

B
 BROKEN ARROW PUBLIC SCHOOLS  
*Educating Today* *Leading Tomorrow*

Contract Committee Review Request  
MUST BE COMPLETED IN FULL

Date: 02/27/2025

Contract/Agreement Vendor: High Point Networks & Greg McKillip  
Name of Vendor & Contact Person  
greg.mckillip@highpointnetworks.com  
Vendor Email Address

Technology

Describe Contract (Technology, program, consultant-prof Development, etc.)  
 Please use Summary below to fully explain the contract purchase, any titles, and details for the Board of Education to review.

District  
Reason/Audience to benefit  
03/10/2025      \$ 1,062,744.00  
BOE Date      Amount of agreement

Person Submitting Contract/Agreement for Review: Ashley Bowser

**PLEASE SEND THROUGH APPROPRIATE APPROVAL ROUTING BEFORE SENDING TO BOARD CLERK**

Principal &/or Director or Administrator:

Does this Contract/Agreement utilize technology  YES  NO  
 If yes, Technology Admin: \_\_\_\_\_

Cabinet Team Member:

Funding Source: General & Bond        
Fund/Project      OCAS Coding

**Consent**

**Action**

Accept and Approve the RENEWAL agreement between Broken Arrow Public Schools and E-Rate bid awarded vendor, High Point Networks, for the multi-year agreement for Managed Internal Broadband Services (MIBS) Firewall. This is year one (1) of five (5) of the agreement. The total cost to the District is \$1,062,744, less the E-Rate discount. The cost will be paid from General Fund and Bond Fund. / A.Bowser

**Summary** This area must be complete with full explanation of contract

*The Contract/Agreement should be received at least 2 weeks prior to a Board Meeting to ensure placement on the Agenda. The Contract Committee meets most Tuesdays at 8:00a.m. All Contracts/Agreements, regardless the amount, must be first approved by the Contract Committee and then presented to the Board of Education for approval and signature. The item will be placed on Electronic School Board for the board agenda by Janet Brown. By following this process, the liability of entering into an agreement is placed with the district rather than an individual.*

## MEMORANDUM

To: Mr. Chuck Perry

From: Ashley Bowser

Date: March 10, 2025

Re: E-Rate

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### SUBJECT

Accept and Approve the RENEWAL agreement between Broken Arrow Public Schools and E-Rate bid awarded vendor, High Point Networks, for the multi-year agreement for Managed Internal Broadband Services (MIBS) Firewall. This is year one (1) of five (5) of the agreement, with dates of service July 1, 2025 - June 30, 2030. The total cost to the District is \$1,062,744, less the E-Rate discount. The cost will be paid from the General Fund and Bond Fund. / A.Bowser

### ENCLOSURE/ATTACHMENTS

E-Rate Agreements  
Bid Summary  
New Agreement

### SUMMARY

E-Rate requires the annual re-bid of all vendors wanting to participate in the program, including existing services. Accepted bid summaries and authorization is required by E-Rate after the bid closing date. All services listed are awarded bid service contracts. The total dollar amount for Managed Internal Broadband Services (MIBS) Firewall is \$1,062,744. The annual cost of the service is \$207,840. Year one (1) of the agreement will include a one-time implementation cost of \$23,544, to total \$231,384.

### FUNDING

General, Bond and E-Rate

### RECOMMENDATION

Approve



February 19, 2025

High Point  
728 E. Beaton Drive, Suite 200  
West Fargo, ND 58078

TO: Greg McKillip

Thank you for your response to Form 470 # 250013279. This letter will confirm Broken Arrow Public School's decision to award a 60-month agreement totaling \$1,062,744.00 for Managed Internal Broadband Services Firewall as specified in the attached specification and price quotation. The agreed upon monthly recurring amount is \$17,320.00 and the one-time implementation fee will be \$23,544.00.

The term of this agreement shall commence on July 1, 2025 with an end date of June 30, 2030.

If the Schools and Libraries Division ("SLD"), Administrator of the Universal Services Support Mechanism, or its successor, should fail to approve all or any part of the services and products covered by this contract, Broken Arrow Public School shall have the right, at its option, to cancel this contract, as to that part of the services and products disallowed for discount pricing.

If, after approval of discount funding by SLD or its successor, Broken Arrow Public School's governing board should fail to approve all of or any part of the services and products covered by this contract, Broken Arrow Public School shall have the right, at its option, to cancel this contract as to that part of the services and products disallowed by the governing board.

It is understood substitutions may be ordered if agreed to in advance by both parties and that the district is not obligated to purchase all makes, models, or quantities listed on the quote. Orders are not approved until a Purchase Order has been issued.

To accept these terms and conditions, please sign below and return by electronic communication to Ashley Bowser at [agbowser@baschools.org](mailto:agbowser@baschools.org) and CC Ed Hosler at [ehosler@e-ratecentral.com](mailto:ehosler@e-ratecentral.com).

We look forward to working with High Point in the coming Fund Year.

Sincerely,

Ashley Bowser  
Assistant Superintendent

Vendor Agreement:

By: Signed: Andy Middlemiss

Date: 2/26/2025

## CONTRACT FOR E-RATE PRODUCTS AND/OR SERVICES FY2025-26

<b>APPLICANT</b>	<b>Broken Arrow Public Schools</b>	<b>PROVIDER</b>	<b>High Point Networks</b>
Contact Name	Ali Shehada	Contact Name	Greg McKillip
Contact Email	ashehada@baschools.org	Contact Email	Greg.McKillip@highpointnetworks.com
Address	701 S Main Street	Address	728 E Beaton Dr, Ste 200
City, ST, Zip	Broken Arrow, OK	City, ST, Zip	West Fargo, ND 58078
USAC BEN	140044	USAC SPIN	#143032077
FCC Form 470 #	<b>2500013279</b>	Bid Amount	\$1,039,200.00 MIBS 60 month
E-Rate RFP #	BAPS25MIBS2		\$23,544 one time install/setup
Number of annual renewals allowed for this agreement:			

### SERVICES

The Provider agrees to provide to the Applicant the products and/or services as specified in the Provider’s Bid and incorporated with the Applicant’s E-Rate RFP and FCC Form 470 as listed above. **RECITALS**

Pursuant to the Schools and Libraries Universal Services Support Mechanism (E-Rate) contained in the Universal Service Provisions of the Telecommunications Act of 1996 [47 U.S.C. § 254, Telecommunications Act of 1996, Pub. L. No. 104-104, 110 Stat. 56 (1996) (“1996 Act”)], Applicant advertised for certain products and services. Provider submitted a bid to provide same. In accordance with the requirements of the regulations implementing the Act, Applicant considered the bid and determined that it should be accepted. The parties are now ready to enter into a contract for the furnishing of such products and/or services and they set their agreement in writing as follows:

### AGREEMENT

For and in consideration of the payment of the sums of money specified herein, together with other good and valuable consideration, Provider does hereby agree to furnish, and Applicant does hereby agree to accept and pay the discounted price for the products and/or services bid.

The term of this contract shall commence on or after July 1, 2025 and shall terminate on (a) June 30, 2026 for recurring services or (b) September 30, 2026 for non-recurring services. The contract expiration for non-recurring services shall be automatically extended to align with SLD authorized extensions due to late funding and changes in products and/or services approved on or after March 1st. This agreement may be extended annually and voluntarily by mutual written ratification up to the number of renewals listed above. The Applicant must issue a written notice to proceed to the Provider prior to commencement of service, delivery or installation. The Applicant is under no obligation to pay if the Provider commences work without the Applicant’s written notice to proceed.

If the Schools and Libraries Division (“SLD”), Administrator of the Universal Services Support Mechanism, or its successor, should fail to approve all of or any part of the products and services covered by this contract, the Applicant shall have the right, at its option, to cancel this contract, as to that part of the products and services disallowed for discount pricing. If, after approval of discount funding by SLD or its successor, Applicant’s governing board should fail to approve all of or any part of the products and services covered by this contract, the Applicant shall have the right, at its option, to cancel this contract as to that part of the products and services disallowed by the governing board. The total costs of the products and services shall not exceed the Bid Amount. In no circumstances shall Applicant be liable for an amount exceeding the Applicant’s non-discount share unless Applicant’s governing board specifically waives this provision in writing.

**For Applicant:**

**For Provider:**

		Signed Andy Middlemiss		2/26/2025
Applicant Signature	Date	Provider Signature		Date
Printed Name:		Printed Name:		
		Andy Middlemiss		

Title:

Title: Director of Sales



# SOLUTION PROPOSAL

## Erate 250013279

Quote #: 147156

Version: 1

Delivery Date: 02/18/2025

Expiration Date: 03/20/2025

Prepared for:

**Broken Arrow Public Schools**

Attn: Ali Shehada

701 South Main St.

Broken Arrow, OK 74012

Prepared by:

**High Point Networks, LLC**

Greg McKillip

Direct/Mobile/Fax: 918-527-8264

greg.mckillip@highpointnetworks.com

## Summary

### Broken Arrow Public Schools

We are pleased to be offering Broken Arrow Public Schools a MIBS solution for FW services at the school district. A sample SOW is attached with this proposal and will match the terms if selected for months needed. Installation and setup of the FW and services is a one time charge.

We appreciate the opportunity extended to High Point Networks to respond to Broken Arrow Public Schools RFP for Erate MIBS FW and Services. Throughout this RFP process, we have diligently assessed your request and explored various options to address the requirements of the district.

#### MIBS FW Options

There are three options available in the proposal  
1, 3, 5 year with initial setup and installation services

#### 2- Fortinet 3000F Firewall with Analyzer and UTM Services

# ENGAGE

- **FORTINET. EXPERT PARTNER**
- High Point is an Expert Partner with Fortinet

We have over 400 current customer and 600 FW that we manage within our NOC. We are a Fortinet top tier partner with trained engineers in multiple states.

Erate 250013279

**Prepared for:**

**Broken Arrow Public Schools**

Attn: Ali Shehada  
701 South Main St.  
Broken Arrow, OK 74012

**Prepared by:**

**High Point Networks, LLC**

Greg McKillip  
Direct: 918-527-8264  
greg.mckillip@highpointnetworks.com



SPIN #143032077

## MIBS Firewall Implementation

Qty	Item	Description	Price	Ext. Price
1	HPN-SMFW-IMP	SMART Firewall One Time Implementation/Installation	\$23,544.00	\$23,544.00
			Subtotal:	\$23,544.00

## MIBS Firewall (12 Month Agreement) Option

\* **Optional**

Qty	Item	Description	Monthly	Ext. Monthly
		MIBS Firewall Can be billed annual		
1	HPN-SMFW-FG3000F-12	SMART Firewall (Fortigate 3000F) - Billed Monthly	\$17,000.00	\$17,000.00
1	HPN-SMFW-FG3000FHA-12	SMART Firewall (Fortigate 3000F) - Billed Monthly	\$17,000.00	\$17,000.00
Section Subtotal				\$0.00

\* **Optional Monthly Subtotal:** \$34,000.00

## MIBS Firewall (36 Month Agreement) Option

\* **Optional**

Qty	Item	Description	Monthly	Ext. Monthly
		MIBS Firewall Can be billed annual		
1	HPN-SMFW-FG3000F	SMART Firewall (Fortigate 3000F) - Billed Monthly	\$9,700.00	\$9,700.00
1	HPN-SMFW-FG3000FHA	SMART Firewall (Fortigate 3000F) - Billed Monthly	\$9,700.00	\$9,700.00
Section Subtotal				\$0.00

\* **Optional Monthly Subtotal:** \$19,400.00

Erate 250013279

**MIBS Firewall (60 Month Agreement) Option**

 \* **Optional**

Qty	Item	Description	Recurring	Ext. Recurring
60 Month MIBS FW				
		MIBS Firewall Can be billed annual		
1	HPN-SMFW-FG3000F-60MO	SMART Firewall (Fortigate 3000F) - Billed Monthly (60 Month Agreement)	\$8,660.00	\$8,660.00
1	HPN-SMFW-FG3000FHA-60MO	SMART Firewall (Fortigate 3000F) - Billed Monthly (60 Month Agreement)	\$8,660.00	\$8,660.00
		Section Subtotal		<b>\$0.00</b>

 \* **Optional Recurring Subtotal:** \$17,320.00

**Quote Summary**

Description	Amount
MIBS Firewall Implementation	\$23,544.00
<b>Total:</b>	<b>\$23,544.00</b>

**\*Optional Expenses**

Description	Recurring
MIBS Firewall (12 Month Agreement) Option	\$34,000.00
MIBS Firewall (36 Month Agreement) Option	\$19,400.00
MIBS Firewall (60 Month Agreement) Option	\$17,320.00
<b>Optional Subtotal:</b>	<b>\$70,720.00</b>

For questions related to your quotation, please contact us using the information above. Acceptance of the quote online is considered acceptance of an offer and binding. All quotes are subject to shipping costs that may not be listed on the quote. Prices quoted are valid for 30 days from Quotation Date. Limitation of Liability for Consequential Damages. High Point Networks, LLC shall not be liable for any indirect, incidental, consequential, exemplary, or punitive damages of any kind or nature. Orders will be invoiced when shipped. Orders may be partially invoiced as items ship and thus there may be multiple invoices per order. "Projects" will be invoiced in the same method. Professional services may be progress billed over the term of the project. All licensing and subscription orders will be invoiced immediately upon customer approval. Payment for all orders are due in 30 days subject to credit approval. Finance charges will be charged at the rate of 1.5% per month if not paid by the due date. If payment is not received within 45 days of the invoice date, we reserve the right to suspend or terminate your service without further notice. Credit card usage as a form of payment may be accepted on a pre-approval basis and may be subject to a convenience fee. "Optional" items on the above quote are not included in the total pricing at the bottom of the quote. This offer to sell the listed products is subject to product availability and High Point Networks standard terms and conditions and prices are subject to change without notice. Please consult your Account Representative prior to placing an order for timely, updated pricing. High Point Networks reserves the right to adjust pricing based on any error or omission.

Note: Once product is ordered and shipped there is NO right of return and may be subject to a restocking fee. Orders can be subject to extreme product delays. Product cannot be returned if ordered in error. Product cannot be returned if next generation product has been released.

Signature \_\_\_\_\_

Date \_\_\_\_\_





## PRODUCT MODELS COMPARISON

	<b>FortiGate 3000F</b> <b>Proposed</b>	<b>FortiGate 3600E</b> <b>Current</b>
NGFW Throughput	34 Gbps	40 Gbps
Threat Protection Throughput	33 Gbps	30 Gbps
SSL Inspection Throughput	29 Gbps	34 Gbps
Concurrent Sessions	230,000,000	50,000,000
New Sessions/second	870,000	950,000
GW to GW IPSec VPN Tunnels	40,000	40,000
Latency	4 $\mu$ s	4 $\mu$ s
Virtual Domains	10/500	10/500
1 GbE Interfaces	0	0
2.5 GbE Interfaces	0	0
5 GbE Interface	0	0
10 GbE Interface	18	32
25 GbE Interface	16	0
40 GbE Interfaces	0	0
100 GbE Interfaces	6	6
400 GbE Interfaces	0	0

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This document is provided as a convenient comparison of Fortinet products and services. This matrix is not expected to be comprehensive. Some products and models might not be listed in this document. The data sheet for any product or service can be found on [www.fortinet.com](http://www.fortinet.com) and should be consulted for the most updated specifications

## References:

High Point Networks has included references. It is encouraged to reach out to these references to get a view into the customer experience you should expect to receive from High Point Networks.

### **Organization Name: Anoka Hennepin Public Schools**

Address: 2727 North Ferry Street, Anoka, MN 55303

Type of Business: School District

Contact Person: Jill Bourman

Telephone Number: 763-506-1251

Email Address: Jill.Bourman@ahschools.us

Dates of Installation: First Install 2014. New Buildings and Expansions in 2019 and 2020,2022,2023,2024.

Description of System: Anoka-Hennepin School District has been a valued customer for 9+ years. High Point Networks (formerly, EarthBend) was awarded the wired and wireless network upgrade project in March 2014. Between initial install and building expansions the District has: QTY 3700+ ARUBA Instant Access Points, and QTY 700+ Brocade ICX switches.

Number of Networked Locations: 52 Buildings

Refresh of 2022 Erate with Aruba AP and Switches

765 Switches and 3725 AP's.

### **Organization Name: Broken Arrow Public Schools**

Address: Broken Arrow, OK

Type of Business: School District

Contact Person: Ali Shehada

Telephone Number: 918-259-7467

Email Address: ashehada@baschools.org

Dates of Installation: 2022, 2023, 2024 and ongoing support

Description of System: Installation and configuration changes of Network LAN- Extreme Networks installation and configuration of switches and AP's,

### **Organization Name: Pryor Public Schools**

Address: 405 SW 1<sup>st</sup> Pryor OK

Type of Business: School District

Contact Person: Dalton Trout

Telephone Number: 918-825-3999

Email Address: troutd@pryorschools.org

Dates of Installation: Summer 2021, 2022, 2023 and ongoing support

Description of System: Installation and configuration changes of Network LAN- Extreme Networks installation and configuration of 70 switches total, 300 AP4000 AP and 50 5010 AP with XIQ controller and XMC-SE management

### **Organization Name: Catoosa Public Schools**

2000 S Cherokee Catoosa, OK 74015

Type of Business: School District

Contact Person: Sam Hoch

Telephone Number: 918-266-8603

Email Address: [shoch@catoosa.k12.ok.us](mailto:shoch@catoosa.k12.ok.us)

Dates of Installation: Summer 2021, 2022, 2023, 2024 and ongoing support

Description of System: Installation and configuration changes of Network LAN- Extreme Networks installation and configuration, redeployment of switches. AP XIQ controller and XMC-SE management

**Organization Name: Kearney Public Schools**

**Address:** 320 W 24<sup>th</sup> Street, Kearney, NE 68845

**Type of Business:** School District

**Contact Person:** Troy DeHaven

**Telephone Number:** 308-698-8014

**Email Address:** [trodehaven@kearneycats.com](mailto:trodehaven@kearneycats.com)

**Dates of Installation:** Summer of 2021

**Description of System:** CX Switches for the LAN, ~100 CX6300s, 600--5XX series AP, Central and ClearPass integration.

**Number of Networked Locations:** 19 Buildings

# STATEMENT OF WORK

## SMART Firewall

This Statement of Work (SOW) is issued pursuant to the Master Agreement between Broken Arrow and High Point Networks, LLC (HPN). The SOW between HPN and Broken Arrow that incorporates these terms and conditions. The SOW is effective as of the start date that is defined in the terms and conditions of this agreement. This Agreement consists of the terms and conditions set forth below, any attachments or exhibits identified herein and any quotes, order forms or other ordering documents that reference this Agreement.

### Summary:

Firewall and Gateway security with ongoing support and maintenance provided by High Point Networks specialized engineers.

### SMART Service Deliverables:

- Unlimited access to HPN support desk for covered services
- Firmware upgrades based on HPN/Vendor supported/recommended version(s)
  - For unmitigated zero-day vulnerabilities, remediation is discussed/scheduled with primary contact.
  - Deployment of new firmware
- SD-WAN deployment during initial onboarding, ongoing management, and minor configuration changes
- Monitoring for potentially compromised assets
- Read only access to FortiManager and FortiAnalyzer for enhanced security visibility and reporting is available.
- Next business day replacement for HPN owned firewalls, contingent on manufacturer availability.
- Configuration of firewall to integrate with existing directory services for authentication (Active Directory)
- Configuration and management of HPN's preferred security services bundle including intrusion prevention, Gateway Antivirus, Antispyware, web, and DNS filtering.
- Zero-day vulnerabilities will be mitigated as priority one; mitigation includes but is not limited to:
  - Firmware upgrades
  - Signature updates
  - ACL creation/modification
- Configuration change tracking for available rollback
- Assistance setting up primary and secondary agents for single sign on during onboarding.
- Configure firewall/VPN to utilize pre-existing MFA solution. (Duo or Azure for MFA preferred)
- Executive Report delivery available weekly or monthly; including but not limited to:
  - Top Threats
  - Risky Applications
  - Bandwidth Consumption
- Identity based policy management Zero Trust architecture when using Fortinet SSO

### Client Responsibilities:

- Specify a primary point of contact (POC) for communications from and requests to the HPN service desk.
- Maintenance of server(s) that run SSO agent(s) for connection to LDAP/Active Directory
- Creating and maintaining service account(s) for SSO agent and LDAP
- Troubleshooting of infrastructure not covered by agreement.

- Clean power via PDU and/or UPS
- Stable HVAC controls
- Notices of planned outages

#### **Exclusions:**

- Firewall and management software training
- PC and server management, configuration, and troubleshooting (MFA, FortiClient)
- Remediation time to correct changes made by non-High Point Networks engineers.
- FortiClient Enterprise Management Server (EMS) unless add-on is purchased.
- User MFA and SSL VPN client configuration and user creation for SSL VPN or authentication. High Point Networks strongly recommends creating and enforcing an MFA policy for user access.
- Third-party VPN servers/clients
- Design or rebuilding network architecture, including Zero Trust configuration.
- Due to the complexity of deployment, SSL decryption (DPI-SSL) always requires a project.
- Coordinating creation of net new VPNs with a third party
- Travel to site greater than 30 miles from an HPN location
- Third party product issues
- Consulting on issues outside of the firewall (ie, application issues or application delivery issues)
  - *\*All excluded items are available as time and material engagements or project*

#### **Terms and Conditions:**

- The agreement term is standard 36 months, unless determined by the service term noted on the quote (60 months), and begins on the first of the month following the onboarding kick-off, or no later than two (2) months from the signing of the quote.
- Customer to specify single point of contact for support requests.
- This statement of work does not replace the High Point Networks Master Services Agreement
- Intent to cancel requires written 30-day notice, early termination fees may apply.
- Quantity (count/unit) use exceeding original quotation subject to periodic true up at current rates.
- Accounts with three (3) months of non-payment will result in offboarding of services and early cancellation fees.
- Early cancellation fee is 80% of remaining contract.
- Any issues created or caused by client changes to items covered in this contract are billable.
- If defined SLA's are not met and average less than 90% for any three (3) consecutive months, customer can discuss early termination of agreement with a 90-day written notice to High Point Networks, early termination fees or vendor term commitments may apply.
- Support requests to be submitted via HPN web portal, submitting a ticket by email or phone to the helpdesk as outlined in the SLAs below.
- If it becomes necessary to alter the scope of work for onboarding services, High Point Networks will initiate contact with the company's point of contact to work out the details associated with impacts to schedules, deliverables, and/or financial commitments. No changes to the scope of work will occur without prior written authorization.
- Equipment rented or provided by High Point Networks is required to be returned at the conclusion or cancellation of contract.
- High Point Networks is not responsible or liable for any delay or failure of performance caused in whole or in part by any delay or failure to perform any of customer's requirements.
- It is critical that you employ multiple layers of security coupled with security training. Because no single solution can address all security concerns, High Point Networks makes no guarantees written or implied this solution by itself will protect your organization from a security incident.

- If payment is not received within 45 days of the invoice date, we reserve the right to suspend or terminate your service without further notice.
- High Point Networks reserves the right to modify upstream vendors within the scope of our contract, ensuring optimal service delivery and flexibility to adapt to industry changes.

**Service Level Agreement Response Times and Scale (SLA)**

**Service Priorities:**

- PRIORITY 1 - Emergency or immediate response.
- PRIORITY 2 - Quick response.
- PRIORITY 3 - Normal response.
- PRIORITY 4 - Next scheduled visit.

**Level of Severity:**

- LOW - One user or a small group of users is affected.
- MEDIUM - Departments or large group of users are affected.
- HIGH - Entire company is affected.

**Business Impact:**

- LOW – Business processes can continue.
- MEDIUM – Business is degraded, but there is a reasonable workaround.
- HIGH – Critical, major business processes are stopped.
  - Priority 1 SLA notifications start after monitoring tools identify issue. +1hr outside of business hours.

**Service Escalation Path:** 1. Help Desk Dispatch 2. Technical Account Manager (when applicable) 3. Account Manager

	High Severity	Medium Severity	Low Severity
High Impact	PRIORITY 1	PRIORITY 2	PRIORITY 2
Medium Impact	PRIORITY 2	PRIORITY 3	PRIORITY 3
Low Impact	PRIORITY 3	PRIORITY 3	PRIORITY 4

**Standard SLA (9 Hours/Day)**

	Triage	Resolved
PRIORITY 1	15 min	Best Effort

Emergency <b>PRIORITY 2</b>	15 min	Best Effort
Quick <b>PRIORITY 3</b>	15 min	Best Effort
Normal <b>PRIORITY 4</b>	15 min	Best Effort
Next Visit		

**SMART Contacts:**

- Call | (701) 293-8300
- Email | [helpdesk@highpointnetworks.com](mailto:helpdesk@highpointnetworks.com)
- Log In | Ticket Portal: [myhpn.highpointnetworks.com](http://myhpn.highpointnetworks.com)
- SMART Team staffed 7a-6p CST | **Priority 1 On Call Response Staffed 24x7x365.**
- High Point Networks standard SLAs apply to HPN standard office hours. Office hours available at: [highpointnetworks.com](http://highpointnetworks.com)

**SOW Changes:**

If becomes necessary to alter the statement of work, High Point Networks will initiate contact with the company's point of contact to work out the details associated with impacts to schedules, deliverables, and/or financial commitments. No changes to the statement of work will occur without prior written authorization.

**Signature and Date:**

The parties hereby agree to the terms and conditions set forth in this Document and such is demonstrated by their signatures noted on each page.

**Pricing Attachment - Category 2**

**Applicant (BEN):** Broken Arrow Public Schools BEN# 140044  
**Form #70N:** 250013279  
**Service Provider:** High Point Networks  
**SPIN:** 143032077  
**Contact Name:** Greg McKillip  
**Contact E-mail:** [greg.mckillip@highpointnetworks.com](mailto:greg.mckillip@highpointnetworks.com)  
**Contact Phone:** 5394240287

iged Internal Branding  
 #44-100183

Site for Install	Device	Services	Lease	*Equivalent Make (if applicable)	*Equivalent Model (if applicable)	Quantity	Monthly Recurring Unit Cost	Extended Monthly Recurring Cost	E-Rate eligible % of the Model	Monthly Extended Eligible Cost	Ineligible Cost Unit
	Fortinet Firewall	Managed SLA, Configuration, Reconfiguration, Redesign and Design	5 year option - Hosted in our data center	Fortinet	3000F with UTP, Analyzer and Maint	2	8,660.00	17,320.00	71%	12,297.20	2,51
			3year option - Hosted in our data center	Fortinet	3000F with UTP, Analyzer and Maint	2	9,700.00	19,400.00	71%	13,774.00	2,81
			1 year option - Hosted in our data center	Fortinet	3000F with UTP, Analyzer and Maint	2	17,000.00	34,000.00	71%	24,140.00	4,931

Installation/Setup Of FW's and Services	One Time	1	\$23,544.00	71%	\$16,716.24	Ineligible	\$6,827.76
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