



Friday, February 3, 2023

Craig Lindholm  
City of Mount Vernon

Re: Phases One through Four of our suggested upgrades for the City

## Phase One

### Recommendations for network infrastructure upgrades

- Replace existing switch in the network cabinet with a 48 port gigabit managed switch.
- Certify existing network CAT5 cables (that will function with the new plan).
- Pull new network CAT6 drops where needed for direct connections to network cabinet switch.
- Replace front wireless access point with a Sophos managed access point.
- Replace council room wireless access point with a Sophos managed access point.

QTY	DESCRIPTION	EACH	TOTAL
1	48 Port Managed POE Switch	\$800.00	\$800.00
2	1000 ft. Box of CAT6 Cable	\$280.00	\$560.00
2	Sophos APX 120 Access Point	\$221.00	\$442.00
25	Labor for cable drops and install of access points (estimate) *	\$150.00	\$3,750.00
<b>GRAND TOTAL</b>			<b>\$5,552.00</b>

*\* All labor estimates are based on our best-guess time estimations and are intentionally biased high!*

# Phase Two

## Recommendations for workstation upgrades

- New workstations for Anita, Rebecca and Code Enforcement.
- Install MS Office and setup network isolation for the council room PC.

QTY	DESCRIPTION	EACH	TOTAL
3	Custom Network Technologies Workstation	\$1,200.00	\$3,600.00
13	Labor to setup new workstations, migrate user data, and install Microsoft Office (estimate) *	\$150.00	\$1,950.00
<b>GRAND TOTAL</b>			<b>\$5,550.00</b>

*\* All labor estimates are based on our best-guess time estimations and are intentionally biased high!*

# Phase Three

## Recommendations for server upgrades

- Upgrade the existing server to 32GB ECC RAM.
- Convert existing Microsoft Windows server to a virtual machine (VM).
- Load and configure VMWare ESXi on the existing server hardware to host the Windows server VM.
- Lease Rubicon Delta backup appliance to manage VM and workstation backups.

QTY	DESCRIPTION	EACH	TOTAL
1	32GB DDR4 ECC RAM for existing server	\$269.00	\$269.00
1	12 month lease for Rubicon Delta backup appliance (estimate)	\$2,599.00	\$2,599.00
6	Labor for server virtual conversion and setup/configuration of backups (estimate) *	\$150.00	\$900.00
<b>GRAND TOTAL</b>			<b>\$3,918.00</b>

\* All labor estimates are based on our best-guess time estimations and are intentionally biased high!

## Phase Four

### Recommendations for Antivirus and Cloud Services

- Sophos Endpoint Cloud Managed Antivirus
- Rubicon hosted Email and NextCloud Groupware
- Consider shipping backups to Network Technologies cloud storage for off-site backups.

QTY	DESCRIPTION	EACH	TOTAL
8	Sophos Intercept X Advanced Antivirus desktop- 1-9 users	\$69.90	\$559.20
1	Sophos Intercept X Advanced Antivirus server	\$153.56	\$153.56
1	NextCloud Business with Email (10 users 1 year)	\$1,999.50	\$1,999.50
1	12 months of cloud backup storage (estimate)	\$600.00	\$600.00
15	Labor for AV, Email, NextCloud setup and configuration of off-site backups (estimate) *	\$150.00	\$2,250.00
<b>GRAND TOTAL</b>			<b>\$5,712.26</b>

*\*All labor estimates are based on our best-guess time estimations and are intentionally biased high!*

If you have any questions please feel free to call us. Thank you for your business.

Sincerely,



**Stephen Boorman**  
903-342-0020 (Office)