*

**IS YOUR FIRM OR ANY OF ITS PRINCIPALS CURRENTLY DEBARRED FROM SUBMITTING BIDS TO ARLINGTON COUNTY, VIRGINIA, OR ANY OTHER STATE OR POLITICAL SUBDIVISION?**

YES ☐ NO ☒

**BIDDER STATUS:** MINORITY OWNED: ☐ WOMAN OWNED: ☐ NEITHER: ☒

THE UNDERSIGNED UNDERSTANDS AND ACKNOWLEDGES THE FOLLOWING:

THE OFFICIAL COPY OF THE SOLICITATION DOCUMENTS, WHICH INCLUDES ANY ADDENDA, IS THE ELECTRONIC COPY THAT IS AVAILABLE FROM THE COMMONWEALTH OF VIRGINIA'S eVA WEBSITE AT: [HTTP://WWW.EVA.VIRGINIA.GOV](http://www.eva.virginia.gov).

POTENTIAL BIDDERS ARE RESPONSIBLE FOR DETERMINING THE ACCURACY AND COMPLETENESS OF ALL SOLICITATION DOCUMENTS THEY RECEIVE FROM ANY SOURCE, INCLUDING THE COUNTY.

**MINIMUM BIDDER QUALIFICATIONS:**

- Proof of 5 continuous years of experience reselling Palo Alto products and services. The experience shall be work of similar size and scope and maintenance.
- List of 3 reference companies and/or municipalities, with contact information, where similar jobs have been performed
- The Bidder certifies that they meet the following qualification and certification requirement and submit certificate and/or license at the time of submission of bids.

X Yes or        No

➤ Authorized Palo Alto "Next Wave" Channel Partner

The undersigned acknowledges receipt of the following Addenda:

ADDENDUM NO. 1	DATE: <u>May 20</u>	INITIAL: <u>PM</u>
ADDENDUM NO. 2	DATE: <u>May 20</u>	INITIAL: <u>PM</u>
ADDENDUM NO. 3	DATE: <u>          </u>	INITIAL: <u>          </u>

**TRADE SECRETS OR PROPRIETARY INFORMATION:**

Trade secrets or proprietary information submitted by a Bidder in connection with a procurement transaction will not be subject to public disclosure under the Virginia Freedom of Information Act. Pursuant to Section 4-111 of the Arlington County Purchasing Resolution, however, a Bidder seeking to protect submitted data or materials from disclosure must, before or upon submission of the data or materials, identify the data or materials to be protected and state the reasons why protection is necessary.