Board Office Use: Legislative File Info.	
File ID Number	14-0579
Introduction Date	03/26/14
Enactment Number	14-0525
Enactment Date	3-26-14

Memo

To	Board of Education
From	Gary Yee, Acting Superintendent Vernon Hal, Deputy Superintendent, Business & Operations John Krull, IT Officer, Technology Services
Board Meeting Date	March 26, 2014
Subject	Purchase contract for Next Generation Security Appliance

Action Requested   Approve purchase contract for Palo Alto Networks Security Appliance

Background   Over the past year, Technology Services Department, working closely with Leadership, Curriculum, & Instruction (LCI), site leaders, and staff, has developed a plan to provide a standardized, equitable, and supportable environment for Common Core State Standards (CCSS) online assessments designed by the Smarter Balanced Assessment Consortium (SBAC or Smarter Balanced) that will begin in the Spring of 2015. To support the bandwidth for this and CCSS teaching and learning activities, the Technology Services Department has received Board approval for an upgraded wide area network (WAN) and Internet access as part of our E-rate application on March 12, 2014. In order to be ready for the online testing and network upgrade, Oakland Unified School District (OUSD) needs upgraded security and bandwidth at the "edge" of our network that is provided by a next generation security appliance. This will enable OUSD to move from 1-gigabit (Gb) internet speed to up to 10 Gb speeds while providing increased security.

Discussion   Technology Services reviewed the current state of security, firewall, and "edge" network technology (the edge is where the internal network connects to the Internet) and found that there is only a single source for our needed solution. For our enterprise-class, diverse network, the District needs a solution

that offers application, content, and user identification only provided by Palo Alto Networks. Palo Alto Networks is the only solution with fully supported integration with our chosen virtual environment: VMware that we plan to expand extensively in the coming years. Palo Alto Networks delivers:

- Automated, transparent insertion of next-generation network security services in software defined datacenters
- Complete next-generation security capabilities for all traffic within the datacenter
- Dynamic security policies that understand the context of the virtual machines in the datacenter

Two security appliances for redundancy, along with the added premium support and services, will enable OUSD to establish an easy-to-administer secure 10 Gb connection to the Internet that enables the District to support Common Core assessments and the activities that accompany teaching and learning now and into the future.

Palo Alto Networks, with its partner Fortnet Security, has allowed the District to fully test the appliance and is offering the solution to OUSD at over 50% off retail pricing. They are poised to be a valued partner as we modernize our infrastructure for the future.

Recommendation   The Board of Education approves the attached purchase contract.

Fiscal Impact $237,216.00 million of previously allocated funds in the 2122/9350 account.

Attachments   FortNET Security PAN Quote
FortNET Authorization Letter

Louis Bisbiglia
Sales Manager
Louis@fortnetsec.com
Office: 916-670-1072 Fax: 408-519-6552
7411 Carnoustie Court, Gilory CA 95020

FORTNET SECURITY

PRICE QUOTATION

CONTACT INFORMATION:	SHIP TO:	BILL TO:	
Company: Oakland School District Primary Contact: John Krull Phone: (510) 879-8288 E-mail: john.krull@ousd.k12.ca.us Technical Contact: Phone: E-mail:	Name: Company: Address: 1025 Second Avenue 314 East 10th Oakland, CA 94606-2212 Special Notes:	Name: Company: Address: Special Notes:	Same as ship to

SUBMITTED BY	Office	Quote Date	Exp Date	Shipping	PAYMENT TERMS
Louis Bisbiglia	Carmichael, CA	02/12/14	02/28/14		Net-30

ITEM	DESCRIPTION	Part #	MSRP	# UNITS	EXTENDED PRICE
1	PAN 5060 Firewall Appliance Redundant AC power supply and dual 240GB SSD drive	PAN-PA-5060-SSD2-D	$268,000.00	2	$163,415.00
2	Threat prevention subscription for device in an HA pair year 1,PA-5060	PAN-PA-5060-TP-HA2	$36,400.00	2	$31,961.00
3	Premium support year 1, PA-5060	PAN-SVC-PREM-5060	$41,600.00	2	$41,600.00
4	Installation, Configuration, and Management (per student, 3 days) Virtual Instructor Led	PAN-EDU-201	$3,000.00	1	$0.00
5	Palo Alto Networks Extended Firewall Management (per student,2 days) Virtual Instructor Led	PAN-EDU-205	$2,000.00	1	$0.00
6	TOTAL MSRP $369,006				

NOTES:

Local Tax on line item 1 only.
Line Items NO COST if ordered placed prior to Jan. 31, 2014
Includes 2 Passes to Ignite Conference

Thanks,

Louis Bisbiglia
FORTNET Security
Office 916-670-1072
Fax 408-519-6552

David Kakishiba   3/27/14
President, Board of Education

Gary Yee   3/27/14
Gary Yee, Ed.D.
Secretary, Board of Education

SUBTOTAL	$236,976.00
Tax	TBD
SHIPPING	$240.00
TOTAL	$237,216.00

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Bv:

February 19, 2014

John Krull
Information Technology Officer
Oakland Unified School District
Technology Services
1011 Union Street
Oakland, CA 94607

Dear John:

This letter serves as confirmation that FortNet Security, Inc. is an approved Palo Alto Networks reseller authorized to sell and service Palo Alto Networks next generation firewalls and services.

If you should have any further questions regarding FortNet's business relationship with Palo Alto Networks, Inc. please feel free to contact me.

Regards,

Tracy A. Pallas

Tracy A. Pallas
 VP, Americas Channel Sales
917-991-4646
tpallas@paloaltonetworks.com