

October 28, 2024

Village of Homewood
Attn: Rick Richard Wachowski
rwachowski@homewoodil.gov
2020 Chestnut
Homewood, IL 60430

Dear Rick,

We at All Information Services, Inc. are pleased to submit our proposal in response to your Request for Proposal (RFP) for Network Infrastructure Upgrades. We understand the critical nature of deploying and maintaining robust and secure network systems, and we are excited about the opportunity to partner with Village of Homewood in fortifying your network infrastructure across your six sites. Your RFP outlines the need for comprehensive upgrades to your network infrastructure, specifically focusing on deploying advanced firewall systems at five key locations. From our discussion we recognize that these sites require high availability to ensure uninterrupted operations and enhanced security. Our team is poised to deliver on these needs with precision and efficiency, ensuring that your network remains secure, efficient, and scalable. All Information Services, Inc. brings a wealth of expertise in network infrastructure development and management. Our proven track record includes successful deployments of cutting-edge network security solutions across multiple industries. Our team of professionals specializes in designing and implementing high-performance network systems that prioritize security and reliability. What sets us apart is our dedication to customized solutions tailored specifically to our clients' unique operational environments, ensuring maximum performance and value for investment. Furthermore, our commitment to exceptional customer support and service means that Village of Homewood can rely on us for ongoing support and guidance post-deployment. We understand the dynamic nature of IT environments and stand ready to adapt and innovate alongside your evolving needs. Thank you for considering All Information Services, Inc. as your trusted partner for this important project. We are eager to bring our expertise to Village of Homewood and contribute to the fortification of your network infrastructure. Please feel free to reach out to us with any questions or for further discussions. We look forward to the possibility of working together and are excited about the potential this project holds for both our organizations.

Sincerely,

Eric Montgomery
Senior Account Manager
All Information Services, Inc
emontgomery@aislabs.com
630.626.8616

Summary of Knowledge and Experience

We are pleased to present this letter outlining the extensive knowledge and experience of our IT consulting and network solution design team. At AIS Labs, we take pride in our ability to deliver cutting-edge solutions tailored to meet the unique needs of both government and commercial infrastructure projects.

Team Expertise

Our assigned team brings a wealth of experience to your project, with a combined 45 years of expertise in IT consulting and network solution design. This extensive background spans across various sectors, including government agencies and commercial enterprises, giving us a comprehensive understanding of diverse infrastructure requirements and challenges.

Summary of Experience

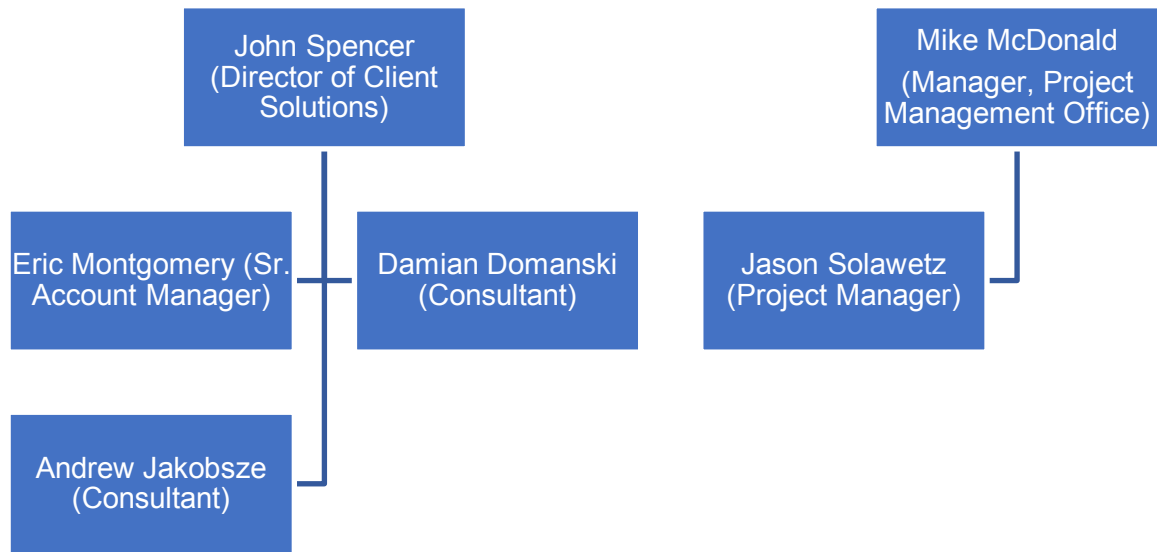
1. **The team's collective experience is characterized by: Diverse Project Portfolio:** Our consultants have successfully completed numerous network refreshes, ranging from small-scale upgrades to large-scale overhauls. This variety has honed our ability to adapt to different project scopes and complexities.
2. **Vendor-Agnostic Approach:** Through countless successful network refreshes, we have gained proficiency in utilizing hardware from various vendors. This versatility allows us to recommend and implement the most suitable solutions for each unique client environment.
3. **Government and Commercial Expertise:** Our experience working with both government and commercial clients has given us invaluable insights into the specific requirements, regulations, and best practices for each sector.
4. **Proven Track Record:** The team has consistently delivered successful outcomes, meeting and often exceeding client expectations. Our history of completing projects on time and within budget speaks to our efficiency and reliability.
5. **Continuous Learning:** In an ever-evolving field, our team remains at the forefront of technological advancements through ongoing training and certifications.

Project Highlights

- Some notable achievements of our team include:
 - Successful implementation of a large-scale network refresh for a healthcare organization, involving over 50 firewalls, routers, switches and access points across 9 sites
 - Successfully moved city hall and police department physical locations for municipal client over a 48-hour period, with zero hours of downtime for police department and 4 hours of down time for city hall.

Our team's extensive experience, combined with our commitment to adapt, innovate and succeed positions us uniquely to address your specific IT consulting and network solution design needs. We look forward to the opportunity to bring our expertise to your project and deliver outstanding results.

Village of Homewood Assigned Personnel



Project Methodology

Preparation Phase

1. Define Project Scope and Objectives
 - Document the need to replace 5 firewalls
 - Outline QoS implementation requirements
 - Specify goals for inter-VLAN access control
2. Stakeholder Identification
 - Identify key stakeholders (IT management, security team, network administrators)
 - Establish communication channels and reporting structure
3. Resource Assessment
 - Evaluate current network infrastructure
 - Assess available personnel and their skill sets

Planning Phase

1. Requirements Gathering
 - Collect detailed requirements for new firewalls
 - Define QoS policies and priorities
 - Specify inter-VLAN access control requirements
2. Current Network Analysis
 - Perform a thorough audit of existing firewall configurations
 - Analyze current traffic patterns and bandwidth utilization
 - Review existing VLAN structure and access rules
3. Risk Assessment
 - Identify potential risks and challenges
 - Develop mitigation strategies
4. Project Timeline
 - Create a detailed project schedule
 - Set milestones and deadlines

Design Phase

1. Firewall Selection

- Research and select appropriate firewall models
- Ensure compatibility with existing infrastructure

2. QoS Design

- Develop QoS policies based on traffic analysis
- Design QoS classification and queuing strategies

3. Inter-VLAN Access Control

- Design new VLAN structure if necessary
- Create detailed access control lists (ACLs)

4. Network Topology Design

- Create network diagrams showing new firewall placement
- Design traffic flow patterns incorporating QoS and inter-VLAN rules

5. Testing Plan

- Develop a comprehensive testing strategy on a per site basis
- Create test cases for firewall functionality, QoS, and inter-VLAN access

Implementation Phase

1. Procurement

- Order new firewall hardware
- Acquire any necessary software licenses

2. Staging and Configuration

- Set up new firewalls in a staging environment
- Configure QoS policies and inter-VLAN access rules
- Perform initial testing

3. Deployment Plan

- Create a detailed cutover plan
- Schedule maintenance windows for each firewall replacement

4. Execution

- Replace firewalls according to the deployment plan
- Implement QoS policies on network devices
- Apply inter-VLAN access rules

5. Testing and Verification

- Conduct thorough testing of all implemented changes
- Verify QoS effectiveness and inter-VLAN access control

Operation Phase

1. Monitoring

- Implement monitoring tools for new firewalls
- Set up alerts for QoS violations and unauthorized access attempts

2. Documentation

- Update network diagrams and configuration documentation
- Create standard operating procedures for the new environment

3. Training

- Provide training to IT staff on new firewall management
- Educate users on any changes affecting their network usage

Optimization Phase

1. Performance Analysis

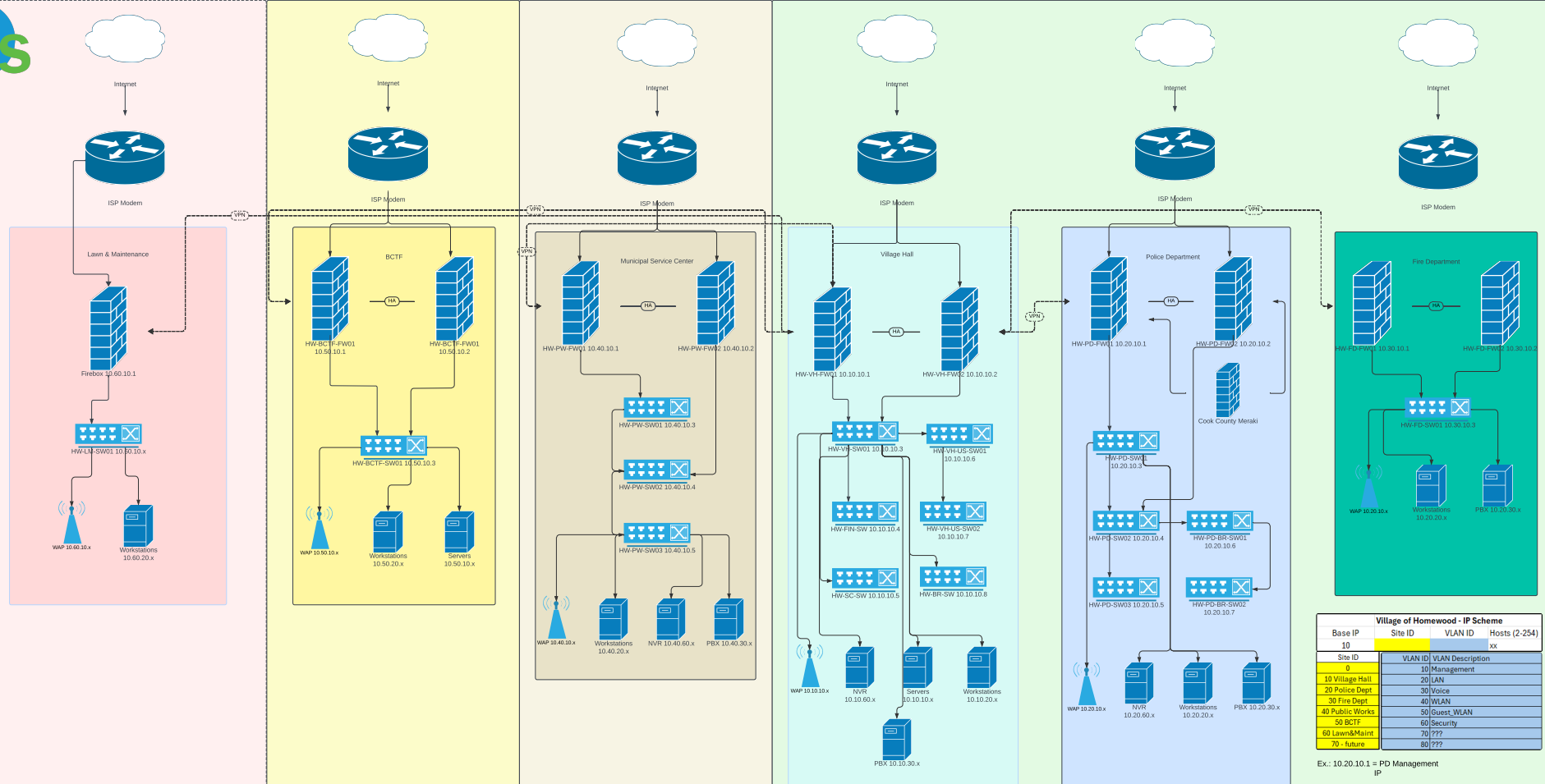
- Analyze network performance post-implementation
- Identify any bottlenecks or issues

2. Fine-tuning

- Adjust QoS policies based on real-world performance
- Refine inter-VLAN access rules as needed

3. Continuous Improvement

- Establish a process for ongoing optimization
- Schedule regular reviews of firewall rules and QoS policies



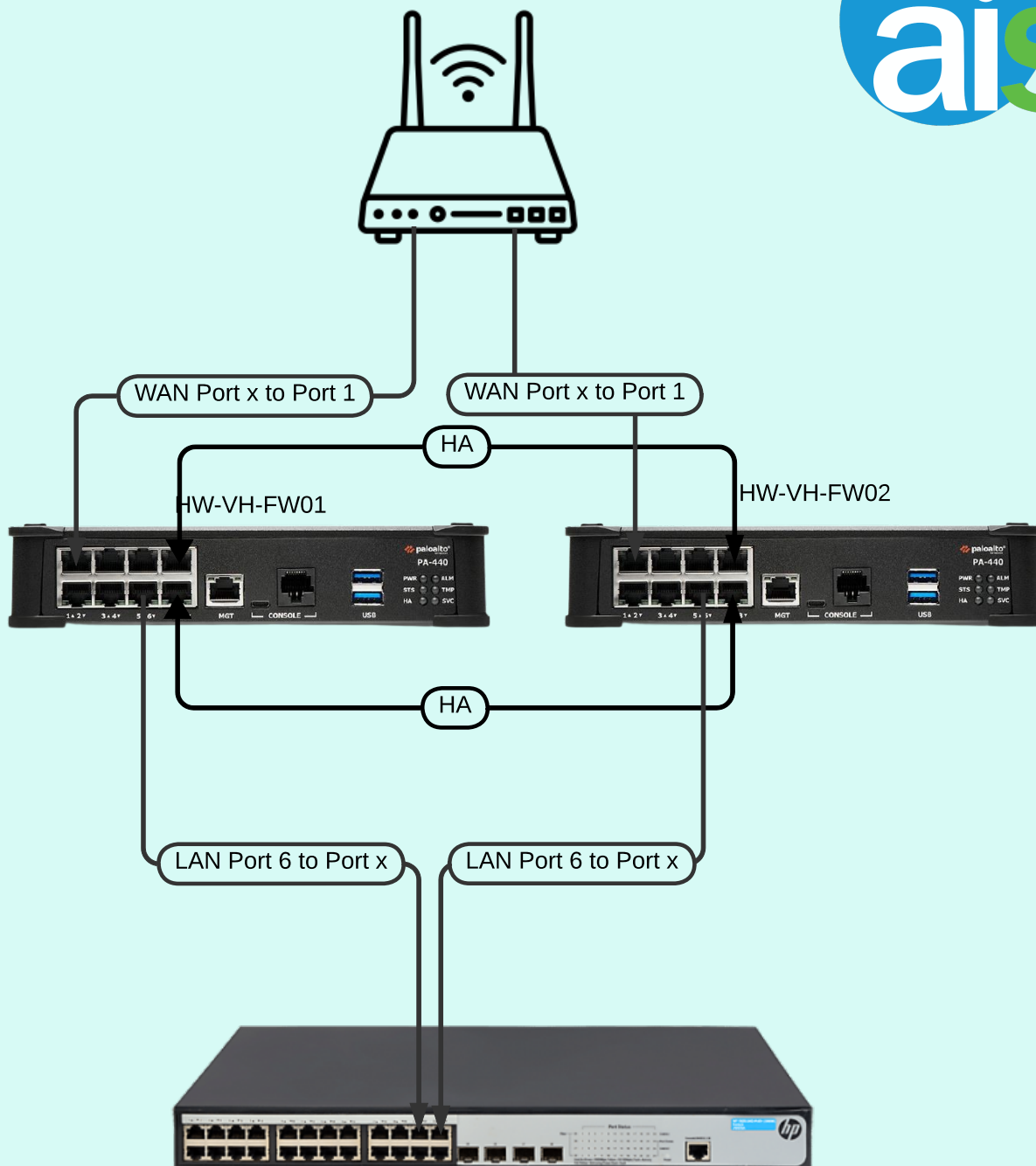
Village of Homewood - IP Scheme

Base IP	Site ID	VLAN ID	Hosts (2-254)
10	10	xx	xx
0	10	Management	
10	20	LAN	
20	30	Voice	
30	40	WLAN	
40	50	Guest WLAN	
50	60	Security	
60	70	???	
70	80	???	

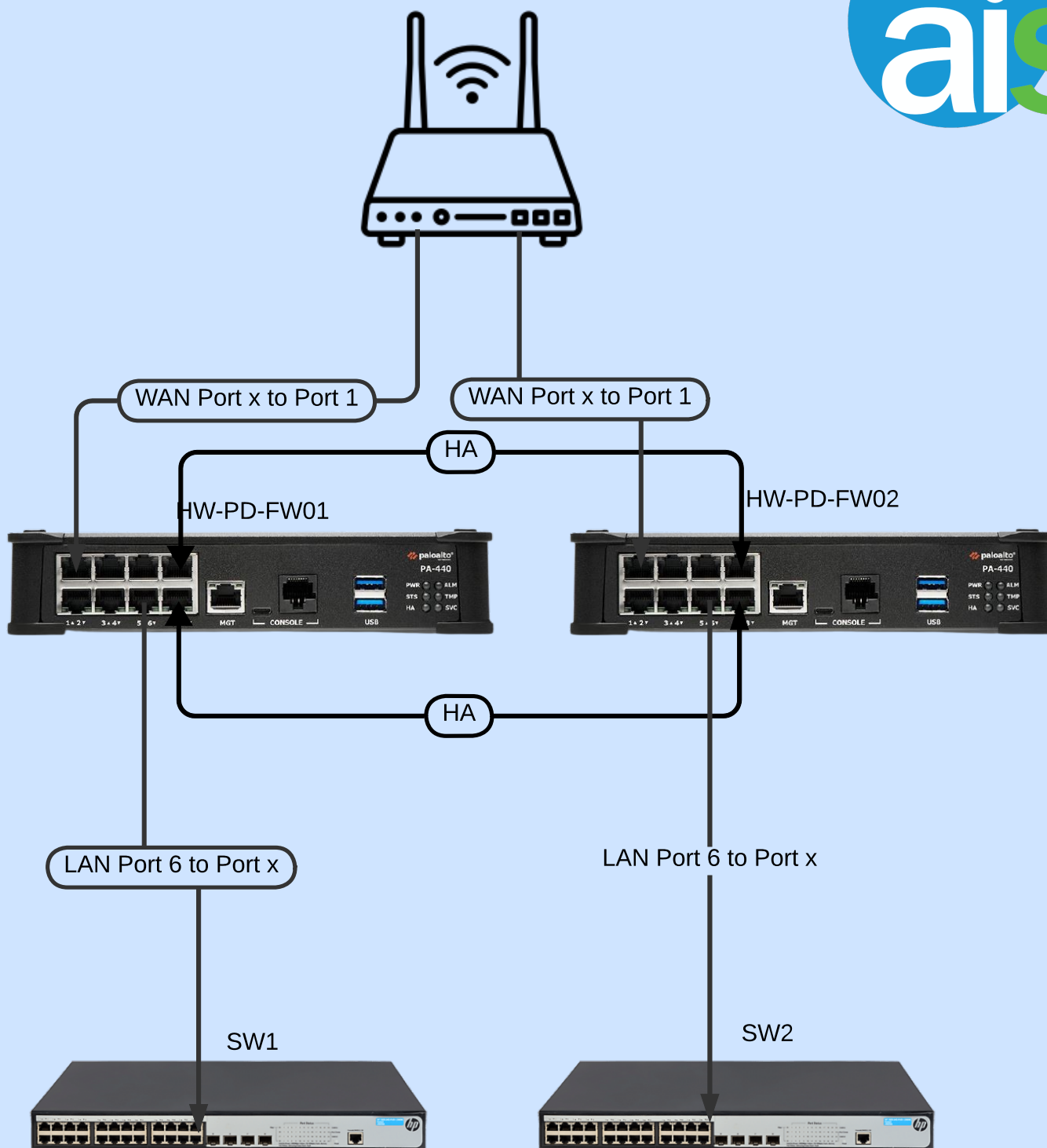
Ex.: 10.20.10.1 = PD Management IP



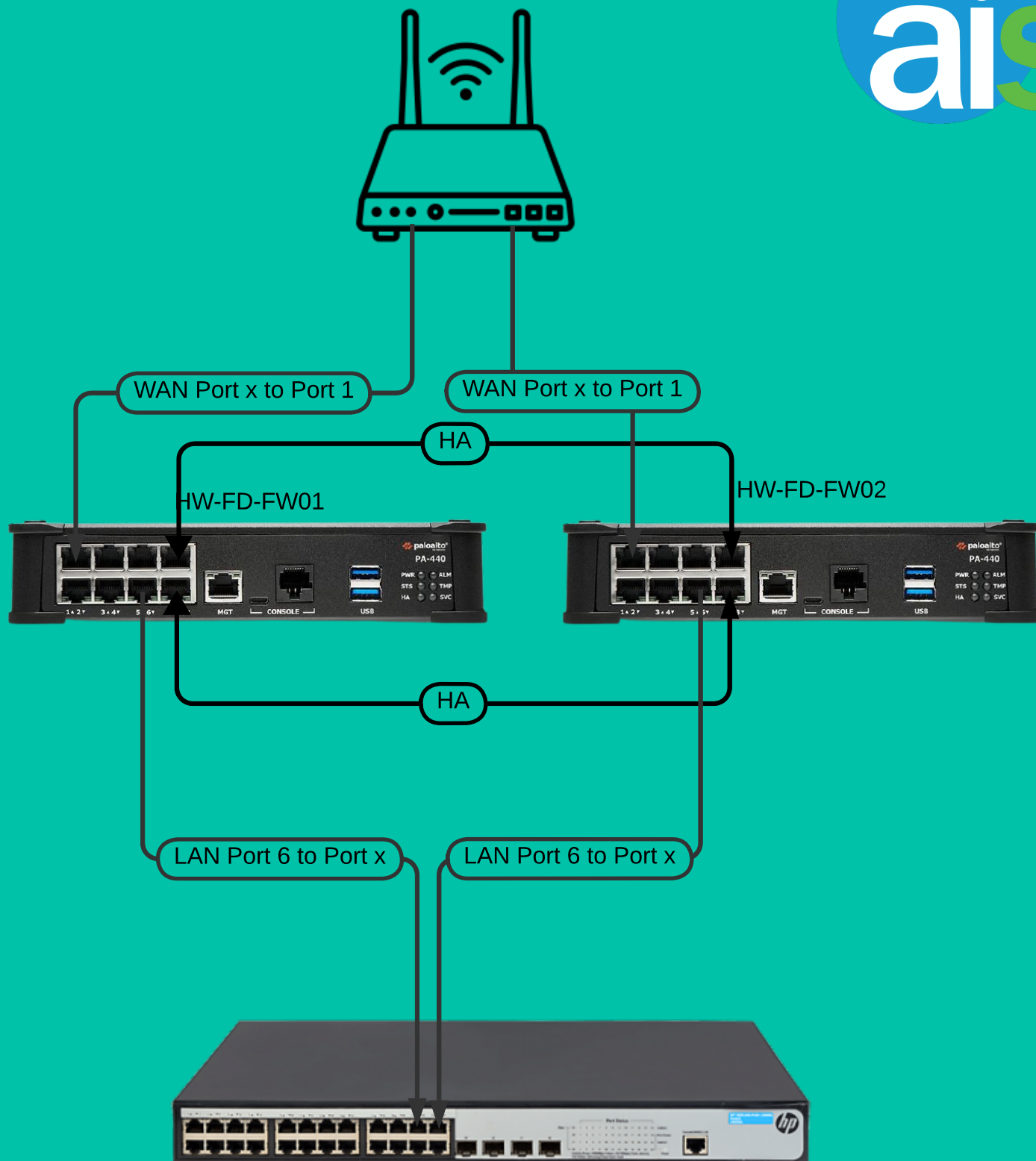
Village Hall



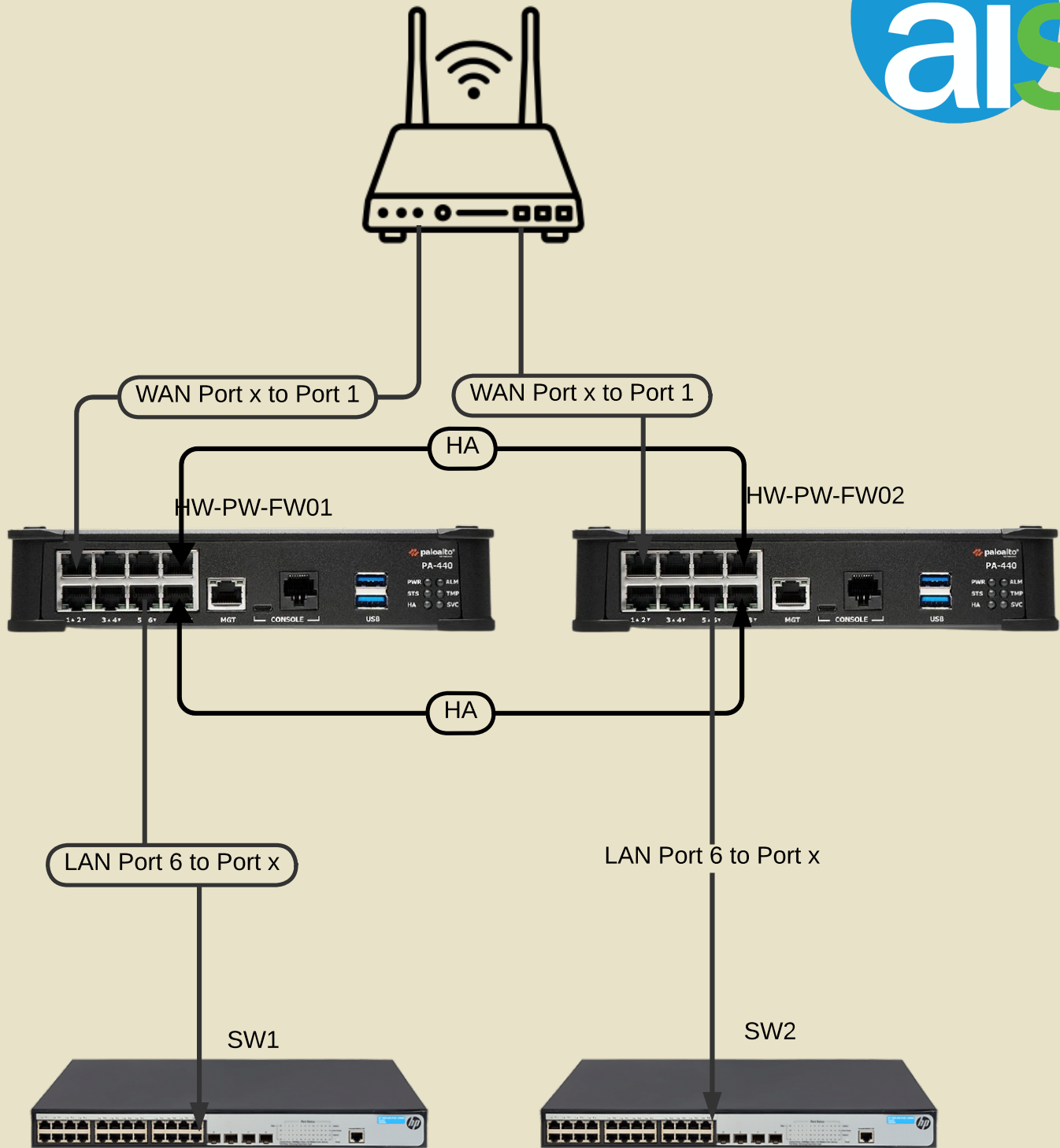
Police Department



Fire Department



Public Works



Budget

Phase Description	Hours	Rate	Subtotal	Expenses	Total
Discovery and Direction	58	\$200	\$11,600.00	\$0.00	\$11,600.00
Equipment Cost Purchase Price	N/A	N/A	\$15,401.25	\$400.00	\$15,801.25
Implementation	342.50	Varies (See Engagement Summary, pg. 4 of Scope of Work)	\$38,017.50	N/A	\$38,017.50
Annual License	N/A	1 - Year	\$10,201.80	\$490.06	\$10,681.86
Project Total Cost	400.50	Varies	\$75,220.55	\$890.06	\$76,100.61

Schedule*

Week 0 – November 18, 2024 – Account Setup and Invoice Scheduling Phase

Week 1 – December 2, 2024 – Preparation and Planning Phase

Week 2 – December 9, 2024 – Design Phase

Week 4 – December 23, 2024 – Implementation and Operation Phase

Week 9 – January 20, 2025 – Optimization Phase

Week 10 – January 27, 2025 – Project Closure and Final Project Payment

**Current schedule is tentative and pending approval from both the IT Department and the Executive Team. As such, the dates are subject to change based on City events and ongoing initiatives. Potential delays may arise due to unforeseen circumstances such as technical glitches, resource availability, or adjustments in project scope. AIS is not responsible for any delays resulting from these factors or any other unforeseen events. We appreciate your understanding and cooperation as we work to finalize the schedule.*

References

Village of Frankfort

432 W Nebraska St
Frankfort, IL 60423
John Burica - Assistant Village Administrator
815-469-2177
jburica@frankfortil.org

Summary of Service: AIS proactively monitors all Village locations including all firewalls/intrusion detection systems, servers and desktops. We also provide IT staff augmentation services and IT consulting on an as-needed basis through our Support Technicians and Network Engineers. In addition, we provide a Backup / Disaster Recovery solution. A client for 10 years, 9 servers and 60 desktops Village wide.

Village of La Grange Park

447 N. Catherine Ave
Lagrange Park, IL 60526
Julia Cedillo – Village Manager
708-354-0225
jcedillo@lagrangepark.org

Summary of Service: AIS provides IT Help Desk, remote and onsite support as needed. Other IT project work is handled by AIS on an as-needed basis. In addition, we provide a Backup / Disaster Recovery solution and a CJIS compliance system, for logging, auditing and alerting. A client for 17 years, 10 servers and 55 desktops, plus PD and FD MDTs as needed.

City of Darien

1702 Plainfield Road
Darien, IL 60561
Lisa Klemm – Assistant to the City Administrator
630-353-8104
lklemm@darienil.gov

Summary of Service: AIS proactively monitors all Village locations including all firewalls/intrusion detection systems, servers and desktops. We also provide IT staff augmentation services and IT consulting using reoccurring monthly block hours. In addition, we provide a Backup / Disaster Recovery solution and a CJIS compliance system, for logging, auditing and alerting. A client for 11 years, 7 servers and 90 desktops, including PD MDTs.

City of Crest Hill

20600 City Center Blvd
Crest Hill, IL 60403
Anton "Tony" L. Graff – Interim City Administrator
815-741-5100 ext.238
agraff@cityofcresthill.com

Summary of Service: AIS proactively monitors all City locations including all firewalls/intrusion detection systems, servers and desktops. We also provide IT staff augmentation services and IT consulting using reoccurring monthly block hours. In addition, we provide a Backup / Disaster Recovery solution and a CJIS compliance system, for logging, auditing and alerting. A client for 2 years, 18 servers and 95 computers, including PD MDTs.

Pillars Community Health

5220 S East Avenue
Countryside, IL 60525
Ken Muhr – Vice President of Information Systems and Technology
815-955-5688
kmuhr@pchcares.org

Summary of Service: AIS proactively monitors all sites including all firewalls/intrusion detection systems, servers and desktops. We also provide help desk support and IT consulting using reoccurring monthly block hours. In addition, we provide a Backup / Disaster Recovery solution for logging, auditing and alerting. AIS designed and implemented network infrastructure migrating from Barracuda to Palo Alto solution. A client for 6 years, 23 servers and 422 computers

UI Solutions Group

150 N. Riverside Plaza, Ste 5100
Chicago, IL 60606
Tara Goldsby – Manager, HR & Administration
312-580-6200
tgoldsby@uisg.com

Summary of Service: AIS proactively monitors network including all firewalls/intrusion detection systems, servers and desktops. We also provide IT staff augmentation services and IT consulting using reoccurring monthly block hours. AIS designed and implemented network infrastructure migrating for office move from Fortinet to Cisco solution. A client for 8 years, 9 servers and 196 computers



ALL
INFORMATION
SERVICES, INC.

Integrating the World's Technology

George Allen Construction

9930 W. 190th St., Ste. A

Mokena, IL 60448

Crystal Terzick – Project Manager Assistant

815-370-2280

crystal@georgeallenconstruction.com

Summary of Service: AIS proactively monitors all sites including all firewalls/intrusion detection systems, servers and desktops. We also provide IT staff augmentation services and IT consulting using reoccurring monthly block hours. In addition, we provide a Backup / Disaster Recovery solution for logging, auditing and alerting. AIS designed and implemented network infrastructure migrating from Cisco to Palo Alto solution. A client for 3 years, 3 servers and 61 computers

Network Infrastructure upgrades

Engagement Scope of Work For:

Customer	Village of Homewood
Engagement	Network Infrastructure upgrades
Location	2020 Chestnut Rd, Homewood, IL 60430
Effective Date	10-28-2024
Created By	Eric Montgomery
Version	1
Start Date	December 2, 2024
End Date	January 27, 2025

Proposal Outline

All Information Services, Inc. (AIS) appreciates the opportunity to provide your organization with the following technology solutions proposal. It has been designed to meet your operating requirements with engagements structured to properly set and manage expectations.

Scope of Work

Engagement Overview

Provider will provide resources for the duration of the project in which Engineers, Consultant, or Project Manager will assist with various IT tasks outlined this Project Scope. During this time, the Engineers, Consultant, or Project Manager will work closely with Customer staff.

Implementation Summary

IT Project Management

- Standard Project Management - 40 Hours
- Project Onboarding - 2.75 Hours

Network Solution Design

- Discovery and Direction
- Baseline Multi-Site

Firewall Implementation Non-AIS Managed

- Firewall Implementation - Baseline - 5 Sites
- Firewall Implementation - Add-on for Night Weekend Cutover - 5 Locations
- Firewall Implementation - Add-on for Site-to-site VPN - 5 Tunnels
- Firewall Implementation - Add-on IDS IPS - 1 Project
- Firewall Implementation - Add-on for High Availability Failover - 5 Firewall Pairs

Provider Responsibilities

AIS is responsible for the following:

Design Phase

1. Firewall Selection
 - Research and select appropriate firewall models
 - Ensure compatibility with existing infrastructure
2. QoS Design
 - Develop QoS policies based on traffic analysis
 - Design QoS classification and queuing strategies
3. Inter-VLAN Access Control
 - Design new VLAN structure if necessary
 - Create detailed access control lists (ACLs)
4. Network Topology Design
 - Create network diagrams showing new firewall placement
 - Design traffic flow patterns incorporating QoS and inter-VLAN rules
5. Testing Plan
 - Develop a comprehensive testing strategy on a per site basis
 - Create test cases for firewall functionality, QoS, and inter-VLAN access

Implementation Phase

1. Procurement
 - Order new firewall hardware
 - Acquire any necessary software licenses
2. Staging and Configuration
 - Set up new firewalls in a staging environment
 - Configure QoS policies and inter-VLAN access rules
 - Perform initial testing
3. Deployment Plan
 - Create a detailed cutover plan
 - Schedule maintenance windows for each firewall replacement
4. Execution
 - Replace firewalls according to the deployment plan
 - Implement QoS policies on network devices
 - Apply inter-VLAN access rules
5. Testing and Verification
 - Conduct thorough testing of all implemented changes
 - Verify QoS effectiveness and inter-VLAN access control

Operation Phase

1. Monitoring
 - Implement monitoring tools for new firewalls
 - Set up alerts for QoS violations and unauthorized access attempts
2. Documentation
 - Update network diagrams and configuration documentation
 - Create standard operating procedures for the new environment
3. Training
 - Provide training to IT staff on new firewall management
 - Educate users on any changes affecting their network usage

Optimization Phase

1. Performance Analysis
 - Analyze network performance post-implementation
 - Identify any bottlenecks or issues
2. Fine-tuning
 - Adjust QoS policies based on real-world performance
 - Refine inter-VLAN access rules as needed
3. Continuous Improvement
 - Establish a process for ongoing optimization
 - Schedule regular reviews of firewall rules and QoS policies

Customer Responsibilities

Village of Homewood is responsible for the following:

- Provide all Customer Required Documentation

Project Assumptions

- These hours are estimates. Any overages will be billed separately
- Device on other side supports compatible VPN protocol

Out of Scope

Tasks outside this SOW include, but are not limited to:

- Any work not explicitly stated in the SOW is considered not in scope and may require a change order.

Engagement Summary

One Time Items			
Labor			Total
IT Project Management			
Task	Tier	Est. Hours	Total
Standard Project Management	Project Manager	40	\$6,800.00
Project Onboarding	Project Manager	2.75	\$467.50
Network Solution Design			
Task	Tier	Est. Hours	Total
Discovery and Direction	Consultant	8	\$1,600.00
Baseline Multi-Site	Consultant	50	\$10,000.00
Firewall Implementation Non-AIS Managed			
Task	Tier	Est. Hours	Total
Firewall Implementation - Baseline	Tier 3	125	\$18,750.00
Firewall Implementation - Add-on for Night Weekend Cutover	After Hours	15	\$3,750.00
Firewall Implementation - Add-on for Site-to-site VPN	Tier 3	25	\$3,750.00
Firewall Implementation - Add-on IDS IPS	Tier 3	5	\$750.00
Firewall Implementation - Add-on for High Availability Failover	Tier 3	25	\$3,750.00
Labor Total		295.75	\$49,617.50
Product	Unit Price	Quantity	Total
Palo Alto Networks Core Security Subscription Bundle Advanced Threat Prevention - 1 Year	\$749.25	10	\$7,492.50
Palo Alto Firewall PA-440	\$1,313.50	10	\$13,135.00
Palo Alto - power adapter - 50 Watt	\$129.50	10	\$1,295.00
Palo Alto Rack Mountable Tray	\$194.25	5	\$971.25
Palo Alto Networks Premium Support - extended service agreement - 1 year	\$270.93	10	\$2,709.30
Project Misc. Hardware - Estimate	\$400.00	1	\$400.00
Product Total (Less Tax)			\$26,003.05
OneTime Total (Less Tax)			\$75,620.55

Service Fees - Milestones

Project Milestones	Fees
Project Kickoff	\$24,808.75
Project Completion	\$24,808.75
One-Time Hardware + Service Setup Fees	\$26,003.05
Grand Total (Less Tax)	\$75,620.55

Services Fees will be calculated according to the Engagement Service Fee Tables. Down Payment amount is the sum of the one-time and first period of recurring amounts listed in the Engagement Pricing Summary. Quote pricing is valid until 21 Nov 2024.

To approve this proposal and the Scope of Work, please sign, date and return with the required down-payment noted above (if required). Payments should note your CLIENT PO or Internal PO. Please contact billing@aislabs.com for alternate forms of payment.

If an invoice is required for this down-payment, please let us know. Once AIS receives the signed copy and the down-payment are received, work will begin.

Authorizing Name: _____

Authorizing Signature: _____

Date: _____

Client PO (Optional): _____

Terms and Conditions

Fixed Price

Resource	Resource Rate
Tier 1 Technician – Per Hour	\$100.00
Tier 2 Technician – Per Hour	\$135.00
Tier 3 Technician – Per Hour	\$150.00
Infrastructure Engineer – Per Hour	\$110.00
Project Management – Per Hour	\$170.00
Principal Consultant – Per Hour	\$200.00
After-Hours Work – Per Hour	\$250.00

Fixed Price Engagement is based upon:

- Project Kickoff will be scheduled within 5 business days of Provider receiving initial payment.
- Project work will start within 2 weeks from date of Project Kickoff
- Hours are Billed in quarter-hour 0.25 increments for any and all time worked by provider
- Hourly Rate for each resource is outlined as follows for remote and on-site services performed 8:30AM-5PM Central Time Zone on business days:
- On-site visits to locations within fifty (50) miles of Provider offices are to be scheduled inclusive of travel time
- On-site visits to locations more than fifty (50) miles of Provider office will require Out of Scope Travel Expenses
- Provider will follow up with client on status and upcoming requests at least monthly and Hours will be Billed accordingly

General Terms and Conditions

All quotes are subject to availability. All timelines are estimates to the best of our judgement until the approval method requirements are met from above. Any additional labor or materials which are out of scope and not listed in this scope will be executed, procured, and billed, in addition, to the quote as separate items based upon the client's approval. Equipment is warranted by their respective manufacturers.

Engagement Kickoff Meeting will be scheduled within five (5) business days of receiving the required Down-Payment or Purchase Order. Project Work Start will be at least two (2) weeks from date of Project Kickoff.

Down-payment amounts are determined by the equipment and/or labor needs, the client's history of Days Sales Outstanding (DSO) and/or history with AIS, Inc. of any kind. After the initial down-payment (if required), you will be billed upon any completion of agreed milestones or when the scope of work is completed. These bill(s) will be 'DUE UPON RECEIPT.' Any Service Fees that are marked as an 'ESTIMATE,' will be billed in actual time at milestones noted in the proposal, or when work is complete. Overdue invoices shall be subject to a monthly interest charge. In addition, the customer shall reimburse all costs and expenses for attorney fees incurred in the collecting of any amounts past due.

Projects lasting longer than one month will include monthly progress billing.

Additional Terms and Conditions are listed here: <https://aislabs.com/pricing/terms-conditions/>

AIS does provide Fair-Market-Value and \$1 buy out financing. Please reach out to your AIS representative if you wish explore these options.

Scope of Work – Optional

Engagement Overview - Optional

This section will contain information on possible Products and Services that AIS can provide to further assist with this Scope of Work. These prices and quantities are estimations, if you would like further details, please discuss further with your AIS representative.

Implementation Summary - Optional

One Time Items			
Product	Unit Price	Quantity	Total
Palo Alto Global Protect - 1 year license	\$245.03	2	\$490.06
Product Total (Less Tax)			\$490.06
OneTime Total (Less Tax)			\$490.06