Livingston County Information Technology Firewall and End Point Protection Replacement

Cost Estimates Palo Alto Cyber Security Platforms

	Quantity		Standard Corporate MSRP	Standard Governmental Contract pricing	Discounts: $$ Savings Standard Gov Contract pricing	Discounts: % Savings Standard Gov Contract pricing	Final Negotiated pricing	$$ Savings off MSRP	% Savings off MSRP	$$ Savings off Government Contract	% Savings off Government Contract
Palo Alto Firewalls (3 Year Premium Support)	1	Hardware	$ 384,300.00	$ 282,290.00	$ 102,010.00	27%	$ 254,436.32	$ 129,863.68	34%	$ 27,853.68	10%
Palo Alto Core XD (3 Year)	1	Software	$ 210,000.00	$ 178,500.00	$ 31,500.00	15%	$ 105,000.00	$ 105,000.00	50%	$ 73,500.00	41%
Palo Alto Data Lake (3 Year)	1	Services	$ 198,000.00	$ 168,300.00	$ 29,700.00	15%	$ 99,000.00	$ 99,000.00	50%	$ 69,300.00	41%
Palo Alto Quick Start Services	1		$ 25,500.00	$ 25,500.00	$ -	0%	$ 25,500.00	$ -	0%	$ -	0%
Value Add On Additional Partner Onsite Advanced Migration Services	1		$ 15,000.00	$ 15,000.00	$ -	0%	$ 15,000.00	$ -	0%	$ -	0%
Course for 2 Employees (The Firewall 9.0 Essentials) Configuration and Management course is five days of instructor-led training.)	2		$ 10,000.00	$ 10,000.00	$ -	0%	$ 10,000.00	$ -	0%	$ -	0%
Additional Discount Negotiated			$ -	$ -	$ -	0%	$ (66,136.32)	$ 66,136.32			
			$ 842,800.00	**$ 679,590.00**	**$ 163,210.00**	**19%**	**$ 442,800.00**	**$ 400,000.00**	**47%**	**$ 236,790.00**	**35%**