

To: Board of Trustees
From: Caleb Shore, Technology Director
Date: 8/5/25
Subject: Firewall enhancements – eRate Cybersecurity Pilot Program

Dear Trustees,

As part of our participation in the federal eRate Cybersecurity Pilot Program, we are moving forward with enhancements to our network firewall. Caldwell was the only school district in Idaho selected for this three-year national pilot, which supports implementation of advanced cybersecurity measures in K-12 schools.

Following a competitive bidding process, we have awarded the firewall upgrade project to **Valcom** in the amount of **\$40,225.98**.

This project includes a credit for previously purchasing Palo Alto Networks Advanced Threat Prevention and then adds the following functionality:

- Advanced Threat Prevention
- Advanced URL Filtering
- Advanced WildFire (malware sandboxing)
- Advanced DNS Security
- Advanced SD-WAN

These tools will significantly improve our ability to detect and block cyber threats, protect sensitive data, and maintain secure, reliable connectivity across all sites.

Bids were evaluated using a scoring rubric, with price as the highest-weighted factor. Valcom submitted the lowest responsible bid that met all technical requirements and was awarded the project.

This upgrade builds on our existing Palo Alto infrastructure and is a key step in our district's ongoing cybersecurity strategy.

Please let me know if you have any questions or would like further details.

Sincerely,
Caleb Shore
Technology Director



July 29, 2025

Nick Bell
VLCM
852 East Arrowhead Lane
Salt Lake City, UT 84107
SPIN: 143025327

Dear Mr. Bell,

This letter affirms our decision to purchase the firewall services from erate bid: CRB420250552. These services are specified in your proposal #468007. These services are for a 3-year term, from 9/21/2025 – 09/21/2028.

The procurement of this equipment shall be dependent upon the receipt of approval for the associated E-Rate funding and the issuance of a valid purchase order from the district for the district portion of the cost. Please note that VLCM will be responsible for procuring the SLD payment portion from the E-Rate SLD.

To accept the terms of this purchase agreement, please sign below and return.

Sincerely,

Caleb Shore

Caleb Shore
Caldwell School District

Date

Nick Bell
Nick Bell
VLCM

7/29/2025
Date



VLCM
 852 E Arrowhead Ln
 Salt Lake City, Utah 84107
 United States
 (P) 8012629277

Quotation (Open)	
Date Jul 14, 2025 09:35 AM MDT	Expiration Date 10/08/2025
Modified Date Jul 14, 2025 03:03 PM MDT	
Quote # 468007 - rev 1 of 1	
Description Palo Alto 10/29/24-09/21/28	
SalesRep Barney, Alisha (P) 8012629277	
Customer Contact Shore, Caleb (P) (208) 455-4463 cshore@caldwellschools.org	

Customer
 Caldwell School District No.
 132 (15699)
 Shore, Caleb
 1502 Fillmore St
 Caldwell, ID 83605
 United States

Bill To
 Caldwell School District No. 132
 Zamora, Jenna
 1502 Fillmore Street
 Caldwell, ID 83605
 United States
 (P) 208-455-4463
 (F) 208-455-4468
 ap@caldwellschools.org

Ship To
 Caldwell School District No. 132
 Santiago, Amanda
 107 Poplar Street
 Caldwell, ID 83605
 United States
 cshore@caldwellschools.org

#	Description	Part #	Qty	Unit Price	Total
Credit for previous purchase					
1	Palo Alto Networks Advanced Threat Prevention	PAN-PA-3410-ATP-5YR	-1	\$18,450.78	\$-18,450.78
Term Dates: 02/25/25-09/21/28					
2	PA-3410, Precision AI Network Security Subscription Renewal Bundle (Advanced Threat Prevention, Advanced URL Filtering, Advanced Wildfire, Advanced DNS Security and Advanced SD-WAN)	PAN-PA-3410-BND-CORESEC-5YR-R	1	\$58,676.76	\$58,676.76

Disclaimer: Due to potential tariffs and other market-driven factors, pricing may change without notice. VLCM remains committed to transparency and will work with our vendors to hold pricing steady whenever possible. Any necessary changes will be communicated clearly and in advance when feasible.

Subtotal: \$40,225.98
 Tax (.0000%): \$0.00
 Shipping: \$0.00
Total: \$40,225.98

Customer Acknowledgment and Agreement

The purchase and use of goods, services, or other offerings are subject to applicable terms and conditions, including the vendor's privacy policies and usage agreements. These documents may vary by vendor and product type. Customers can request copies of the relevant terms and policies from the VLCM Sales Team at any time.

This proposal is also subject to acceptance of VLCM's standard terms and conditions, which are available for review at www.vlcmtech.com/terms. Please note that VLCM may charge a convenience fee for credit card transactions.