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**Lucas County
Information
Services**

Anita Lopez,
Lucas County Auditor
and
Secretary of the
Data Processing Board

Jason Gears
**Infrastructure Project
Manager**
One Government Center
Suite 400
Toledo, OH 43604
419.213.4025 Voice
419.213.4024 Fax

Date: March 31, 2014

To: Lucas County Data Processing Board

From: Jason Gears, Cynthia Waldmannstetter

Subject: Licensing renewal request

Lucas County Data Processing Board Members,

Lucas County Information Services is requesting permission to replace our existing Cisco Adaptive Security Appliances (ASA firewalls) with Cisco Next-Generation Firewalls that include advanced filtering, Intrusion Prevention, and AnyConnect SSL VPN. The new model includes real-time inspection of encrypted traffic, advanced web filtering, and Web 2.0 controls. This will also allow LCIS to retire Websense for a significant ongoing savings.

MCPc	
ASA-5525-CX (2) with supporting hardware	\$11,394.00
CX Web Filtering and AVC (3-YR)	\$12,534.00
Cisco SmartNet 24x7x4 (3-YR)	\$10,984.16
MCPc Professional Services	\$6,264.00
Total	\$41,176.16

LCIS currently spends \$27,500 per year for 1600 Websense Licenses. Moving to this advanced technology has an initial cost greater than our existing contract but ongoing cost will be significantly less. The proposal includes 3 years of filtering and maintenance with an estimated annual cost of \$10,000 per year beginning in 2017. This is nearly a \$17,000 savings per year.

The total cost for licensing, hardware, SmartNet, and professional services is \$41,176.16 and the MCPc proposal is attached for your review. \$27,500 is available from the previously approved LCIS operating budget, account number 1010-160-530700. LCIS is requesting an amendment to our budget for the delta of \$13,676.16. Financing options are available for three year lease-to-own, cutting annual operating costs nearly in half. Estimated at \$15,000 per year would leave us with a \$12,500 favorability for 2014.

Thank you for your consideration,

Jason Gears
Infrastructure Project Manager



MCPc Work Request

Cisco ASA Migration and CX Deployment

Presented To:

Lucas County
Jason Gears

Presented By:

Leo Zimmer
Account Manager

Niladri Datta
Solution Architect

Date Offered:

03/20/2014

Version:

Version 4

Date Expires

04/19/2014

Quote To:	Bill To:	Ship To:
Lucas County	Lucas County	Lucas County
Jason Gears	Attn: Jason Gears	Attn: Jason Gears
One Government CenterSte 400	One Government CenterSte 400	One Government CenterSte 400
Toledo OH 43604	Toledo OH 43604	Toledo OH 43604
(419) 213-4386	(419) 213-4386	(419) 213-4386
jgears@co.lucas.oh.us	jgears@co.lucas.oh.us	jgears@co.lucas.oh.us

Professional Services and Pricing Summary		
Item	Description	Total Cost
Cisco ASA - AnyConnect and Mobile		\$11,394.00
Cisco CX Web Filtering and AVC - 3Yr		\$12,534.00
Cisco - Smartnet Services		\$10,984.16
MCPc Services	Services	\$6,264.00
Quote Total		\$41,176.16
Hardware Quote Number (if applicable):		

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Description of requested Professional Services Work:

Lucas County is looking for assistance from MCPc to assist with Cisco firewall migration project. Lucas County currently has (2) Cisco 5520 firewalls running in Active/Passive High Availability mode on version 8.2.2 which provide Internet firewall and legacy IPSec client VPN services. Lucas County is looking to migrate to the current generation ASA-X firewalls and enable AnyConnect Essentials and CX functionality.

As part of this project MCPc will provide the following engineering deliverables:

- Discovery and data collection of the existing ASA firewalls
- Off-site staging and licensing of ASA 5525-X firewalls with vendor recommended software
- Off-site configuration migration to ASA 5525-X firewalls
- Off-site base configuration of CX
- Off-site AnyConnect Essentials configuration on firewalls
- On-site Rack and power new ASA firewalls
- On-site Prime for Security Management (PRSM) installation
- On-site Cisco Context Directory Agent installation and AD integration
- On-site after-hours go-live support
- Off-site Day 1 support for any required troubleshooting
- AnyConnect testing and validation
- Cisco CX setup and CDA integration in Monitor mode
- Transfer of knowledge and documentation for as-is built solution

The customer will be responsible for the following:

- Provide remote administrative access to existing ASA firewalls for discovery
- Provide VMware ESXi hosts with required resources for CDA and PRSM deployment
- All required changes on Windows AD servers for CDA integration
- Provide rack, power and cabling required for new firewalls

As part of this project, MCPc will provide the following Project Management deliverables:

Project Planning

- Coordinate and schedule project resources
- Review current state / future state
- Confirm deliverables and milestones
- Schedule internal and customer facing kick-off meetings
- Manage hardware / software timelines, schedules, and expectations

Project Kick-Off Meeting (remotely)

- Team introductions
- Align Expectations
- Review current state / future state
- Confirm deliverables and milestones
- Identify dependencies and risks

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Project Closure

- Conduct project closeout meeting (remotely)
- Review and complete project completion form with customer
- Submit Customer Satisfaction Survey to customer
- Project invoicing upon project completion

Invoicing Details:

- Project Management invoiced at \$440.00 flat rate
- Engineering resources billed at \$152.00/hr during business hours
- Engineering resources billed at \$202.00/hr during after-hours

Cisco ASA - AnyConnect and Mobile

<u>Item</u>	<u>Item Description</u>	<u>QTY</u>	<u>Price</u>	<u>Extended Price</u>
ASA5525VPN-EM750K9	ASA 5525-X w/750 AnyConnect Essentials and Mobile	2	\$5,697.00	\$11,394.00
SF-ASA-X-9.1-K8	ASA 9.1 Software image for ASA 5500-X Series5585-X & ASA-SM	2	\$0.00	\$0.00
ASA-AC-E-5525	AnyConnect Essentials VPN License - ASA 5525-X (750 Users)	2	\$0.00	\$0.00
ASA-AC-M-5525	AnyConnect Mobile - ASA 5525-X (req. Essentials or Premium)	2	\$0.00	\$0.00
CAB-AC	AC Power Cord (North America) C13 NEMA 5-15P 2.1m	2	\$0.00	\$0.00
ASA-VPN-CLNT-K9	Cisco VPN Client Software (Windows Solaris Linux Mac)	2	\$0.00	\$0.00
ASA5500-ENCR-K9	ASA 5500 Strong Encryption License (3DES/AES)	2	\$0.00	\$0.00
ASA-ANYCONN-CSD-K9	ASA 5500 AnyConnect Client + Cisco Security Desktop Software	2	\$0.00	\$0.00
ASA5525-MB	ASA 5525 IPS Part Number with which PCB Serial is associated	2	\$0.00	\$0.00

Cisco CX Web Filtering and AVC - 3Yr

<u>Item</u>	<u>Item Description</u>	<u>QTY</u>	<u>Price</u>	<u>Extended Price</u>
R-PRSMV9-SW-5-K9	Prime Security Manager - SW(eDelivery) - 5 Device Management	1	\$1,800.00	\$1,800.00
ASA5500X-SSD120=	ASA 5512-X through 5555-X 120 GB MLC SED SSD (Spare)	2	\$480.00	\$960.00
ASA5525-AW3Y-PR=	ASA 5525-X CX AVC and Web Security Essentials 3Year (Promo)	2	\$4,650.00	\$9,300.00
GLC-T=	Cisco GLC-T 1000BASE-T SFP Gigabit Interface Converter - 1 x 1000Base-T	2	\$237.00	\$474.00

Cisco - Smartnet Services

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<u>Item</u>	<u>Item Description</u>	<u>QTY</u>	<u>Price</u>	<u>Extended Price</u>
CON-SNTP-ASA55257	SMARTNET 24X7X4 ASA 5525-X w/750 AnyConnect Ess and Mob	2	\$4,473.37	\$8,946.74
CON-SAU-PRSM5	SW APP SUPP + UPGR Prime Security Manager - Software - 5 De	1	\$1,472.72	\$1,472.72
CON-SNTP-ASD120	SMARTNET 24X7X4 ASA 5512-X through 5	2	\$282.35	\$564.70
	Ohio State Term contract number 533110-3-21	0	\$0.00	\$0.00

AUTHORIZATION TO PROCEED

IN WITNESS **WHEREOF**, the parties have caused this Agreement to be executed and represent that the persons whose signatures appear below are duly authorized to execute this Agreement. I have reviewed the information contained in the Work Request and agree to the baseline commitments, Customer Responsibilities, terms, and conditions specified within.

Lucas County	MCPc, Inc.
Name:	Name:
Title:	Title:
Signature:	Signature:
Date:	Date:
Proposal Ref. # 50029000 V. 4	P.O. #

Terms and Conditions

Prices and tax rates are valid only in the United States and are subject to change. Shipping costs and taxes may be determined at a later date. All product and pricing information is based on the latest information available and is subject to change without notice or obligation. Product availability and Manufacturer's product specifications are subject to change. MCPc reserves the right to adjust manufacturer's product specifications in this quotation based on adjustments made by the manufacturer. Please consult www.mcpc.com for MCPc Returns Policy and Handling Details. Payment terms effective upon approval. This quote is subject to the terms of the Master Services Agreement signed by you and MCPc, or in the absence of such agreement, is subject to the applicable MCPc Terms and Conditions agreement. By signing this quote, you are agreeing to purchase the goods and/or services listed above and agree to be bound by the Purchase Order Terms and Conditions found at <http://www.mcpc.com/TermsAndConditions>.



Lease Quotation

MCPc Financial Services
Planning Lease Structure Prepared Expressly for:
Lucas County
April 2, 2014

**36 Month Term with a \$1.00 Buyout End of Lease Purchase Option
(3 Annual Payments)**

Equipment Description	Extended Price	3 Annual \$1.00 Buyout Payment
Cisco ASA – Anyconnewct and Mobile	\$11,394.00	\$4,336.07
Cisco CX Web Filtering and AVC – 3Yr	\$12,534.00	\$4,769.90
Cisco – Smartnet Services	\$10,984.16	\$4,180.10
MCPc Services	\$6,264.00	\$2,383.81
Total:	\$41,176.16	\$15,698.88

MCPc Financial Services Quote #: 040214

Notes:

\$15,698.88 x 3 years = \$47,096.64
Adds \$5,920.48 to the project in finance charges for annual payments for 3 years.

- The lease expiration option is \$1.00 buyout.
- This is a proposal only and does not represent a commitment to lease. The terms and conditions reflected in this proposal are subject to the approval of the credit committee of TIP Capital and expires, if not otherwise withdrawn or extended, on May 2, 2014. The pricing provided in this proposal is based on TIP Capital's cost of funds as of the date of this proposal. In the event TIP Capital's cost of funds changes between the time of this proposal and the date of funding, the pricing may be adjusted to reflect this change.
- The rates structured herein were approved on the basis of Lucas County's negotiated price for the equipment. TIP Capital reserves the right to modify rate factors if the equipment value is affected by any form of announcement made by the manufacturer prior to the inception of a lease schedule.



MCPc Financial Services
Planning Lease Structure Prepared Expressly for:

Lucas County
April 1, 2014

36 Month Term with a \$1.00 Buyout End of Lease Purchase Option

Equipment Description	Extended Price	36 Month \$1.00 Buyout Payment
Cisco ASA – Anyconnewct and Mobile	\$11,394.00	\$379.42
Cisco CX Web Filtering and AVC – 3Yr	\$12,534.00	\$417.38
Cisco – Smartnet Services	\$10,984.16	\$365.77
MCPc Services	\$6,264.00	\$208.59
Total:	\$41,176.16	\$1,371.16

MCPc Financial Services Quote #: 040114

Notes:

\$1,371.16 x 36 months = \$49,361.76
Adds \$8,185.60 to the project in finance charges for monthly payments over 3 years.

- The lease expiration option is \$1.00 buyout.
- This is a proposal only and does not represent a commitment to lease. The terms and conditions reflected in this proposal are subject to the approval of the credit committee of TIP Capital and expires, if not otherwise withdrawn or extended, on May 1, 2014. The pricing provided in this proposal is based on TIP Capital's cost of funds as of the date of this proposal. In the event TIP Capital's cost of funds changes between the time of this proposal and the date of funding, the pricing may be adjusted to reflect this change.
- The rates structured herein were approved on the basis of Lucas County's negotiated price for the equipment. TIP Capital reserves the right to modify rate factors if the equipment value is affected by any form of announcement made by the manufacturer prior to the inception of a lease schedule.