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Information Technology Department  
100 N. Appleton Street  
Appleton, WI 54911

## MEMO

To: Alderperson Thao and Members of the HR / IT Committee  
From: Dean J. Fox, Information Technology Director  
Date: 3/10/2021

Re: Request to award Heartland Business Solutions the contract to purchase and implement a new Palo Alto Firewall high availability system. The amount requested is \$86,743 with a 10% contingency for a project total of \$95,417.

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The CIP budget of \$100,000 includes funding to replace the Firewall Equipment and all licensing necessary.

An RFP went out in late December for a high availability firewall system to replace the outdated equipment which has reached end of life and 8 years old

The bids were as follows:

- Heartland Business Solutions \$86,743
- Nexum Inc \$107,187
- CDW Chose not to respond

In addition to the cost of all hardware, software and implementation, I requested all costs include 3 years of support, which is included in the above pricing.

I request your consideration and approval of a contract with Heartland Business Solutions as proposed. After considerable review, and multiple follow up questions, it has been determined due to the inclusive nature of the Heartland Palo Alto equipment solution, the cost included in the proposal, and the complete software package with it, that the Heartland response is the best solution for the next 7 years for the City of Appleton.

If you have any questions regarding this recommendation, please contact Dean Fox.