Insight Public Sector Inc
2701 E. Insight Way
Chandler, AZ 85286

Account Exec : **Lupe Perez**
Phone: **210.279.0991**
Email: lupe.perez@insight.com

Solutions Exec: **Michael Mitchell**
Phone: **512.965.7331**
Email: michael.mitchell@insight.com

Insight
PUBLIC SECTOR ®

Sales Quote: Q20251111-Fortinet Services
Date: 11/11/2025
Shipping Terms:
Payment Terms:
Sales Quote is valid for 30 days

Buyer: City of Laredo
Name: Javier Vasquez
Phone:
Email:

Contract: Texas DIR-TSO-5030

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

Part Number	Qty	Description	Unit Rate	Net Price
Services	1	**Forrtinet Firewall Installation Services** This project involves the **replacement of legacy firewalls** across multiple city sites and the deployment of new Fortinet Security Appliance **City Hall:** 1 x FortiManager 200G; 2 x FortiGate Security Appliances (Active/Passive HA) with Enterprise Protection **Fire Department:** 1 x FortiGate Security Appliances with Enterprise Protection **Library:** 1 x FortiGate Security Appliances with Enterprise Protection **Telecom:** 2 x FortiGate Security Appliances (Active/Passive HA) with Enterprise Protection **Tasks** 1. Decommission and remove existing firewall infrastructure. 2. Rack, power, and cable new firewall hardware. 3. Configure management interfaces, hostnames, and administrative access. 4. Establish HA cluster (Active/Passive) with heartbeat links and session synchronization. 5. Register all devices with management cloud and activate licenses. 6. Configure FW for centralized management, logging, and firmware control. 7. Create global templates and policy packages for consistency across sites. 8. Migrate existing firewall policies, NAT, and routing rules. 9. Validate VPN tunnels, site connectivity, and failover operations. 10. Perform UTM feature validation (IPS, AV, Web Filter, App Control). 11. Document configuration and provide final backups. **Perform the following activities at Fire Department, Library and Telecom** 1. Decommission existing firewalls. 2. Rack and connect new Cisco Firewall units. 3. Configure HA (Active/Passive) with failover and link-monitoring. 4. Register and activate Enterprise Protection licenses. 5. Integrate into management cloud for template-based management. 6. Migrate policies, NAT, and VPN configurations. 7. Validate HA failover, throughput, and UTM performance. 8. Document configuration and testing results.	$ 30,720.00	**$30,720.00**
Services	1	**FortiAnalyzer Installation Tasks** 1. **Pre-Deployment** a. Review the current FortiGate network setup and log storage needs. b. Validate network details (IP, DNS, NTP) and admin access. c. Confirm compatible FortiOS/FortiAnalyzer versions, licensing, and storage requirements. 2. **Installation & Base Configuration** a. Physically install or deploy the FortiAnalyzer (hardware or VM). b. Set up initial network configuration (management IP, gateway, DNS, NTP). c. Update firmware to a stable version. d. Configure admin accounts, roles, and password policies. e. Enable authentication integration (AD/LDAP/SAML if needed) 3. **Device Integration** a. Register the analyzer with the support portal. b. Add FortiGate devices and establish secure connections. c. Set up log forwarding from FortiGate to FortiAnalyzer. d. Validate connectivity and log visibility. e. Configure log retention, quotas, and disk partitions 4. **Reporting & Analytics** a. Set up default and scheduled report bundles. b. Customize reports for compliance needs (e.g., HIPAA, PCI). c. Build dashboards for SOC/NOC monitoring. d. Fine-tune event handlers, alerts, and notifications 5. **Testing & Validation** a. Confirm real-time log flow. b. Validate reports, alerts, and time synchronization. c. Perform failover/load tests if using HA or multiple devices 6. **Knowledge Transfer** a. Provide walkthroughs of log views, reports, analytics, quotas, and admin tasks.	$ 8,996.00	**$8,996.00**

Proprietary and Confidential. For use only by addressee.

Page 1 of 2
IPS Quote Template

		b. Deliver documentation with all configurations and screenshots			
Services	1	**FortiClient Deployment Tasks**	$	7,768.00	**$7,768.00**

FortiClient Deployment Tasks

1) **Pre-Deployment Planning**
   a) Determine endpoint counts and OS types (Windows, macOS).
   b) Confirm FortiClient EMS licensing (Zero Trust/EDR/VPN).
   c) Identify AD OU or MDM groups for targeting.
   d) Validate endpoint security policies and VPN profiles.
2) **Install EMS (if required)**
   a) Deploy FortiClient EMS server VM or verify existing EMS.
   b) Configure network access, DNS records, and certificates.
   c) Integrate EMS with AD/LDAP for endpoint discovery.
   d) Apply EMS firmware updates.
3) **EMS Configuration**
   a) Create endpoint profiles (AV, Vulnerability Scan, Web Filter, ZTNA, VPN).
   b) Configure installer packages for deployment.
   c) Set telemetry rules for communication with FortiAnalyzer.
   d) Define compliance and remediation rules.
4) **Endpoint Deployment**
   a) Push FortiClient to a pilot group.
   b) Validate install success, registration, and policy application.
   c) Deploy to remaining endpoints via:
      i) GPO
      ii) MDM (Intune, Jamf)
      iii) SCCM
      iv) Manual for exceptions
   d) Monitor deployment and handle remediation.
5) **Testing & Validation**
   a) Validate client connection to EMS and telemetry.
   b) Test VPN connectivity, ZTNA rules, or endpoint protection features.
   c) Generate FAZ reports based on endpoint events.
6) **Knowledge Transfer**
   a) Review EMS dashboard, policies, deployment tracking.
   b) Document best practices and care/feeding.
   c) Provide final configuration guide.

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.	**TOTAL**	**$47,484.00**

Proprietary and Confidential. For use only by addressee.

Page 2 of 2
IPS Quote Template