

**Concourse Tech Inc.**

169 Madison Ave, Suite 15520

New York, NY 10016

concoursetech.com

(646) 305-9964

Sep 11, 2025

BY ONLINE PORTAL

City of Columbus

Dennis Reilly

dreilly@proofpoint.com

Concourse Quote Number: 163767**Subject: Response to RFQ031013 - Technology Proofpoint Licenses Renewal**

Dear Dennis,

Concourse Tech Inc. (*formerly Coquina Labs Inc.*) is pleased to submit our proposal in response to the Request for Quote (RFQ031013) for Technology Proofpoint Licenses Renewal. Our proposal adheres to the scope, technical requirements, and delivery timeframe outlined in the RFQ. This quote reflects pricing for the **Proofpoint** solution and is valid through 12/12/2025.

Price and Quantity Breakdown:**12-month SaaS for 10,001 users: Start 12/23/2025 - End 12/22/2026**

Line	Part No.	Description	Unit Price	Qty	Ext Price
1	PFPT-B-P1VF-S-A	Email Protection with TAP (URL & Attachment Defense), Threat Response Auto-Pull, ZenGuide.	\$25.63	10001	\$256,325.63
2	PFPT-B-CRPS-S-B	Impersonation Protection - Detects and prevents impersonation-based threats	\$11.43	10001	\$114,311.43
3	PFPT-M-DLPE-S-A	Data Loss Prevention & Encryption - regulatory compliance tools, asset protection, and Proofpoint Encryption	\$6.06	10001	\$60,606.06
Subtotal					\$431,243.12
Estimated sales tax (if applicable - waived for exempt entities)					\$34,499.45
Total price including sales tax					\$465,742.57

Please note: If PO issuance will not occur before pricing expiration date, please inform Concourse ASAP. Concourse cannot guarantee pricing can be extended, but will make its best effort to extend pricing as much as possible.

Compliance and Certification Concourse Tech Inc. certifies that we will:

- Comply with all terms and conditions outlined in the City of Columbus RFQ documents, including both general and special conditions.
- Meet all stated specifications and furnish the requested solutions and services as quoted.
- Abide by the pricing structure and honor quoted prices for the full contract term.
- Comply with all applicable laws and City ordinances, including wage theft prevention, income tax withholding, and campaign contribution regulations.
- Ensure timely delivery of all goods and services in accordance with City delivery requirements.
- Accept the public records disclosure provisions outlined in the solicitation.

Concourse serves as a value-added software reseller to the public sector. We partner with leading OEMs to provide local and state governments with the best technology at the lowest price. Internally, we've invested in building systems to streamline the quoting and bidding process. This enables us to be more efficient and provide more value to public sector buyers. We hope that in a competitive bidding process we will be able to save your taxpayers money compared with other resellers.

This bid, along with all required documentation, will be submitted as requested. We appreciate the opportunity to participate in this procurement and look forward to supporting the city. Should you require any further information or clarification, please do not hesitate to contact us at the email or phone number below.

Sincerely,

A handwritten signature in black ink, appearing to read "Kelsey Shaner". The signature is fluid and cursive, with the first name "Kelsey" and last name "Shaner" clearly distinguishable.

Kelsey Shaner

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NOTE: We are pleased to provide you with this quote, which is not an order or offer to sell. Product, available inventory, additional fees and pricing data are updated by manufacturers from time to time and may change without notice. The prices shown in this quote are valid for the quantities outlined; a change in quantity may result in a different unit price. Until you issue a purchase order and Concourse Tech Inc. accepts it, there is no contract for sale. All prices and descriptions are subject to change prior to the issuance and acceptance of a PO. The above is not intended to be an offer, and the parties do not intend for the above terms to be a binding agreement among the parties with respect to the subject matter hereof. Concourse Tech Inc. does not make any warranties, express or implied, including but not limited to warranties of merchantability or fitness for a particular purpose, regarding the products or services described in this quote. All warranties, if any, are provided by the respective manufacturers or licensors. Concourse Tech Inc. shall not be responsible for delays or failure to deliver due to circumstances beyond its reasonable control, including but not limited to acts of God, natural disasters, labor disputes, supply chain disruptions, governmental actions, or manufacturer delays. For select high-value orders, we may request the buyer to assign the receivable to one of our financing partners. Such assignments will not affect the terms, conditions, or obligations outlined in this agreement. The terms and conditions of this quote, including payment and delivery terms, are subject to final agreement upon issuance and acceptance of a purchase order.

CONCOURSE TERMS AND CONDITIONS: https://www.concoursetech.com/contract_terms

Proofpoint License Terms & Agreements: <https://www.proofpoint.com/us/legal/license>

References

Entity	Contact Name	Contact Email	Contact Phone Number
Collegium Charter School	Erik Daniele	edaniele@ccs.us	(610) 903-1300
State of Texas - Teachers Retirement System	Trevor Goodman	Trevor.Goodman@trs.texas.gov	(512) 542-6771
Orange County Superintendent of Schools, CA	Tristan Mejias	TMejias@ocde.us	(714) 966-4081
City of Colorado Springs	Erica Rush	erica.rush@coloradosprings.gov	(719) 385-5755
Maryland Health Benefit Exchange	Tracey Gamble	tracey.gamble1@maryland.gov	(410) 547-8152

Concourse Tech Inc. Contact Information

Kelsey Shaner

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