



QUOTATION

CUSTOMER INFORMATION	ORDERING ADDRESS	DETAILS
Town of Vienna 127 Center St. S Vienna, VA 22180 ATTN: Tony Mull Phone: 512-843-9135 Email: tony.mull@viennava.gov Account Designation:	Blackwood Associates, Inc. 1835 Forest Dr Ste A Annapolis, MD 21401-4432 ATTN: Lauren Steinhardt E-mail: lauren.steinhardt@blackwood.ai Phone: (301) 602-9506 Fax: 410-268-9358	DATE: May 22, 2020 REP: Lauren Steinhardt QUOTATION #: Q2020-05-22-014746 REFERENCE #: O20200519-16828 CONTRACT: GSA GS-35F-0119Y – Carahsoft Technology Corp. QUOTE EXPIRES: 30 Days F.O.B.: Destination - Free Shipping DELIVERY: 30 Days ARO TERMS: Net 30 Days

LINE #	PART #	DESCRIPTION	QTY	UNIT LIST PRICE	DISCOUNT PRICE	EXTENDED DISCOUNT PRICE
1	PAN-PA-3220	Palo Alto Networks PA-3220 with redundant AC power supplies	2	\$18,000.00	\$14,931.00	\$29,862.00
2	PAN-PA-2RU-RACK4	Palo Alto Networks PA-3220, PA-3250, and PA-3260 4 post rack mount kit	2	\$150.00	\$118.50	\$237.00
3	PAN-PA-3220-TP	Threat prevention subscription year 1, PA-3220 PoP: On Delivery- 365 Days	2	\$3,600.00	\$2,844.00	\$5,688.00
4	PAN-PA-3220-URL4	URL filtering subscription year 1, PA-3220 PoP: On Delivery- 365 Days	2	\$3,600.00	\$2,844.00	\$5,688.00
5	PAN-SVC-PREM-3220	Premium support year 1, PA-3220 PoP: On Delivery- 365 Days	2	\$2,875.00	\$2,731.25	\$5,462.50
6	Shipping Fees	Standard Carrier Shipping Rates	1	\$200.00	\$200.00	\$200.00
Total						\$47,137.50

Terms:

1. Per OMB Memorandum M-14-10 "Providing Prompt Payment to Small Business Subcontractors" and M-11-31 "Accelerating Payments to Small Businesses for Goods and Services", expedited payment of BAI's invoice is requested with the goal of making payments within 15 days of a proper invoice.
2. Prices firm for the duration of this quotation and based upon total purchase.
3. All local sales and use taxes or other taxes that apply are the responsibility of the customer.
4. All Purchase Orders must have your Company's Federal Tax ID# and State Tax Status.
5. Credit Card Orders only accepted for orders of \$3000.00 or less.
6. BAI does not manufacture any of the hardware and/or software provided on this quotation and is therefore unable to modify the terms and conditions set by the manufacturer. The customer is subject to all associated terms, conditions, and service level agreements developed by the manufacturer.
7. Manufacturer terms, conditions, and service level agreements are publicly listed and are also available upon request.
8. BAI complies with The Security Agreement (DD Form 441), including the National Industrial Security Program Operating Manual (DoD 5220.22-M) when providing services and technical support. Agencies covered by the NISP shall use the Contract Security Classification Specification, DD Form 254. The contracting officer, or authorized representative, is the approving official for the form and shall ensure that it is prepared and distributed in accordance with the Industrial Security Regulation.
9. Accounts not paid BY THE DUE DATE are subject to a 1.5% monthly finance charge.
10. All award documents based on this quotation should include the following statement: Blackwood Associates Inc. Quote Number Q2020-05-22-014746 dated May 22, 2020 is hereby incorporated and attached hereto.