

BlueAlly Technology Solutions

909 LOCUST STREET, SUITE 301
DES MOINES, IA 50309
BLUEALLY.COM

Company: New Hampton Community School District

Title: Firewall RFP

RFP Delivery Date: 02/19/2021

Submitted By:
Nick McInerney
Sales Senior Account Executive
515-450-1542
NMcinerney@blueally.com



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LETTER OF TRANSMITTAL

In compliance with BlueAlly's request for proposal, BlueAlly declares, understands, and agrees to provide the items and/or services, in accordance with the terms and conditions, specifications, and requirements as stated herein.

Date: February 19, 2021

A handwritten signature in black ink, appearing to read "Nick McNerney", with a horizontal line underneath it.

Nick McNerney

Title: Sales Senior Account Executive

Phone: 515-450-1542

Email: NMcinerney@blueally.com

COVER LETTER

February 19, 2021

BlueAlly Technology Solutions
909 Locust Street, Suite 301
Des Moines, IA 50309

Jeremiah Cantu
Technology Director
New Hampton Community School District
710 West Main Street
New Hampton, IA 50659

Dear Jeremiah,

BlueAlly Technology Solutions, LLC (BlueAlly) is pleased to present a comprehensive solution to meet and exceed the New Hampton Community School District Firewall bid requirements. Our solution encompasses an industry leading manufacturer along with BlueAlly's world-class professional services and support.

BlueAlly is pleased to respond to the New Hampton Community School District Firewall RFP. We feel that BlueAlly's proposal will provide best in class service and support for the school district.

BlueAlly is committed to the success of our customers and feel our unique capabilities are ideal to address New Hampton Community School District's long-term goals. We are proud to provide the pricing on a Fortinet Firewall to demonstrate our ability to service the New Hampton Community School District directly in future projects pertaining to Network Infrastructure. BlueAlly is a Platinum partner of Fortinet's entire product line and will provide technical assistance, engineering consultation, configuration, and troubleshooting.

Thank you for the opportunity to respond; we look forward to discussing our proposal with you in further detail.

Sincerely,



Nick McNerney
Title: Sales Senior Account Executive
Phone: 515-450-1542
Email: NMcinerney@blueally.com

COMPANY INFORMATION

BlueAlly Technology Solutions, LLC is a certified minority owned business located at 909 Locust Street, Ste 301, Des Moines, IA 50309, with additional centers of excellence in Vienna, VA, Cary, NC, Overland Park, KS and Marietta, GA. BlueAlly was formed in 2010 as BlueAlly, LLC, a staffing services company, in Vienna, VA. BlueAlly is a preferred business solutions provider to many Fortune 500 companies including three of the top five media companies, six of the top ten manufacturers, four of the top ten financial services firms and the world's top network infrastructure company. We help our clients scale, optimize and manage IT capacity more quickly and economically enabling accelerated business performance. As a premier partner, we help our customers drive efficiency and optimization within their IT infrastructure. BlueAlly aligns technology and business processes that empower our clients to be market leaders.

Maintaining course with the technological advances, BlueAlly is well versed in the next-generation data center providing clients with hyper-converged, managed, cloud and end user computing solutions. Our engineers are industry experts with years of best practices and hands-on experiences that provide for a smooth and seamless product implementation or migration. Our engineering and partnership with the leading manufacturers in the data center space leads us to be tagged as a valuable partner across multiple domains. We leverage our experience, methodologies, and vast number of technology resources (including from our partner + supplier ecosystem), we operate as a true ally in our customers' business transformation initiatives. BlueAlly prides itself on its growth through acquisition and keeping a small demeanor with a lot of talent.

Blue : Representing depth, stability, trust, and intellect.

Ally : Establishing long-term partnerships towards achieving a common goal.

Core Values:

Integrity
Accountability
Teamwork
Innovation
Diversity

"Our mission is to provide consistent business value by employing skilled technology professionals who work with clients to leverage innovative IT solutions"

E-RATE INFORMATION

The service provider has examined the RFP, including the specifications for the project, and is familiar with the local conditions surrounding the project and the School District. The Service provider hereby proposes to provide this service in accordance with the RFP and any contract documents within the time frame described herein and at the prices stated below, pending there are no change in list prices from the manufacturer.

Proposal of: BlueAlly Technology Solutions, LLC
Located at: 909 Locust Street, Suite 301, Des Moines, IA 50309

Authorized Representative:

Name: Nick McInerney
Title: Sales Senior Account Executive
Address: 909 Locust Street, Suite 301, Des Moines, IA 50309
Phone: 515-450-1542
E-Mail: nmcinerney@blueally.com

E-Rate Representative

Name: Mary George
Title: Sales Operations Specialist
Address: 2160 Kingston Court, Suite D, Marietta, GA 30067
Phone: 678-202-1081
E-Mail: mgeorge@blueally.com

Service Provider Identification Number ("SPIN"): **143044080**

Service Provider Annual Certification ("SPAC") form: **Valid through June 2022**

Service Provider complies with the following invoicing methods:

Billed Entity Applicant Reimbursement (BEAR) Form – FCC Form 472
Service Provider Invoice (SPI) Form – FCC Form 474

REFERENCES

College Community School District

401 76th Avenue SW
Cedar Rapids, Iowa 52404
Eric Townsley/Director of Technology
319-848-5419
ETownsley@crprairie.org

St. Ansgar Community School District

206 East 8th Street
St. Ansgar, Iowa 50472
Mike Thompson/Technology Coordinator
641-713-4720
MThompson@st-ansgar.k12.ia.us

Southeast Webster-Grand Community School District

30850 Paragon Avenue
Burnside, Iowa 50521
Dan Fluckiger/IT Director
515-359-2235
DFluckiger@svjags.org

Centerville Community School District

634 North Main Street
Centerville, Iowa 52544
Cameron Oehler/Technology Director
641-856-0601
Cameron.Oehler@centervillek12.org

Winterset Community School District

303 Wambold Drive
Winterset, Iowa 50273
Matthew Pudenz/Technology Director
515-462-3010
MPudenz@winterset.k12.ia.us

PRICING

3 Year

Fortinet FortiGate 601E + 3 Year, 24x7 FortiCare and FortiGuard UTM = **51% E-Rate Eligible**

\$14,500 x 51% = **\$7,395.00 E-Rate Eligible Amount**

5 Year

Fortinet FortiGate 601E + 5 Year, 24x7 FortiCare and FortiGuard UTM = **44% E-Rate Eligible**

\$20,999 x 44% = **\$9,239.56 E-Rate Eligible Amount**

NOTE:

BlueAlly is willing to provide E-Rate discounted billing.



Qty	3 Year		Price	Ext. Price
1	FG-601E-BDL-950-36	Fortinet FortiGate-601E Hardware plus 3 Year 24x7 FortiCare and FortiGuard Unified Threat Protection 2 x 10GE SFP+ Slots, 10 x GE RJ45 Ports (Including 1 x MGMT Port, 1 X HA Port, 8 x Switch Ports), 8 x GE SFP Slots, SPU NP6 and CP9 Hardware Accelerated, 2 x 240GB Onboard SSD Storage.	\$14,500.00	\$14,500.00
1	Implementation	One-time charge for implementation services	\$3,000.00	\$3,000.00
			Subtotal:	\$17,500.00

Qty	5 Year		Price	Ext. Price
1	FG-601E-BDL-950-60	Fortinet FortiGate-601E Hardware plus 5 Year 24x7 FortiCare and FortiGuard Unified Threat Protection 2 x 10GE SFP+ Slots, 10 x GE RJ45 Ports (Including 1 x MGMT Port, 1 X HA Port, 8 x Switch Ports), 8 x GE SFP Slots, SPU NP6 and CP9 Hardware Accelerated, 2 x 240GB Onboard SSD Storage.	\$20,999.00	\$20,999.00
1	Implementation	One-time charge for implementation for services	\$3,000.00	\$3,000.00
			Subtotal:	\$23,999.00