

# Requisition

Req # 00397613

PO #

Date: 07/12/19

Bill To:

Vendor: 379093  
 INSIGHT PUBLIC SECTOR, INC.  
 6820 S. HARL AVENUE  
 TEMPE AZ 85283

Ship To: INFORMATION TECHNOLOGY DEPARTMENT  
 100 E. CANO, 4TH FLOOR  
 EDINBURG TX 78540

Contact: EDNA KIRBY  
 956-292-7010

Contract No: DIR-TSO-4093

Special Instructions:

QUANTITY	UOM	DESCRIPTION	UNIT PRICE	AMOUNT
		Q050819JS-PA DIR-TSO-4093 NETWORK EQUIPMENT FOR NEW NOC DO NOT DUPLICATE ORDER		
1.00	EACH	PAN-PA-5220-AC Palo Alto Networks PA-5220 with redundant AC power supplies	31,000.00	31,000.00
1.00	EACH	PAN-SVC-PREM-5220 Premium support year 1, PA-5220	7,600.00	7,600.00
1.00	EACH	PAN-PA-5220-GP GlobalProtect subscription year 1, PA-5220	6,200.00	6,200.00
1.00	EACH	PAN-PA-5220-TP Threat prevention subscription year 1, PA-5220	6,200.00	6,200.00
1.00	EACH	PAN-PA-5220-URL4 PANDB URL filtering subscription year 1, PA-5220	6,200.00	6,200.00
1.00	EACH	PAN-PA-5220-WF WildFire subscription year 1, PA-5220	6,200.00	6,200.00
1.00	EACH	PAN-PRA-25 Panorama central management software, 25 devices	6,000.00	6,000.00
1.00	EACH	PAN-SVC-PREM-PRA-25 Premium support year 1, Panorama 25 devices	1,520.00	1,520.00
		Account No _____	<u>Encumbrance</u>	
		9-1100-415-00-200-002-0-336	33,920.00	
		9-1100-415-00-200-002-0-751	31,000.00	
		9-1100-415-00-200-002-0-761	6,000.00	
			Freight	.00
			Total	70,920.00

Authorized By: \_\_\_\_\_

Insight Public Sector  
 6820 South Hart Avenue  
 Tempe, A 85283

Account Exec : Steve Capps  
 956-661-5878  
 Steven.Capps@insight.com

Associate AE: Jason Sawyers  
 Phone: 480-366-7154  
 Fax: 480-760-6232  
 jsawyers@insight.com



Sales Quote: Q050819JS-PA  
 Date: 7/12/2019  
 Buyer: Hidalgo County  
 Name: Leo Torres  
 Phone: 956-292-7000  
 Email: leonel.torres3@co.hidalgo.tx.us

Palo Alto 5220

DIR Contract# DIR-TSO-4093

Regarding tariff impacts on IP5 contract quotes, Insight is communicating with the contract holder to minimize the impact of these tariffs to our clients.

Part Number	Description	Quantity	List Price	Discount	Unit Price	Extended Price
PAN-PA-5220-AC	Palo Alto Networks PA-5220 with redundant AC power supplies	1	\$ 50,000.00	38.00%	\$ 31,000.00	\$ 31,000.00
PAN-SVC-PREM-5220	Premium support year 1, PA-5220	1	\$ 8,000.00	5.00%	\$ 7,600.00	\$ 7,600.00
PAN-PA-5220-GP	GlobalProtect subscription year 1, PA-5220	1	\$ 10,000.00	38.00%	\$ 6,200.00	\$ 6,200.00
PAN-PA-5220-TP	Threat prevention subscription year 1, PA-5220	1	\$ 10,000.00	38.00%	\$ 6,200.00	\$ 6,200.00
PAN-PA-5220-URL4	PANDB URL filtering subscription year 1, PA-5220	1	\$ 10,000.00	38.00%	\$ 6,200.00	\$ 6,200.00
PAN-PA-5220-WF	WildFire subscription year 1, PA-5220	1	\$ 10,000.00	38.00%	\$ 6,200.00	\$ 6,200.00
PAN-PRA-25	Panorama central management software, 25 devices	1	\$ 10,000.00	40.00%	\$ 6,000.00	\$ 6,000.00
PAN-SVC-PREM-PRA-25	Premium support year 1, Panorama 25 devices	1	\$ 1,600.00	5.00%	\$ 1,520.00	\$ 1,520.00
			\$ -	55.00%	\$ -	\$ -
			\$ -	55.00%	\$ -	\$ -
			\$ -	55.00%	\$ -	\$ -
			\$ -	55.00%	\$ -	\$ -
<p>The U.S. government has imposed tariffs on technology-related goods. Many of Insight's OEM and distribution partners have notified Insight that these tariffs will result in frequent and significant price increases. Some of our major partners have already provided Insight with cost increases, in some instances multiple times per day, while other providers are still assessing their situations. Due to the situation it is possible this quote may be subject to cost changes for Insight which will necessitate changes to the quoted pricing or withdrawal of the quote.</p>						

TOTAL \$70,920.00

TERMS AND CONDITIONS

Transaction is governed by the applicable contract between Insight Public Sector and the Texas Department of Information Resources  
 Pursuant to that contract, the warranties and disclaimers located at the following URL apply to this transaction: [www.insight.com/pages/legal.web#](http://www.insight.com/pages/legal.web#)

The above referenced contract and warranties and disclaimers are hereby incorporated herein by this reference.  
 INSIGHT PUBLIC SECTOR SPECIFICALLY OBJECTS TO ANY ADDITIONAL TERMS BEING ADDED THROUGH A PURCHASE ORDER OR OTHER SIMILAR DOCUMENT OR COMMUNICATION (A 'PURCHASE ORDER'). BY ORDERING ANY OF THE ITEMS IDENTIFIED HEREIN, CUSTOMER AGREES THAT ANY ADDITIONAL TERMS CONTAINED IN A PURCHASE ORDER SHALL NOT BECOME PART OF THE AGREEMENT BETWEEN THE PARTIES AND SPECIFICALLY THAT THE TERMS AND CONDITIONS CONTAINED



1-800-INSIGHT

**i** Buying is not enabled. Please contact your account representative.

Your cart | 7 line items

Item	Unit price	Qty	Total
Contract: TX DIR - INFO TECH SECURITY (ITS) # DIR-TSO-4093			
Palo Alto Networks PA-5220 - security appliance Insight Part #: PAN-PA-5220-AC Mfr Part #: PAN-PA-5220-AC	USD \$36,000.00	1 ● Stock: 0	USD \$36,000.00
Palo Premium Support Program - extended service agreement - 1 year - shipment Insight Part #: PAN-SVC-PREM-5220 Mfr Part #: PAN-SVC-PREM-5220	USD \$7,600.00	1 non-shippable item	USD \$7,600.00
Palo GlobalProtect Gateway for PA-5220 - subscription license (1 year) - 1 device Insight Part #: PAN-PA-5220-GP Mfr Part #: PAN-PA-5220-GP	USD \$9,500.00	1 non-shippable item	USD \$9,500.00
Palo Threat Prevention for PA-5220 - subscription license (1 year) - 1 device Insight Part #: PAN-PA-5220-TP Mfr Part #: PAN-PA-5220-TP	USD \$9,500.00	1 non-shippable item	USD \$9,500.00
Palo PANdb URL Filtering for PA-5220 - subscription license (1 year) - 1 license Insight Part #: PAN-PA-5220-URL4 Mfr Part #: PAN-PA-5220-URL4	USD \$9,500.00	1 non-shippable item	USD \$9,500.00



1-800-INSIGHT

Your cart | 1 line item

Item	Unit price	Qty
Total		

Contract: OMNIA PARTNERS PRODUCTS & SERVICES # 4400006644

Panorama Centralized Management - license - up to 25 devices	USD \$7,200.00	1	USD \$7,200.00
Insight Part #: PAN-PRA-25		non-shippable item	
Mfr Part #: PAN-PRA-25			

Subtotal	USD \$7,200.00
Shipping estimate	USD \$0.00
Tax estimate	USD \$0.00
<b>Total</b>	<b>USD \$7,200.00</b>

**DIR-TSO-4093  
APPENDIX C  
PRICE INDEXING**

<b>Manufacturer / Brand</b>	<b>DESCRIPTION</b>	<b>DIR Customer Discount % off MSRP</b>		
<i>Barracuda</i>	<i>N/A</i>	<b>8.00%</b>		
<i>Lightspeed</i>	<i>N/A</i>	<i>10.00%</i>		
<i>PacketViper</i>	<i>N/A</i>	<i>8.00%</i>		
<i>Palo Alto</i>	<i>N/A</i>	<i>28.00%</i>		
<b>RELATED SERVICES</b>				
<i>Barracuda</i>	<i>Maintenance, Training and Support</i>	<b>8.00%</b>		
<i>Lightspeed</i>	<i>Maintenance, Training and Support</i>	<b>5.00%</b>		
<i>PacketViper</i>	<i>Maintenance, Training and Support</i>	<b>8.00%</b>		
<i>Palo Alto</i>	<i>Maintenance, Training and Support</i>	<b>5.00%</b>		
<i>Palo Alto</i>	<i>Technical Services</i>	<b>1.00%</b>		
<b>IT SECURITY SERVICES</b>				
<b>SERVICE CATEGORY</b>	<b>Detailed Service Description</b>	<b>MSRP HOURLY RATE</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price*</b>
<i>On-Site Resident Security Services - Technical Specialist</i>	<i>Provide onsite resident security resource(s) (the "Onsite Resident") for a duration at the customer's discretion to assist and enhance with the management of network security and monitoring. Cisco CCNA Level Resource with 2 years experience.</i>	<b>\$140.00</b>	<b>29.50%</b>	<b>\$99.44</b>
<i>On-Site Resident Security Services - Technical Specialist Senior</i>	<i>Provide onsite resident security resource(s) (the "Onsite Resident") for a duration at the customer's discretion to assist and enhance with the management of network security and monitoring. Sr. Engineer - Cisco CCNP level resource</i>	<b>\$170.00</b>	<b>29.50%</b>	<b>\$120.75</b>

**DIR-TSO-4093  
APPENDIX C  
PRICE INDEXING**

<i>On-Site Resident Security Services - Technical Specialist Architect</i>	<i>Provide onsite resident security resource(s) (the "Onsite Resident") for a duration at the customer's discretion to assist and enhance with the management of network security and monitoring. Sr. Architect - CCIE Level Resource</i>	\$320.00	29.50%	\$227.29
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**MANAGED SECURITY SERVICES**

<b>SERVICE CATEGORY</b>	<b>Detailed Service Description</b>	<b>MSRP HOURLY RATE</b>	<b>DIR Customer Discount % off MSRP</b>	<b>DIR Customer Price*</b>
<i>Threat Management</i>	<i>Firewalls (Appliance, Module, or Featureset)</i>	\$600.00	5.00%	\$574.28
<i>Threat Management</i>	<i>IPS Device (Appliance or Module), Web Proxy Device, or Anti-Spam Device</i>	\$325.00	5.00%	\$311.07
<i>Threat Management</i>	<i>Standard Servers</i>	\$110.00	5.00%	\$105.28
<i>Threat Management</i>	<i>AD/LDAP Servers</i>	\$235.00	5.00%	\$224.92
<i>Threat Management</i>	<i>DB/Application Servers</i>	\$145.00	5.00%	\$138.78
<i>Threat Management</i>	<i>Routers and Switches</i>	\$90.00	5.00%	\$86.14
<i>Threat Management</i>	<i>Wireless LAN Controllers and Load Balancers</i>	\$145.00	5.00%	\$138.78
<i>Threat Management</i>	<i>WAN Accelerators</i>	\$325.00	5.00%	\$311.07
<i>Threat Management</i>	<i>VPN Devices</i>	\$90.00	5.00%	\$86.14

**NOTE: Vendor's quote to DIR Customers shall include the Administrative Fee. The fee will be added to the price after the DIR Discount % off MSRP is applied.**