

QUOTE

Q-34111

Date Created May 7, 2025
Quote Stage Final
Valid Until Jul 31, 2025
Sales Executive Rob Huff
Contact Kermit Belcher

Bill To
DeKalb County School District
1780 Montreal Road
Tucker, GA 30084

Ship To
DeKalb County School District
1780 Montreal Road
Tucker, GA 30084

Line	Item & Description	Qty	Unit List Price	Discounted Unit Price	Extended Total
1	PaloAlto PAN-PA-5440-AC Palo Alto Networks PA-5440 with redundant AC power supplies	2	\$ 210,600.00	\$ 130,572.00	\$ 261,144.00
2	PaloAlto PAN-SVC-PREM-5440 Premium support year 1, PA-5440	2	\$ 44,230.00	\$ 40,691.60	\$ 81,383.20
3	PaloAlto PAN-PA-5440-BND-CORESEC PA-5440, Precision AI Network Security Subscription Bundle (Advanced Threat Prevention, Advanced URL Filtering, Advanced Wildfire, Advanced DNS Security and Advanced SD-WAN), 1 years (12 months) term	2	\$ 177,340.00	\$ 147,192.20	\$ 294,384.40
4	PaloAlto PAN-PA-5440-GP-HA2 PA-5440, GlobalProtect subscription, for one (1) device in an HA pair, 1 year (12 months) term	2	\$ 37,910.00	\$ 31,465.30	\$ 62,930.60
5	Project Management Coordination of resources & logistics.	1	\$ 3,600.00	\$ 3,600.00	\$ 3,600.00
6	STEP Configuration Layer 1 install. Layer 3 routing design & config. Layer 7 security design & config.	1	\$ 42,500.00	\$ 42,500.00	\$ 42,500.00
7	Emergency Eng Time STEP's Emergency Rescue Package is designed to provide you with urgent and unplanned network engineering support. Solve complex, urgent, & complex network issues.	1	\$ 32,000.00	\$ 32,000.00	\$ 32,000.00
8	STEP CG SCG-AP-Apex-1Y STEP CG Apex Service for Access Point, 1 Year Term, Upfront Payment. See Scope of Service for more details.	10	\$ 135.00	\$ 135.00	\$ 1,350.00
9	STEP CG SCG-Controller-Apex-1Y STEP CG Apex Service for AP Controller, 1 Year Term, Upfront Payment. See Scope of Service for more details.	16	\$ 1,432.80	\$ 1,432.80	\$ 22,924.80
10	STEP CG SCG-Switch-Apex-1Y STEP CG Apex Service for Network Switch, 1 Year Term, Upfront Payment. See Scope of Service for more details.	160	\$ 402.30	\$ 402.30	\$ 64,368.00
11	STEP CG SCG-MediumFW-Apex-1Y STEP CG Apex Service for Medium Firewall, 1 Year Term, Upfront Payment. See Scope of Service for more details.	2	\$ 3,007.80	\$ 3,007.80	\$ 6,015.60
12	STEP CG SCG-MSP-Onboard STEP CG Managed Services Onboarding. Device Configuration and Installation not included, One-Time Charge	1	\$ 24,500.00	\$ 24,500.00	\$ 24,500.00

Line	Item & Description	Qty	Unit List Price	Discounted Unit Price	Extended Total
13	STEP CG VPNaaS Tier-4 N+1 Setup STEP CG VPNaaS One-Time Setup VPN for Tier-4 service N+1 redundant head-ends – Up-Front Cost, requires VPNaaS-T4 service	1	\$ 14,000.00	\$ 14,000.00	\$ 14,000.00
14	STEP CG VPNaaS Tier-4 N+1 Setup STEP CG VPNaaS One-Time Setup VPN for Tier-4 service N+1 redundant head-ends – Up-Front Cost, requires VPNaaS-T4 service	25	\$ 300.00	\$ 300.00	\$ 7,500.00
15	Fortinet FG-50G-SFP-POE FortiGate-50G-SFP-PoE 3x RJ45 PoE+ ports, 1x RJ45 PoE+ WAN, 1 x RJ45 WAN port, 1x SFP port.	25	\$ 1,000.00	\$ 1,000.00	\$ 25,000.00
16	Fortinet FC-10-F50GP-247-02-12 FortiGate-50G-SFP-PoE 1 Year FortiCare Premium Support	25	\$ 200.00	\$ 200.00	\$ 5,000.00
17	Fortinet FEX-511F FortiExtender-511F Indoor Broadband Wireless WAN Router with 1x "Dual SIM 5G Sub-6GHz M.2 Module" for Global Carriers, with CAT20 LTE Support. 5x GE WAN/LAN configurable RJ45 ports including 1x 802.3at POE PD port (25.5W) and 1x SFP port. Power adaptor sold separately, select region specific adapter from accessories.	25	\$ 1,195.00	\$ 1,195.00	\$ 29,875.00
18	Fortinet FC-10-FEXC2-583-02-12 FortiEdge Cloud Management 1 Year FortiExtender 300-500 Series (incl all vehicle and dual modem models) FortiEdge Cloud SKU Including FortiCare Premium. (Note, FortiCare only applicable when used with FortiEdge Cloud)	25	\$ 160.00	\$ 160.00	\$ 4,000.00
19	AT&T SIM Card AT&T SIM card activation. Pooled 5G cellular dataplan. T-Mobile & Verizon also supported. Customer provided.	25	\$ 0.00	\$ 0.00	\$ 0.00
20	SCG-Install STEP CG Installation Services of FortiGate 50G & cellular router @ locations. Please see attached Statement of Work for details.	1	\$ 11,500.00	\$ 11,500.00	\$ 11,500.00
21	HPE R3T84A HPE Aruba Networking User Experience Insight Mounting Kit	6	\$ 99.00	\$ 99.00	\$ 594.00
22	Aruba S0U52A HPE ANW UXI 6GHz Cellular PoE Sensor	6	\$ 1,499.00	\$ 1,499.00	\$ 8,994.00
23	HPE H60A8E Aruba 3Y FC NBD Exch UXIG+Eth+C Sensor SVC [for S0U52A]	6	\$ 150.00	\$ 150.00	\$ 900.00
24	Aruba R4W98AAE HPE Aruba Networking User Experience Insight 6Ghz 11ax PoE Powered Sensor without PSU	6	\$ 1,599.00	\$ 1,599.00	\$ 9,594.00
25	Aruba R4X01AAE HPE Aruba Networking User Experience Insight Sensor LTE 3-year Subscription E-STU	6	\$ 299.00	\$ 299.00	\$ 1,794.00

Quote Total: \$ 1,015,851.60

Applicable Sales Tax will be calculated on final invoice.
Shipping and state/local sales tax may apply.
Purchasing Contract: Omnia contract 01-170

ACCEPTED INCLUDING TERMS AND CONDITIONS AS EXPRESSED BELOW:

(Signed)

(Date)

(Print Name)

TERMS AND CONDITIONS OF THE SALE

1. Agreement

A. The "Quotation" is the document from STEP CG, LLC ("Seller") indicating the features, specifications, options, and prices applicable to the goods and related services offered for sale by it ("Products"). The Quotation, these Terms and Conditions of Sale ("Terms and Conditions"), and any document(s) to which Seller has attached these Terms and Conditions, is a contract (the "Agreement") for the sale of Products by Seller to the buyer ("Buyer") (Buyer and Seller are the "Parties").

B. Seller's offer is expressly limited to the terms of the Agreement. Any terms or conditions proposed by Buyer (including those in Buyer's purchase order or proposed terms and conditions) that are different from or in addition to these Terms and Conditions are hereby expressly rejected by Seller and are not part of the Agreement.

C. Unless the context requires otherwise, words importing the singular include the plural and vice versa. Any reference to a section in these Terms and Conditions, or in the document(s) to which Seller has attached them, means the relevant section of these Terms and Conditions or said attached document(s).

2. Payment Terms

Unless otherwise agreed to in writing by Seller for Net payment terms, the terms of payment are Pre-Pay for this order and are required up-front via ACH or Credit Card. Credit Card Payments will incur an additional 3% fee. Any other payment terms are hereby expressly rejected. Payment is made when Buyer's funds have been received in Seller's account. Late payment will automatically extend any delivery or service completion date agreed upon by the Parties by an amount of time equivalent to the delay in payment and Seller's obligations to Buyer will automatically be based on such a revised schedule. Unless otherwise stated in the Quotation, amounts owed by Buyer remaining unpaid 30 days following Buyer's receipt of an invoice shall accrue interest at the lesser of the maximum rate permitted by law or 1.5% per month from the due date.

3. No Set-off Right

Buyer shall not have any right, in any way, to set-off any amounts owed by it to Seller under this Agreement.

4. Start of Production

Seller will not ship, order shipment of, or install any Product until Buyer has made any advance payment as specified in the Quotation.

5. Taxes.

Unless expressly stated in the Quotation, prices quoted do not include any excise, sales, occupational, use, value-added or similar taxes, levies, governmental charges, or surcharges applicable to the Products or the sale or use thereof. Any and all such charges are the responsibility of Buyer.

6. Currency of Payment

All payments due under this contract shall be made in the currency stated in the Quotation. If no currency is specified, the currency shall be U.S. Dollars.

7. Product Appearance

Buyer acknowledges and agrees that the Products may not be exactly as illustrated in any photographs, illustrations, brochures, manuals, or advertising materials relating to the Products and are subject to variations in design. Any minor deviation(s) shall not invalidate the sale of the Products or entitle Buyer to any price adjustment.

8. Product Specifications

Buyer acknowledges and agrees that all weights, measurements, and power requirements given by Seller for the Products are approximate and are subject to reasonable variation. Any reasonable variation(s) shall not invalidate the sale of the Products or entitle Buyer to any price adjustment.

9. Shipment and Acceptance

A. Unless otherwise specified in the Agreement, Products will be shipped by the manufacturer or manufacturer's distributor to the address listed as the principal place of business for Buyer on the first page of this Agreement. Products will be shipped FOB manufacturer's or distributor's warehouse. Any shipping charges incurred by Seller will be passed through to Buyer. For any Products shipped directly from Seller to Buyer, standard shipment is by UPS Ground, FOB Seller's warehouse. Shipping charges for products shipped directly from Seller to Buyer will be prepay and add. Buyer may request expedited delivery for an additional charge. Title and risk of loss passes to Buyer upon delivery of Products to the carrier.

B. Buyer shall inspect Products upon delivery and notify Seller within 15 days of delivery of any damaged Products received. It shall be Buyer's responsibility to file any damage claim with the carrier.

C. Buyer shall file claims for defective Products in accordance with the manufacturer's policy. Seller will assist Buyer if requested.

D. Seller will accept return of new, unopened, unconfigured Product for 30 days following delivery, subject to a 20% restocking fee. Buyer is responsible for return shipping. Custom made products and special order items cannot be returned. Software shall be deemed accepted by Buyer upon installation.

10. Security Interest

Seller hereby reserves a security interest in all Products and Software provided to Buyer to secure payment of the purchase price, license fees and any related charges. The security interest shall continue in effect until such amounts are paid in full by Buyer.

11. Installation

In cases where the Agreement includes installation of Products by Seller, the on-site period begins when Seller's representative has arrived at Buyer's premises to begin installation. Seller will invoice Buyer for any delay on the part of Buyer in meeting its obligations as set forth in the Agreement, if a delay results in an extension of the on-site

period beyond what is contemplated in the Agreement.

12. Limited Warranty

A. Seller warrants that all installation services provided by Seller to Buyer in connection with the Agreement will be free of defects in workmanship for a period of 30 days ("Warranty Period").

B. Warranty Period begins from the last date on which Seller's employee performed installation services. This warranty covers only defects arising under normal use ("Covered Defect") and does not include malfunctions or failures resulting from usage not in accordance with product instructions, abuse, neglect, alteration, acts of nature, or improper installation, alteration, modification, or repairs made by anyone other than Seller.

C. Buyer's sole and exclusive remedy for breach of the warranty set forth in this section 12(A) will be performance by of services necessary to rectify Covered Defects at no expense to Buyer. Buyer must notify Seller in writing within 30 days after discovering a suspected Covered Defect.

13. Warranty Limitations

A. Except as expressly provided elsewhere in this Agreement, Seller disclaims all express, implied, and statutory warranties regarding Products provided to Buyer. This disclaimer includes but is not limited to all warranties of performance, non-infringement, merchantability or fitness for a particular purpose of any Product.

B. The limited warranty described in section 12(A) of these Terms and Conditions does not cover services required to repair damages, malfunctions or failures caused by any of the following:

- i. Buyer's failure to follow Seller's or the manufacturers' written operation or maintenance instructions as applicable and provided to Buyer or published on the manufacturer's website;
- ii. Reconstructed, repaired, or altered by Buyer or persons other than Seller or its authorized representative;
- iii. Used with any product or hardware that has not been previously approved in writing by Seller.

14. Limitation of Liability.

A. Buyer agrees that the entire liability of Seller, its officers, employees and agents shall be limited in the aggregate to the price paid to Seller for Products under this Agreement.

B. Buyer agrees that Seller may be held liable only for direct compensatory damages proximately caused by Seller's negligence in providing the Products contemplated in the Quotation. Buyer releases Seller from any liability caused by defective Products procured from, by, or through Seller. In addition, Buyer hereby releases Seller from liability for any incidental, consequential, cover, or punitive damages suffered by Buyer or third parties resulting from a loss caused by Seller's Products. Such losses include without limitation:

- i. Damages arising out of the use of or the inability to use any Product;
- ii. Any loss of data or inaccuracy of data produced by any Product;
- iii. Impairments to interoperability of Buyer's technological systems;
- iv. Buyer's inability to access or interact with other providers or their services through the internet;
- v. The cost of procurement of substitute goods, services, or technology.

15. Indemnity

Buyer hereby agrees to indemnify, defend and hold harmless Seller, its officers, employees and agents from and against all claims, damages, liability and costs (including reasonable attorney's fees) resulting from:

- A. Buyer's use of the Products for other than their intended purpose, as described in the Quotation;
- B. Buyer's failure to follow the instructions for installation, maintenance and use of the goods and equipment;
- C. Buyer's unauthorized modification or alteration of the goods and equipment; or
- D. Buyer's failure to properly train its employees and agents concerning the proper installation, maintenance, and use of the goods and equipment.

16. Choice of Law and Venue

The rights and obligations of the parties under this Agreement shall not be governed by the provisions of the 1980 U.N. Convention on Contracts for the International Sale of Goods; rather these rights and obligations shall be governed exclusively by the laws of the State of Ohio, USA, without regard to its conflicts of law principles. Buyer agrees that any claim or dispute arising against Seller under this Agreement must be resolved by the United States District Court for the Southern District of Ohio or a court of competent jurisdiction located in Hamilton County, Ohio. Buyer agrees to submit to the personal jurisdiction of the courts located within Hamilton County, Ohio for the purpose of litigating all such claims or disputes.

17. Authority; No Conflicts Buyer warrants that

- A. Buyer has full organizational power and authority to enter into and perform its obligations under the Agreement;
- B. The Agreement constitutes a legal, valid and binding obligation of Buyer;
- C. The Products purchased from Seller are not for resale purposes but are purchased for Buyer's own use; and
- D. Seller's acceptance and performance of the Agreement will not conflict with, or result in any violation or breach of any provision of Buyer's organizational documents, any material contract of Buyer, or any applicable Law.

18. Notices; Communications

All notices required or permitted under the Agreement will be made in writing and be effective only upon receipt.

Notices to Buyer will be provided at its address set forth in the Agreement.

19. Interpretation; Language

For purposes of the Agreement, whenever the word "including" (or any variation thereof) is used, it is deemed to be followed by the words "without limitation." A rule of construction will not apply to the disadvantage of Seller because of Seller's preparation of the Agreement or any part of it. If these Terms and Conditions or other purchasing

documents are made available in any language other than English, they are for information purposes only, and the English-language version will control.

20. Headings.

The division of the Agreement into sections and paragraphs, and the insertion of headings, is for convenience of reference only and will not affect the construction or interpretation of this Agreement.

21. Waiver

Seller's failure at any time to require Buyer's performance will in no way affect Seller's right to require such performance at any time thereafter, nor will Seller's waiver of any breach constitute a waiver of any succeeding breach. Any waiver of a right by Seller under the Agreement on any one occasion will not be construed as a bar to any right or remedy that Seller would otherwise have had on a subsequent occasion.

22. Severability

Any provision of this Agreement that is prohibited or unenforceable in any jurisdiction will, as to that jurisdiction, be ineffective to the extent of such prohibition or unenforceability and will be severed from the balance of this Agreement, all without affecting the remaining provisions of this Agreement or affecting the validity or enforceability of such provision in any other jurisdiction.

23. Assignability

This Agreement will inure to the benefit of, and be binding on, Buyer and its successors and permitted assigns and will inure to the benefit of, and be binding on, Seller and its successors and assigns. Buyer may not assign this Agreement, or any of its rights or obligations under this Agreement, without the prior written consent of Seller.

24. Force Majeure

Seller shall not be held responsible for any delays or failures in performance due to a Force Majeure. The term "Force Majeure" means an occurrence that is beyond the reasonable control of Seller and occurs without its fault or negligence, including but not limited to acts of God, riots, vandalism, governmental regulations, national emergencies, terrorism, manufacturer/supplier shortages, fire, war, strikes, explosion, earthquake, flood, storm, lightning, pandemics or other similar catastrophe.

25. Entire Agreement

Agreement, which constitutes the entire agreement between Seller and Buyer pertaining to the subject matter of the Quotation and supersedes all purchase orders, and all other agreements, understandings, negotiations and discussions, whether oral or written, regarding this subject matter. There are no conditions, warranties, representations or other agreements between the parties relating to the subject matter of the Quotation (whether oral or written, express or implied, statutory or otherwise) except as specifically set out in the Agreement. Any amendment to the Agreement shall only be binding and enforceable if in writing and signed by the Parties.