

Attachment "A"

Vendor	Status	Model	FW Throughput	IPS Throughput	Threat Protection Throughput	Security Processing	DPI?	Capture ATP?	100/40GbE ports	10GbE SFP ports	1GbE SFP Ports	1GbE Ethernet ports	BGP	Years	HA?	Active/Active
SonicWALL	Current Firewall	SM 9200	15 Gbps	5 Gbps	3.5 Gbps	Each engine processed separately	YES	YES - CaptATP	0	4	0	8	YES	3 Years	YES	yes
		NSSP 13700	60 Gbps	48 Gbps	45.5 Gbps	Each engine processed separately	YES	YES - CaptATP	2	4	0	16	YES	3 Years	YES	no
	Vendor recommendation	NSSP 13700	60 Gbps	48 Gbps	45.5 Gbps	Each engine processed separately	YES	YES - CaptATP	2	4	0	16	YES	5 Years	YES	no
Fortinet		Fortigate 1800F	11Gbps	17 Gbps	9.1 Gbps	Each engine processed separately	YES	yes (AMP)	2x 40G	2	8	16	Yes	1 Year	YES	yes
		Fortigate 1101E	9.8Gbps	12Gbps	7.1 Gbps	Each engine processed separately	YES	yes (AMP)	4x 40G	4	8	18	Yes	1 Year	YES	yes
		Fortigate 1101E	9.8Gbps	12Gbps	7.1 Gbps	Each engine processed separately	YES	yes (AMP)	4x 40G	4	8	18	Yes	3 Years	YES	yes
		Fortigate 1101E	9.8Gbps	12Gbps	7.1 Gbps	Each engine processed separately	YES	yes (AMP)	4x 40G	4	8	18	Yes	5 Years	YES	yes
Palo Alto		PA-5220	15.2 Gps	7.7 GPS	7.7 GPS	Single Pass	YES	YES - Wildfire	4	16 x (1G/10G)	16 x (1G/10G)	4	Yes	1 Year	YES	yes
		PA-5220	15.2 Gps	7.7 GPS	7.7 GPS	Single Pass	YES	YES - Wildfire	4	16 x (1G/10G)	16 x (1G/10G)	4	Yes	3 Years	YES	yes
		PA-3260	8.7 Gbps	4.7 Gbps	4.7 Gbps	Single Pass	YES	YES - Wildfire	4	8 x (1G/10G)	8 x (1G/10G)	12	Yes	1 Year	YES	yes
		PA-3260	8.7 Gbps	4.7 Gbps	4.7 Gbps	Single Pass	YES	YES - Wildfire	4	8 x (1G/10G)	8 x (1G/10G)	12	Yes	3 Years	YES	yes
	Best option for the City	PA-3260	8.7 Gbps	4.7 Gbps	4.7 Gbps	Single Pass	YES	YES - Wildfire	4	8 x (1G/10G)	8 x (1G/10G)	12	Yes	5 Years	YES	yes

This highlights the differentiating factors that has led to selecting this solution.

These were the main reasons these units did not meet the criteria for selection.

The current vendor, SonicWALL, recommended to upgrade to their NSSP 13700 units which would be a \$275,343.68 project over the next 5 years. The Palo Alto PA-3260 units and upgrading to the preferred "single pass" technology would be \$25k less than the SonicWALL upgrade option at \$249,877.27 over the next 5 years. While the Fortinet units were a slightly less expensive option at \$203,309.17, the solution was ruled out for not meeting the City's technical requirements as indicated in the solutions section above and documented in the comparison matrix. So, from a cost and technical solution point we have found that the preferred Palo Alto option is, our best technology solution and best

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Active/Passive	Queue changes?	PEERs recommend	Dynamic Lists	Multi Admin Access	Price as quoted	Pro Services?	Annual Renew Cost	Incl Tax, shipping	Notes	Quote Details
yes	no	7%	No	No	\$75,000.00	no	25000		Existing Legacy Hardware - SonicWALL recommends replacing	
yes	no	7%	No	No	<b>\$208,091.14</b>	no			SonicWALL recommendation / 3 Years	Reference quote MXWD231
yes		7%	No	No	<b>\$275,343.68</b>	yes			SonicWALL recommendation / 5 Years	Reference quote MPFF312
yes	no	15%	No	No	\$98,665.73	no	~\$33,000 annually			reference cdw quote MKFW231
yes	no	15%	No	No	\$85,586.06	no	~\$24,000 annually			reference cdw quote MLCD107
yes	no	15%	s	No	<b>\$160,397.57</b>	no	~\$24,000 annually			reference cdw quote MLCD310
yes	no	15%	s	No	<b>\$203,309.17</b>	no	~\$24,000 annually			reference 1903 quote COES04220120FOR2
yes	yes	50%	Yes	Yes	\$176,643.74	no	~\$30,000 annually	yes		reference cdw quote MKHV265
yes	yes	50%	Yes	Yes	<b>\$338,617.14</b>	no	~\$30,000 annually	yes		reference cdw quote MKHV362
yes	yes	50%	Yes	Yes	\$118,368.01	no	~\$30,000 annually	yes		reference cdw quote MKV1992
yes	yes	50%	Yes	Yes	<b>\$239,075.40</b>	no	~\$30,000 annually	yes		reference cdw quote MKV187
yes	yes	50%	Yes	Yes	<b>\$249,877.27</b>	no	~\$30,000 annually		COE InfoSys Preferred Option - POC Underway	reference cdw quote MPNQ172