



Proposal:

FortiGate-90G HA Firewall & HA Core Switch for Wastewater Admin Network

OPP-116369

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Prepared for: City of Watertown

Delivered by:

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Executive Summary

The Wastewater Dept has been using a FortiGate-60D firewall for SCADA system access. This is an old firewall model that reached end-of-support status some time ago. This is a real concern from a security standpoint as technical support from the manufacturer (Fortinet) is not available and it does not support the latest firmware edition or security patches. We have previously quoted the FG-70G model as the recommended appliance model to replace the FG-60D, should it continue to be needed for SCADA access only. This proposal represents upgrading to a more robust FG-90G appliance, which is recommended to provide gateway security for the entire Wastewater Admin network, in addition to SCADA access. We are recommending a second unit as an option for a more resilient HA (High Availability) configuration that would allow automatic failover to the secondary unit in the event the primary should fail. I have included the physical appliances with 1 and 3 year support and security services bundle options for your consideration.

In addition to the firewalls, we have also included an Aruba 6300M switch. We have already quoted one of these switches in a separate "Switch Refresh" proposal, which would serve as the primary unit. The switch in this proposal, is intended to serve as a secondary HA unit for a redundant and more resilient core switch stack. We assume the primary Aruba 6300M core switch and the rest of the additional Aruba switches we have quoted in the switch refresh proposal will also be approved and provisioned.

Thank you for your consideration. Please review the following statement of work and pricing summary and let me know of any questions. We appreciate the opportunity to serve as a trusted technology advisor to the City of Watertown.

Statement of Work

The work to be performed under this SOW consists of the activities below. Any services, deliverables, or activities not expressly identified in this SOW are considered out-of-scope and are excluded from this SOW. The labor hours are presented as an estimate and will be billed on a T&M basis.

This project will involve upgrading the existing FG-60D firewall to a new FG-90G HA pair and deploying a secondary Aruba 6300M for High Availability at the core switch stack. The engineering tasks involved with this project implementation are summarized below:

HA FIREWALL
Unbox, setup (connect cables/power and such)
Upgrade/downgrade firmware
Register S/N's within Fortinet & join to FortiCloud
Set timezone, NTP, management ports, idle timeout and Disk setting to wan opt, feature visibility, SIP commands
Set HA
Build interfaces
Build Zones
Build address objects, VIP's and groups,
Build routes, OSPF and black hole routes,
Build UTM policies
Build IPsec Remote Access VPN's
Build policies
Build FortiDDNS, trusted hosts



Build LDAPs connection, certificates
Boxing up for transporting
Assembly, labeling
Onsite / Remote installation time
Troubleshooting and incidentals onsite / remote
SWITCH LABOR
HA CORE SWITCH (Assumes a primary 6300M switch will already have been provisioned)
Setup VSF Cluster
Install Switch, stack to primary 6300M switch
Adding additional fiber connections to remote buildings / Configuring existing remote switches

Labor Estimate = 28 hours

Pricing Summary

1.) WIN Professional Services - Labor Estimate

28	Description	MSRP (Unit)	Sales Price (Unit)	Sales Price (Extended)
28 hrs	WIN Professional Services – Estimated Digicorp labor required to complete the SOW listed above	\$ 220.00 /hr	\$ 155.00 /hr	\$ 4,340.00
	Subtotal (exclusive of taxes)			\$ 4,340.00

2.) Firewall Options

Option A: HA Pair with 1 Year Support & Security Services Bundle

QTY	Description	MSRP (Unit)	Sales Price (Unit)	Sales Price (Extended)
2	FortiGate-90G Firewall 24x7 UTP Service/Support Bundle for 1 Year: <ul style="list-style-type: none"> • Appliance includes 8 x GE RJ45 ports, 2 x 10GE RJ45/SFP+ shared media WAN ports • Rated for 2.2 Gbps Threat Protection Throughput • 1 Year FortiCare Support includes Advanced (NBD) Hardware Replacement, Firmware and General Upgrades, and 24x7 Tech Support • 1 Year FortiGuard UTP security services include 24x7 AMP (Advanced Malware Protection consisting of Antivirus, Mobile Malware, and FortiGate Cloud Sandbox Service), Application Control, URL, DNS & Video Filtering, and Antispam Service 	\$ 3,655.00	\$ 2,513.00	\$ 5,026.00
	Subtotal (exclusive of shipping costs)			\$ 5,026.00



Option B: Single Unit with 3 Year Support & Security Services Bundle

QTY	Description	MSRP (Unit)	Sales Price (Unit)	Sales Price (Extended)
2	FortiGate-90G Firewall 24x7 UTP Service/Support Bundle for 3 Years: <ul style="list-style-type: none"> • Appliance includes 8 x GE RJ45 ports, 2 x 10GE RJ45/SFP+ shared media WAN ports • Rated for 2.2 Gbps Threat Protection Throughput • 3 Year FortiCare Support includes Advanced (NBD) Hardware Replacement, Firmware and General Upgrades, and 24x7 Tech Support • 3 Year FortiGuard UTP security services include 24x7 AMP (Advanced Malware Protection consisting of Antivirus, Mobile Malware, and FortiGate Cloud Sandbox Service), Application Control, URL, DNS & Video Filtering, and Antispam Service 	\$ 6,665.00	\$ 4,582.00	\$ 9,164.00
Subtotal (exclusive of taxes and shipping costs)				\$ 9,164.00

3.) HA Switch

This assumes the primary Aruba 6300M core switch, along with the rest of the Aruba switches we have quoted in a separate proposal will also be provisioned.

QTY	ITEM/DESCRIPTION	MSRP (UNIT)	SALES PRICE (UNIT)	SALES PRICE (EXTENDED)
1	Aruba CX 6300M 24-port 10Gb SFP+ and 4-port SFP56 Switch – <i>Recommended for Core</i> <ul style="list-style-type: none"> • 1U Rack mountable switch includes 24 x 1G/10G SFP+ ports + 4 x 1G/10G/25G SFP56 uplink ports • 1 x console port, 1 x OOBM port, 1 x USB Type A Host port, 1 x Bluetooth dongle to be used with CX Mobile App • 2 field-replaceable, hot-swappable power supply slots (power supplies not included) • Stackable (VSF) Layer 3 switches with BGP, EVPN, VXLAN, VRF, and OSPF with robust security and QoS • High performance 880 Gbps system switching capacity, 660 MPPS of system throughput and up to 200 Gbps stacking bandwidth • AOS-CX Operating System software includes intelligent monitoring, visibility, and remediation with Aruba Network Analytics Engine • One touch deployment with the Aruba CX Mobile App • Aruba NetEdit support for automated configuration and verification • Secure and simple access for users & IoT with Aruba Dynamic Segmentation • Limited Lifetime Warranty included 	\$ 28,619.00	\$ 10,686.00	\$ 10,686.00
2	Aruba X371 250W 12VDC Power Supply for 3810M/6300M Switch – <i>Two Power Supplies recommended for redundancy</i>	\$ 758.00	\$ 336.00	\$ 672.00
2	Aruba 50G SFP56-SFP56 0.65M DAC (Direct Attached Cable) – <i>Needed for stacking with the primary 6300M core switch (quoted separately)</i>	\$ 494.00	\$ 222.00	\$ 444.00
4	OSI Aruba JL748A Compatible 10G SFP+ LC SR 300m MMF TAA Transceiver – <i>4 needed for 10Gb switch connections</i>	---	\$ 27.00	\$ 108.00



	<i>All of OSI's transceivers are tested for 100% functionality and guaranteed compatible for outstanding network performance; Includes a limited lifetime manufacturer's warranty</i>			
4	OSI Fortinet Compatible 10 GE SFP+ 400m, LC connector, MMF, 850nm, Transceiver Module for systems with SFP+ slots – 4 needed for firewalls <i>All of OSI's transceivers are tested for 100% functionality and guaranteed compatible for outstanding network performance; Includes a limited lifetime manufacturer's warranty</i>	---	\$ 27.00	\$ 108.00
4	2M LC-LC Duplex Multi Mode OM3 Fiber Patch Cable	---	\$ 13.00	\$ 52.00
8	OSI J4858C Aruba Compatible 1000Base-SX SFP 850nm 500m Duplex LC MMF Optical Transceiver Module – 8 needed for connections to Aruba 1920 switches <i>All of OSI's transceivers are tested for 100% functionality and guaranteed compatible for outstanding network performance; Includes a limited lifetime manufacturer's warranty</i>	---	\$ 15.00	\$ 120.00
12	OSI 2M LC-ST Duplex Multi Mode OM1 Fiber Patch Cable	---	\$ 15.00	\$ 180.00
	Subtotal			\$ 12,370.00

Total Project Estimate – Option A (1 Year) = \$21,736

Total Project Estimate – Option B (3 Year) = \$25,874

PROJECT NOTES: Freight costs are not included.

The quoted labor costs are estimated and will be billed on a T&M basis. The labor involved with this project is estimated for budgetary planning purposes and will be billable on a T&M basis. Travel charges for onsite work are not included in the estimate but are available on a T&M basis at \$105 /hour.

For the Aruba 6300M switch, this is intended to be a second unit to be used for HA (High Availability); We assume the primary Aruba 6300M core switch and the rest of the additional Aruba switches we have quoted in a separate switch refresh proposal will also be provisioned.

The estimated 1 year renewal price of the UTP support and security services for the FortiGate-90G, after the initial term, is \$1,505 per unit. This is based on the current MSRP and is subject to change at time of renewal.

Quoted equipment pricing is contingent upon product availability at the time of Purchase Order placement. In the event stock is unavailable, pricing may be subject to change.

Any changes to the bill-of-materials or project scope in this proposal will have an impact on final costs.

Pricing is valid through 2/28/26.