

# Lake County Switch Replacement Professional Services Quotation # 2022-139350v5

**Prepared By Logicalis for:**  
Lake County Illinois

*To the attention of :  
Erik Karlson  
Lake County Illinois  
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Waukegan, IL 60085-4304  
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## Pricing Summary

The following is a price summary of Logicalis ' proposed solution.

Price Summary	Amount
Professional Services	\$326,386.25



Logicalis offers a range of services, from helping you define and design a cloud strategy to assisting with server and storage selection for your current environment. We provide a variety of assessments and health checks, perfect for those who need help determining what the next steps are. Find out more at [www.us.logicalis.com](http://www.us.logicalis.com)

To address your most pressing challenges during COVID-19, Logicalis has instituted Rapid Deployment Services designed to support your needs to deploy remote workers, maintain security and infrastructure readiness, and provide supplemental IT staff support. All services are designed to be delivered remotely by a Logicalis Engineer. Find out more at <http://bit.ly/3b6Gnzp>



Ask us about Logicalis Leasing Solutions—a value-added service tailored to our customers. Leasing offers strategic, operational and financial benefits that can help meet your company ' s goals and get your project funded. Logicalis financing experts work with more than a dozen trusted leasing partners to assist you as our valued customer. We can deliver competitive rates and flexible terms and make the leasing process easy.

Lake County Switch Replacement Professional Services  
 Quotation # 2022-139350v5

Customer Name & Address		Logicalis Account Executive	
Erik Karlson Lake County Illinois 18 N County St Waukegan, IL 60085-4304 (847) 377-2454 ekarlson@lakecountyil.gov		Al Robles 3500 Lacey Road Suite 200 Downers Grove, IL 60515 +1 3317773637 al.robles@us.logicalis.com	
Bill To Address		Ship to Address	
Lake County Illinois 18 N County St Waukegan, IL 60085-4304			

Item	Qty	Part Number	Description	Unit Price	Extended Price
<b>Services - Fixed Fee</b>					
1	1	PS	Project Initiation	\$195,831.75	\$195,831.75
2	1	PS	Project Completion	\$130,554.50	\$130,554.50
<i>Services Fixed Fee Subtotal</i>					\$326,386.25

Grand Total	
Services Subtotal:	\$326,386.25
<b>Grand Total:</b>	<b>\$326,386.25</b>

## Solution Summary

Lake County needs to upgrade their existing network infrastructure and has requested Logicalis to assist with the planning, design, configuration, and managing the deployment of the new Cisco network. The solution will include new core switches, edge switches, routers, Next Generation Firewalls (NGFW) for security, and required network routing changes. This scope of work will cover the remaining planning and design required as well as the configuration and implementation of all the identified network equipment.

There are 520+ network devices in the network today that will be replaced over the course of this project. The new network equipment will provide greater port density and will displace around 180+ network devices that will not be replaced, thus reducing the total number of devices in the network to be managed and maintained.

A Logicalis Project Manager will oversee the entire project to ensure a successful completion of the project. The project manager will be responsible for working with Lake County to build the implementation schedule based on site availability and equipment availability.

Logicalis uses a phased approach with all our projects. Below is a high level outline of the overall project. Additional details are included in the Services Statement of Work section.

### Initial Design Phase:

- Meet with Lake County staff to discuss project goals
- Review and define network requirements

### Data Gathering:

- Gather information on existing network
- Gather information on required routing changes

### Detailed Design Phase:

- Define specific IP Addresses, ports, hostnames, and all other details as required
- Create a detailed design and implementation document, including drawings, implementation plans and a proposed initial configuration
- Review design and implementation document and receive sign off from Lake County

### Configuration Phase:

- Build DNAC configuration templates for each network equipment based on the design document
- Configure Cisco FirePOWER Threat Defense (FTD) Appliances and Meraki firewalls
- Configure Firepower security features
- Configure core switches and required routing changes
- Configure access layer switches

### Deployment Phase:

- Rack/Stack/Cable new switches, firewalls, routers
- Update IOS to latest recommended release
- Verify configuration has been pulled from DNAC
- Verify connectivity to various test IP addresses and Lake County services
- Perform any additional verification steps defined in the Design and Implementation Plan
- Cutover devices into production

### Knowledge Transfer Phase:

- Overview of how to import new devices onto the network using DNAC

- Handoff equipment details to Logicalis Managed Services

Support Phase:

- Provide day 1 cutover support for access layer switches, core switches, routers, and NGFW cutovers.

## Services Statement of Work

### Communication & Network Services - Route / Switch

#### Tasks and Activities

- 1 Plan
  - 1.1 Data Gathering
    - 1.1.1 Gather solution requirements and design for project implementation
    - 1.1.2 Data gathering for (2) data center (Nexus 9K) series switch(es)
    - 1.1.3 Data gathering for (125) (C9200L) series switch(es)
    - 1.1.4 Data gathering for layer two design such as VLAN's, spanning-tree, port security, etc.
  - 1.2 Implementation Planning
    - 1.2.1 Add licenses to smart account
    - 1.2.2 Create high-level timeline
    - 1.2.3 Create a test plan for route/switch implementation
    - 1.2.4 Implementation plan creation and technical review
    - 1.2.5 Conduct a Customer review meeting for approval of the implementation plan, test plan and fallback plan
- 2 Implement
  - 2.1 Device Staging
    - 2.1.1 Unbox, power, verify and update IOS on (113) 24-port access switch(es)
    - 2.1.2 Unbox, power, verify and update IOS on (187) 48-port access switch(es)
    - 2.1.3 Unbox, power, verify and update IOS on (9) core switch(es)
    - 2.1.4 Unbox, power, verify and update IOS on (3) router(s)
  - 2.2 Physical Device Implementation
    - 2.2.1 Brownfield build - rack (113) 24-port access switch(es) and re-patch to network (cable cleanup not included)
    - 2.2.2 Brownfield build - rack (187) 48-port access switch(es) and re-patch to network (cable cleanup not included)
    - 2.2.3 Rack (9) core switch(es) and patch to network (cable cleanup not included)
    - 2.2.4 Rack (3) router(s) and patch to network (cable cleanup not included)
  - 2.3 Implementation Configuration
    - 2.3.1 Configuration of (300) (C9200L) edge switch(es) per implementation plan
    - 2.3.2 Configuration of layer two per implementation plan
    - 2.3.3 Configuration of layer three routing per implementation plan
    - 2.3.4 Configuration of security features per implementation plan
    - 2.3.5 Configuration of link aggregation per implementation plan
    - 2.3.6 Configuration of (9) core (C9500) switch(es) per implementation plan
    - 2.3.7 Configuration of (2) Data Center (Nexus 9K)) switch(es) per implementation plan
    - 2.3.8 Configuration of (3) Cisco cellular gateways
    - 2.3.9 Configuration of (2) Meraki MX85 Firewalls
  - 2.4 Integrated Services and Advanced Services Routers
    - 2.4.1 Base configuration of (3) (C8200) routers per implementation plan
- 3 Validate
  - 3.1 System Cutover
    - 3.1.1 Turn up and testing during business hours

- 3.1.2 System cutover, cutover validation and execution of test plan, after-hours
- 4 Support
  - 4.1 Knowledge Transfer
    - 4.1.1 Complete (8) hours of system admin knowledge transfer including content creation
    - 4.1.2 Handoff equipment details to Logicalis Managed Services
  - 4.2 Day One Support
    - 4.2.1 Provide (40) hours of first business day support

## Communication & Network Services - Security Tasks and Activities

- 1 Plan for Cisco Security
  - 1.1 Data Gathering
    - 1.1.1 Review and validation of the project implementation strategy, documentation and desired outcomes
    - 1.1.2 Gather existing network/system Information
    - 1.1.3 Gather system specific information (name scheme, IP addresses, etc.)
  - 1.2 Implementation Planning
    - 1.2.1 Define implementation details for Cisco firewall implementation
    - 1.2.2 Implementation plan creation and technical review
    - 1.2.3 Conduct a Customer review meeting for approval of the implementation plan, test plan and fallback plan
- 2 Implement for Cisco Security
  - 2.1 Cisco Firewall Security Appliance
    - 2.1.1 Configure (8) DMZ zones
  - 2.2 FirePOWER Threat Defense (FTD) Appliance
    - 2.2.1 Install (8) FTD appliance(s) and perform initial config (hostname, IP and manager's IP)
    - 2.2.2 Configure FirePOWER Management Center - Add FTD appliances, update vulnerability and fingerprint libraries
- 3 Validate
  - 3.1 Cutover
    - 3.1.1 Cutover system into production (including testing)
- 4 Support
  - 4.1 Knowledge Transfer
    - 4.1.1 Complete (4) hours of system admin knowledge transfer including content creation
  - 4.2 Day One Support
    - 4.2.1 Provide (16) hours of first business day support

## Communication & Network Services - DNA Center Tasks and Activities

- 1 Implement
  - 1.1 Physical Device Implementation
    - 1.1.1 Install the DNAC (1) appliance and cabling
  - 1.2 Implementation Configuration
    - 1.2.1 Install the DNAC application and perform the initial configuration
    - 1.2.2 Discover network devices \*SNMP and standard enable password set on devices
    - 1.2.3 Configure base network settings in DNA for device templates (AAA, DHCP, DNS, Syslog, SNMP, Netflow, MOTD)
    - 1.2.4 Download and select golden images for network devices
    - 1.2.5 Create Network Based Application Recognition (NBAR) and Quality of Service (QoS) Policies using Cisco recommended policy
    - 1.2.6 Configure Plug and Play (PnP)
- 2 Validate
  - 2.1 System Cutover

- 2.1.1 System cutover, cutover validation and execution of test plan.
- 3 Support
  - 3.1 Knowledge Transfer
    - 3.1.1 Complete (4) hours of system admin knowledge transfer including content creation

## **Deliverables**

- Implementation Plan
- As Built document with device configuration files

## **Project Management**

The assigned Logicalis Project Manager will be responsible for providing the following services:

### ***Project Management (High Rigor)***

#### **Planning**

- Project kick-off call agenda & notes
- Project kick-off call facilitation
- Identify project team and define roles & responsibilities
- Resource Scheduling
- Project Work Breakdown Structure (WBS) & Gantt creation
- Project Workbook, consisting of:
  1. Delivery Team Contact Information
  2. Project RASIC Chart
  3. Project Communication Plan
  4. Project Schedule
  5. Project Issues & Actions Log
  6. Project Change Request Log
  7. Project Risk Register Log
  8. Project Product Tracking Log

#### **Execution**

- Product tracking, if applicable
- Project status call agenda & notes
- Weekly project status call facilitation
- Weekly project status report, consisting of:
  1. Overall Health Status
  2. Schedule, Risk & Budget Key Performance Indicator (KPI) Reporting
  3. Percentage Complete
  4. Project Phase
  5. High Level Accomplishments
  6. Current Activities / Upcoming Activities
  7. Past Due Activities
  8. Project Issues
  9. Financial & Hours Summary, applicable to T&M projects
- Resource management & allocation
- Project WBS & milestone management
- Project escalations

#### **Monitoring & Controlling**

- Project Deliverable review and delivery, as applicable
- Scope management

- Document Project Change Requests (PCRs), if applicable
- Timeline & budget monitoring
- Project performance measurement
- Risk monitoring & management
- Quality management

**Closing**

- Project closure call
- Project Closure and Acceptance processing
- Document lessons learned, as applicable



## Assumptions / Customer Responsibilities

- Customer will provide staging area for new equipment
- Patch cables are not included in the quote and are the responsibility of the customer to provide
- Customer will be responsible for disposing of the existing equipment
- Logicalis assumes we will leverage the following Tech Data GSA contract resource/role types as a part of this project: Principal Architect, Executive Consultant, and Project Manager

## Terms and Conditions

### Terms Applicable to All Sales

1. In the event Customer chooses to lease the Products and/or Services from a third party leasing company, Customer remains liable for payment to Logicalis for all Products and/or Services purchased until Logicalis receives payment from such leasing company.
2. All items not specifically included in this document are out of scope.
3. Prices are valid for 30 days from date of the document unless otherwise stated.
4. The information in this document is considered proprietary and confidential to Logicalis. By acceptance of this Quotation, Customer agrees to maintain this confidentiality and use such information for internal purposes only.

### Terms Applicable for Services Sales

This quotation ("Quotation") is made and entered into pursuant and subject to the Price List provisions of the Tech Data GSA #47QTCA21D00BD contract ("Tech Data GSA Contract"), which are incorporated herein by reference. Those provisions are captioned as follows: (1) "Labor Category Descriptions" (pg. 5-11 of the Price List); (2) "Authorized GSA Pricing / Professional Services" (pg. 12 of the Price List); and (3) the price list itself ("GSA Pricing"). For the avoidance of doubt, Customer and Logicalis hereby confirm that any references to the Tech Data GSA Contract are made strictly for the purposes of

1. establishing a basis for price negotiations and that any award of purchase order resulting from this Quotation will not be made through the Tech Data GSA Contract. For all other terms not addressed in the previously stated GSA, the terms and conditions of the Master Solutions Agreement with Product Sale Addendum between Logicalis, Inc. and Lake County, Illinois dated December 7, 2022, apply and are incorporated herein by reference. All items not specifically detailed in this Quotation are considered out of scope. All capitalized terms in this Quotation shall have the same meaning as defined in the Terms and Conditions, unless otherwise specifically defined in this Quotation.  
General customer responsibilities, project assumptions, change management processes, and other terms applicable to the delivery and receipt of services (as applicable to this Quotation), found at [us.logicalis.com/gcr](http://us.logicalis.com/gcr), are incorporated herein by reference.
2. Unless otherwise mutually agreed upon, reasonable travel expenses will be tracked separately and billed directly to Customer. Travel expenses will include cost incurred from travel (airfare, rental, car, mileage, tolls, and lodging). Meals, if any, will be billed at the per diem rate of \$65.
- 3.

## Quotation Acceptance

By signing below, the undersigned accepts this offer and confirms that he/she is authorized to purchase these items on behalf of Customer. This offer may be accepted by purchase order or other acknowledgement of acceptance, including, without limitation, by signing this document. Any reference to a Customer's Purchase Order or P.O. number does not indicate Logicalis' acceptance of terms and conditions referenced on/attached to any such P.O.

Accepted By:  
Lake County Illinois

Accepted By:  
Logicalis, Inc.

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Signature

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Signature

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Printed Name

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Printed Name

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Title

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Title

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Date

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Date

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