

Melissa Marsh

From: MelissaMarsh@madison-heights.org
Subject: FW: [EXT] Quotes

From: Zach Palmer <zpalmer@bpiis.com>
Sent: Tuesday, March 14, 2023 8:09 AM
To: Corey Haines <CoreyHaines@Madison-Heights.org>
Subject: RE: [EXT] Quotes

Hey Corey,

Apologies for the delay in getting back to you. After careful consideration and evaluation of our resources, we believe that a one-year contract option will best meet everyone's needs at this time. The contract will include two on-site resources and one IT Manager, with the same hours and services as the current contract. Any projects that fall outside the scope-of-work, require additional staffing, or are outside of normal business hours will be quoted separately in the contract.

We value our partnership with the City of Madison Heights and wish to continue. We are confident you are aware that there have been significant changes in the cyber threat landscape in the last 24 months, and retaining our very talented engineers has become increasingly important. These factors, along with our commitment to providing you with the best possible service, have resulted in a higher cost than last year.

We have worked hard to provide you with the best possible option while keeping the costs as close to the current contract as possible. The breakdown for the 1-year contract to continue our services is as follows:

1-year Contract:
\$150 per user @ approximately 150 users*
\$22,500 Monthly Total


Prior to the start of the contract, all totals will depend on the verified user count.

We plan to better evaluate the use of our engineering resources and confirm that our planned staffing models will satisfy your needs. We remain committed to finding a solution that works for both parties. If you have any questions or would like to schedule a meeting, please do not hesitate to reach out to us.

Thank you for your consideration. We look forward to continuing our partnership with the City of Madison Heights.

Zach Palmer



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From: Corey Haines <CoreyHaines@Madison-Heights.org>
Sent: Tuesday, March 14, 2023 8:05 AM
To: Zach Palmer <zpalmer@bpiis.com>
Subject: [EXT] Quotes

WARNING: This email originated outside of our Organization. Please be careful opening attachments or links.