

Requisition

Req # 00125761

PO #

Date: 01/24/08

*Regular
7710
2/6/08*

Bill To: x
x

Vendor : 327913
CALENCE LLC
1560 WEST FOUNTAINHEAD PARKWAY
2ND FLOOR
TEMPE AZ 85282
FAX (480)212-7400

Ship To: INFORMATION TECHNOLOGY DEPARTMENT
100 N. CLOSNER, 1ST FL
EDINBURG TX 78539

Contact: EDNA KIRBY
956-292-7010

Contract No: DIR-SDD-236

Special Instructions:

QUANTITY	UOM	DESCRIPTION	UNIT PRICE	AMOUNT
		COUNTY WIDE - QUOTE NUMBER 121107TF-1 DO NOT DUPLICATE ORDER		
1	EACH	NAC Appliance 3390 Manager - max 40 Servers	21,834.40	21,834.40
1	EACH	SMARTNET 8X5XNBD NAC Appliance 3390 M	3,556.00	3,556.00
4	EACH	NAC Appliance 3310 Server - max 250 users	8,394.40	33,577.60
4	EACH	SMARTNET 8X5XNBD NAC Appliance 3310 S	1,367.20	5,468.80
1	EACH	Installation and configuration of quoted equipment	14,580.00	14,580.00
		Account No _____	Encumbrance	
		8-1100-415-00-200-002-0-745	79,016.80	
			Freight	.00
			Total	79,016.80
		REPORT ROAD HAZARDS 1-866-HCR-SAFE OR 1-866-427-7233 <i>Security App. for Network.</i> <i>She will be send Backup + info.</i> <i>wd what is for</i>		

Authorized By: _____

County wide

Attn: Elena

CALENCE™

Putting your network to work.™

Go DIRECT

DRI Contract Number: DR1-800-528

Address:
 1130 Rutherford Lane
 Bldg 2, Suite 200
 Austin, Texas 78753
 Order Phone: 800-368-9130
 Order Fax: 512-491-0480

Security network

REQ. 125761

Qty	Part No.	Description	List	Cost	Extended
1	NAC2GR-40-K8	NAC Appliance 3360 Manager -max 40 Servers	\$ 38,990.00	\$ 21,834.40	\$ 21,834.40
2	CAB-AC	Power Cord 110V	\$ -	\$ -	\$ -
1	CON-SMT-NAC240	SMARTNET 8000000 NAC Appliance 3360 M	\$ 4,445.00	\$ 3,556.00	\$ 3,556.00
4	NAC31B-250-K8	NAC Appliance 3316 Server -max 250 users	\$ 14,990.00	\$ 8,364.40	\$ 33,577.60
4	CAB-AC	Power Cord 110V	\$ -	\$ -	\$ -
4	CON-SMT-NAC260	SMARTNET 8000000 NAC Appliance 3316 S	\$ 1,706.00	\$ 1,567.20	\$ 4,485.60
1	ProServices	Installation and configuration of quoted equipment Lead time 16-14 days.	NA	\$ 14,580.00	\$ 14,580.00

NOTE: ALL Order Forms MUST BE COMPLETELY FILLED OUT AND SUBMITTED WITH ASSIGNED PURCHASE ORDER or Order will be delayed...

DRI Contract Number: DR1-800-528 TOTAL FOR THIS ORDER: \$ 79,016.00
 Vendor Contact: Tim Fain - (512) 991-2826 - timothy.fain@calence.com QUOTE NUMBER: 121107TF-1

Ship To:
 Name:
 County of Hidalgo
 PO Box:
 Phone:

Calence Mexico Tel:


 Phone:
 Quote Date: 12/11/2007

Customer E-Mail Address: renan@co.hidalgo.tx.us

745 ✓

OK *for it*
 1-23-08

Edna: Do this



C.W.
 ACCT.

Attn. Edna Kirby
 FAX: 318-9899

Req #
125761

Matilde Faz

From: Edna Kirby [edna.kirby@co.hidalgo.tx.us]
Sent: Wednesday, January 30, 2008 8:14 AM
To: matilde.faz@co.hidalgo.tx.us
Subject: FW: Cisco Clean Access info (aka Cisco Network Access Control)
Importance: High

Ms. Maty,

The following information is for Req. #125761 (Calence).

Edna Kirby

From: Renan Ramirez [mailto:renan@co.hidalgo.tx.us]
Sent: Tuesday, January 29, 2008 5:05 PM
To: edna.kirby@co.hidalgo.tx.us
Subject: FW: Cisco Clean Access info (aka Cisco Network Access Control)
Importance: High

What a NAC does:

THIS APPLIANCE WILL SERVICE the entire county network, which now hosts over 2000 nodes.

Cisco NAC Appliance extends NAC to all network access methods, including access through local area networks (LANs), remote-access gateways, and wireless access points. Cisco NAC Appliance also supports posture assessment for guest users.

When deployed, Cisco NAC Appliance provides the following benefits:

- Recognizes users, their devices, and their roles in the network. This first step occurs at the point of authentication, before malicious code can cause damage.
- Evaluates whether machines are compliant with security policies. Security policies can include specific antivirus or antispyware software, OS updates, or patches. Cisco NAC Appliance supports policies that vary by user type, device type, or operating system.
- Enforces security policies by blocking, isolating, and repairing noncompliant machines.

Noncompliant machines are redirected into a quarantine area, where remediation occurs at the discretion of the administrator.

Thanks!

=====

Renan Ramirez

CIO

IT Department / Hidalgo County, Texas

956-292-7010 x.6011

www.co.hidalgo.tx.us

Reg.
125761

From: Perez, Oscar [mailto:Oscar.Perez@Calence.com]
Sent: Friday, January 25, 2008 9:51 AM
To: Renán Ramirez Canto
Cc: Avila, David; Berger, Diana
Subject: Cisco Clean Access info (aka Cisco Network Access Control)
Importance: High

Renan:

In this link you will find an overview of the Clean Access solution.

<http://www.cisco.com/en/US/products/ps6128/index.html>

But briefly, the most important features and benefits for your network environment are:

Cisco NAC Appliance extends NAC to all network access methods, including access through local area networks (LANs), remote-access gateways, and wireless access points. Cisco NAC Appliance also supports posture assessment for guest users.

When deployed, Cisco NAC Appliance provides the following benefits:

- **Recognizes users, their devices, and their roles in the network. This first step occurs at the point of authentication, before malicious code can cause damage.**
- **Evaluates whether machines are compliant with security policies. Security policies can include specific antivirus or antispyware software, OS updates, or patches. Cisco NAC Appliance supports policies that vary by user type, device type, or operating system.**
- **Enforces security policies by blocking, isolating, and repairing noncompliant machines.**

Noncompliant machines are redirected into a quarantine area, where remediation occurs at the discretion of the administrator.

Also, the link below is the Cisco Q&A's for the product:

http://www.cisco.com/en/US/prod/collateral/vpndevc/ps5707/ps8418/ps6128/prod_qas0900aec802da200.html

Let me know if you need any additional information or if you have any question.

1/30/2008

Rgt#
125761

Oscar Perez

Network Architect

Calence, LLC

Phone: 956.451.5654

www.calence.com

2005 Cisco Global Channel Partner of the Year – US/Canada

The information contained in this message and any attachment may contain privileged or confidential information protected from disclosure. If you are not the intended recipient, or an employee or agent responsible for delivering this message to the intended recipient, you are hereby notified that any review, dissemination, distribution or copying of this information is strictly prohibited. If you have received this transmission in error, please notify the sender immediately by replying to this message and destroying the original and all copies. Thank you.

1-30-08

MATY,

THIS IS FOR

REQ. # 125761

CALENCE

EK

**CA Implementation
Statement of Work**

for

Valgo County

Statement of Work No. 200710001-s1

January 15, 2008

Developed By

Calence, LLC

Corporate Office
1560 W. Fountainhead Parkway, 2nd Floor
Tempe, AZ 85282

McAllen Office
2712 N. McColl Rd.
McAllen, TX 78501

CALENCESM

©2007 CALENCE, LLC. ALL RIGHTS RESERVED.

The information contained herein is considered Calence trade secret and/or confidential and proprietary information and is produced solely for the Client identified above; accordingly, this Statement of Work is provided to Client in confidence on the understanding that it will not be disclosed to any other party without the prior written consent of Calence. Calence makes no warranties, express or implied, in this Statement of Work. Calence and Calence products or services named herein are either registered trademarks or trademarks of Calence, LLC in the United States and/or other countries. The names of actual companies and products mentioned herein may be the trademarks of their respective owners.

2008 JAN 30 PM 4:38

RECEIVED BY
009-17-110100A

Statement of Work

This Statement of Work is made effective January 15, 2008 ("Effective Date") by and between Calence, LLC ("Calence") and Hidalgo County ("Hidalgo County" or "Client") and is delivered pursuant and subject to the terms and conditions of the Contract for Products and Related Services, DIR Contract No. DIR-SDD-236 dated May 9, 2006 (the "Agreement") between Calence and State of Texas Department of Information Resources ("DIR"). This Statement of Work will be incorporated by reference into the Agreement and become a part of the Agreement upon execution by both parties. Unless otherwise indicated, capitalized terms used herein that are defined in the Agreement will have the same meanings as in the Agreement. In the event of any conflict between this Statement of Work and the Agreement, the Statement of Work will control.

Objectives

Calence will meet the following Services objectives:

- Install and configure Cisco Clean Access system

Scope and Approach

Calence will perform the following Services:

Project Management

- Be the primary point of contact to Client on all project issues, needs and concerns
- Conduct an initial planning meeting prior to the start of the project
- Complete change-request documentation as required
- Manage Client expectations and satisfaction throughout the project
- Schedule and coordinate the necessary resources to support the project
- Identify, escalate and document project issues as necessary
- Provide team leadership and guidance
- Create and maintain a project plan in conjunction with Hidalgo County and measure weekly progress against mutually agreed-upon milestones
- Schedule and conduct team update/status meetings
- Schedule and conduct project status meetings with Hidalgo County's designated project representative
- Prepare written status reports for Hidalgo County at mutually agreed-upon intervals

CCA Implementation

- Assist with the network design required to enable CCA to support on-site workstations/desktops
 - Install cabling for CCA server and manager hardware
 - Assist with the network design required to enable CCA to act as a gateway for internal users to include:
 - Policy Based Routing

- Quality of Service (to support SNMP traps)
- Generic Routing Encapsulation Tunnels
- VLAN planning
- SNMP command trap settings for switches
- Configure two (2) CCA servers for two (2) sites
 - Install the operating system and software for the Clean Access Servers (CAS)
 - Apply for and install the product keys for servers
 - Update the server CCA application software for the CAS's
- Configure one (1) CCA Manager
 - Install the operating system and software for the Clean Access Manager (CAM) servers
 - Apply for and install the product key for the CCA Managers
 - Update the server CCA application software for the CCA Managers
 - Create the administrator accounts for CCA
- Create Test Plan
 - Identify end user logon pages requirements for authenticated company users and un-authenticated visitors
 - Identify operating systems and virus scanning services on machines to be configured as desktops through CCA
 - Identify services to be supported by CCA. Configure filter rules for allowable traffic
 - Identify devices exempted from CCA.
 - Identify VLAN configuration for authenticated users
 - Determine the list of policies and rules, which will be agreed upon prior to testing; custom policy and rule creation will not exceed three in any of the categories listed below:
 - AV checks
 - Spyware checks
 - Microsoft operating system patch levels
 - Registry settings
 - Files
 - Processes
 - Services
- Implement Test Plan

- Deploy the CCA Desktop agent on up to 5 different desktop machines (Windows NT and higher and MAC)
- Test and tune the CCA Systems
- Successfully demonstrate the following functionality
 - Prohibit a system without running anti-virus from gaining access to the network
 - Demonstrate limited access for a user with the incorrect Microsoft patch level
 - Demonstrate the error message to the user of a policy violation that was detected (Anti-virus, patch level, etc.) and the instructions of how to remediate the problem
 - Implement single sign-on via transparent Cisco Clean Access (CCA) integration with Active Directory
- Create Roll-out Plan
- Implement Roll-out Plan
- Convert two ports per switch to use Cisco CCA system (out-of-band implementation)
- Convert 2 VLAN's to use CCA system (in-band implementation)
- Create Operations Documentation including:
 - Vlan layout
 - IP addresses of CCA Managers and Servers
 - Switch configuration changes
 - Screen shots from CCA Manager administration screen
- Provide 1 day of training to administration staff
- Provide 3 days on-site Day 2 support CCA appliance

Developed Works

Calence will provide the following Developed Works:

- Operations documentation

All rights and title to any Developed Works shall belong to Client. All rights and title to Copyright Materials and Trade Secret Materials shall belong to Calence, subject to the license expressly granted in this Statement of Work. All rights and title to Calence Resources shall belong to Calence, without any license with respect thereto Client or any third party. All rights not expressly granted by Calence hereunder are reserved by Calence.

Subject to Client's performance of its obligations under this Statement of Work, including its payment obligations, Calence hereby grants to Client a nonexclusive, nontransferable, limited license (without the right to grant sublicenses), to use, execute, copy and create derivative works of the Copyright Materials, and to use Trade Secret Materials: (i) solely for Client's internal business purposes; (ii) not for the benefit of, or access by, any third party other than Client's contractors who are subject to written agreements consistent with this Statement of

Work and who act solely for the benefit of Client; and (iii) subject to all other provisions of the Agreement and this Statement of Work.

For the purposes of this Statement of Work:

- “Calence Resources” means all software, documentation, information and materials used by Calence, or by Calence’s contractors on behalf of Calence, in Calence’s performance under this Statement of Work.
- “Copyright Materials” means all works of authorship recorded or copied in the Developed Works, and which may include designs, plans, blueprints, manuals, diagrams, activity reports, security assessments, and other written materials.
- “Trade Secret Materials” means all non-public information that is provided to Client under this Statement of Work, and which may include patent applications, trade secrets, technical and non-technical data, business methods and models, drawings, processes, formulas, ideas, concepts, know-how, techniques, sketches, models, inventions, processes, algorithms, formulas, and including information regarding experiments, developments, designs and specifications.

Assumptions and Requirements

The following assumptions and requirements apply for this Services engagement:

1. Customer is responsible for configuring any switches needed to deploy the NAC appliances. Calence will provide the configuration recommendations.
2. Customer will provide the equipment necessary to test the NAC system prior to deployment. Calence will provide a list of equipment needed for the lab prior to the start of the project.
3. *Customer will have the lab configured to Calence specifications prior to the start of the project.
4. All software, hardware, network wiring, permits, licenses and right of ways necessary for the completion of this project will be acquired and/or installed by Hidalgo County in a timeframe that allows Calence to complete or meet the project-specific milestones.
5. Hidalgo County and its employees, contractors, and agents will: (a) cooperate with any reasonable request of Calence, (b) provide input throughout the project and will review progress at review meetings requested by Calence; and (c) provide Calence with access to all of Hidalgo County’s information, documentation and technology, necessary for Calence to perform the Services in accordance with this Statement of Work, including a list of all Client and third-party contacts necessary for Calence to do so. Such cooperation, input, and access are critical to this project, and Hidalgo County’s representation at all review meetings is essential.
6. Hidalgo County will ensure that the Calence project staff is given access to all necessary facilities and workspace, and is provided all furniture, supplies and equipment (telephones, faxes, LAN connectivity, printer access, dial-out modem lines, passwords, keys, etc.) required to successfully perform, troubleshoot, and complete the Services for the duration of the Services. In addition, Hidalgo County will ensure that the work

- environment is free of hazardous materials and free from asbestos, and that all Calence personnel are provided with all necessary safety equipment and training while on Hidalgo County's or its customer's site.
7. Hidalgo County is responsible for providing adequate and secure onsite storage for all deliveries.
 8. Hidalgo County is responsible for: (a) Back-up and/or data migration of existing data unless otherwise agreed to by Calence; (b) Computer system and network designs; and (c) Component selection as it relates to the performance of the computer system and/or the network.
 9. All Services will be performed over a consecutive timeframe unless otherwise provided herein or agreed to by Calence in writing. Calence will schedule resources upon receipt and acceptance of a fully executed Statement of Work and a Purchase Order (to the extent required) from Hidalgo County. Calence will use commercially reasonable efforts to take into account Hidalgo County's schedule, but in all events the performance of the Services is subject to the availability of Calence personnel and resources, as determined by Calence.
 10. Any onsite skills transfer that takes place during this project will not replace the manufacturer's formal system implementation and administration classes.
 11. Hidalgo County will communicate any issues or concerns with respect to the Services or Developed Works in a timely manner.
 12. Any work performed around undocumented data flows will constitute additional out-of-scope work.
 13. Work estimates assume the Services will be completed within the duration stated in the Timeframes section below. Calence is not responsible for delays or repeated tasks caused by factors outside Calence's control. These factors include availability of Client personnel, equipment and telecommunication provider services. Hidalgo County will compensate Calence for any out-of-scope work requested by Hidalgo County on an hourly basis at Calence's standard hourly rates (unless otherwise agreed to in writing by the parties).
 14. Client agrees to hold information designated in writing as confidential or proprietary by Calence in strictest confidence and not to copy, reproduce, sell, assign, license, market, transfer or otherwise disclose such information to third parties or to use such information for any purpose whatsoever, except to perform the Client's obligations hereunder and except as otherwise permitted by this Statement of Work or applicable Texas law. Nothing herein transfers to Client any title to or ownership rights in any such information; and, upon written request of Calence, Client shall promptly return or delete any such information which it has in its possession.
 15. Any changes to the scope and/or assumptions will require joint written approval. This may extend the duration of the engagement and/or require additional resources, resulting in additional cost to Hidalgo County.

Timeframes Calence estimates that the Services described herein will be completed within 2 weeks after the start of the project.

Fees **Consulting Fees**
Services will be provided for the fixed fee listed below.

	Fixed Consulting Fee
CCA Implementation	\$14,580.00

Pricing Assumptions

1. Consulting Fees pricing does not include any necessary hardware/software costs, and expenses are not reimbursable.
2. Shipping and taxes, if applicable, are not included.
3. All prices are in U.S. dollars.
4. The work to be performed will be completed during normally scheduled working hours (8:00 A.M. to 5:00 P.M. local time Monday through Friday), excluding Calence observed holidays.

Invoicing and Payment Hidalgo County will be invoiced monthly, based on the percentage of the Services completed that month, and will pay each invoice within 30 days from invoice date.

Credit Approval This Statement of Work is subject to credit approval by Calence. Hidalgo County agrees to submit such financial information from time to time as may be reasonably requested by Calence for the establishment and/or continuation of credit terms.

Location The engagement will be performed at Hidalgo County's facilities located at 100 N. Closner Blvd, Edinburg, TX 78539

Client Contact Information Hidalgo County's contact for this engagement is [name] (phone: 956.292.7010; email: renan@co.hidalgo.tx.us), who will be responsible for making the arrangements necessary to accommodate Calence staff members and provide them with the Hidalgo County resources required to complete the project.

Change Management

Calence reserves the right to increase the fees and other amounts due to it hereunder in the event any of the assumptions or requirements set forth in this Statement of Work are unperformed or incorrect, or if Hidalgo County requests Calence to provide additional services outside the scope of Services. In any such event, Calence will have no obligation to perform the affected Services or any additional services unless Calence has agreed, in writing, to the increased fees and/or the additional scope, as applicable, in the form of an addendum to this Statement of Work.

Escalation Procedure

Communications from Client to Calence concerning the Services provided under this Statement of Work will be escalated in accordance with the following table. Names are listed in the order in which escalation occurs.

Title	Name	Contact Information
Account Manager	Diana Berger	Phone: 956) 661-5561 Fax: 956.661.5550 Email: diana.berger@calence.com
Project Manager	David Avila	Phone: 956.975.1635 Fax: 956.661.5550 Email: david.avila@calence.com
Consulting Market Director	Terry Hartman	Phone: 956.661.5874 Fax: 956.687.3794 Email: terry.hartman@calence.com

Acceptance Date

This offer of Services will be good through February 15, 2008. Signature by Hidalgo County indicates acceptance and authorization to proceed with the Services.

Invoicing Procedures

Calence will send invoices to:

Hidalgo County
100 N. Clossner Blvd,
Edinburg, TX 78539
Attention: Accounts Payable

Accounts Payable Contact: _____

Phone: _____

A Purchase Order Is Is Not required for payment of invoices.

Purchase Order Number: _____

Statement of Work for CCA Implementation at Hidalgo County

IN WITNESS WHEREOF, Hidalgo County and Calence have executed this Statement of Work as of the date set forth above.

Calence, LLC

Signature: 

Name: Rob Pinkham

Title: Executive Vice President

Date: January 30, 2008

Hidalgo County

Signature: _____

Name: _____

Title: _____

Date: _____