



PartnerDirect
Premier

Quotation

Quote# FRANKCOSERVICES
STS Contract #: WN23ACA
Avalon STS Agreement #: 534109-31
Quote Date: 12-4-14

Description:

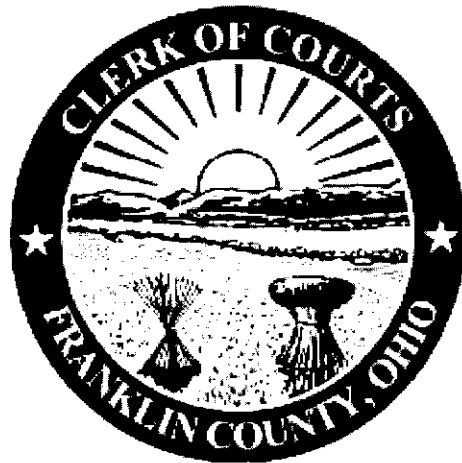
- *Professional Services work to complete Dell Upgrade Project.*
- *Please see Avalon SOW dated 9/15/14 for further details*

Pricing:

- *\$17,900 w/ Oracle*
 - *- includes all work and relevant materials required to complete Dell upgrades.*

Terms:

- *Net 30 day Terms*



Franklin County Courts – Network SOW

Prepared by Avalon Technologies - December 17th, 2014



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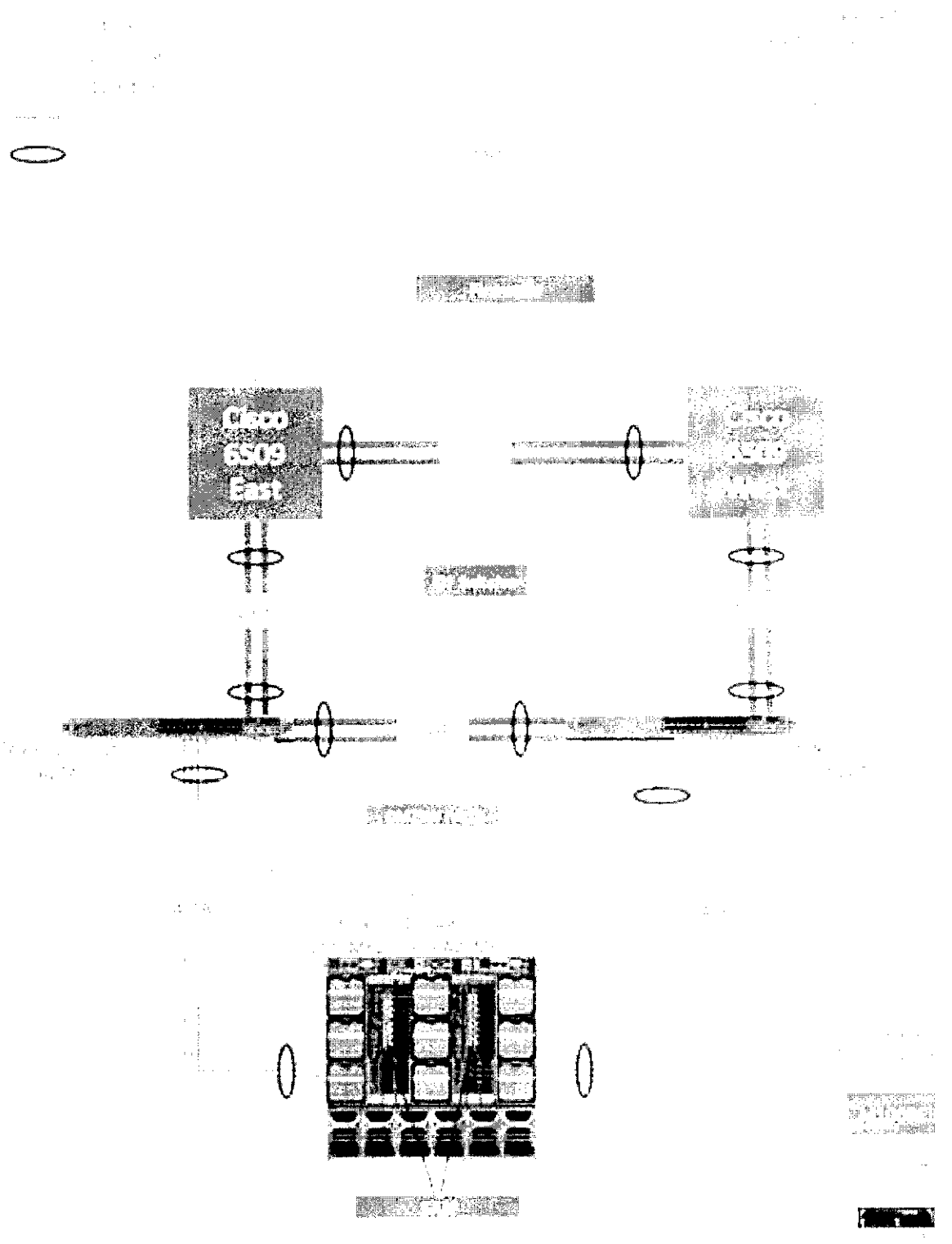
Franklin County SOW

Network Services

- Sunday On-site Engineering for networking upgrade to include:
 - Hardware Installation
 - 2 x PowerConnect m6220 blade switches
 - 2 x PowerConnect 6224 top of rack switches
 - Decommission and Removal of existing blade switches
 - Cisco Core 2GB Port Channel Configuration/Integration
 - 2 Dell PowerConnect 6224 Switch Configuration/Integration
 - M1000E Reconfiguration/Integration with Core/DMZ Network
 - Mapping of dual/redundant network connectivity to all m1000e Blades
 - Conversion of DMZ network LAN to a VLAN architecture
 - Additional Stacking Module for PowerConnect m6220
 - See proposed network architecture below

- Remote preparation and follow-up support as needed

- Proposed Network Architecture:



VMware Services

- Configuration of virtual distributed switches including
 - Migration of current standard virtual switches
 - Dual redundant vmnic uplinks
 - Configuration of host management, VM networks, DMZ, vMotion with VLANs
- Reconfigure DMZ port group
 - Match new VLAN
 - Make available to all ESXi hosts
- Clean up unused EMC storage devices

- Enable vMotion
 - Create VLAN on m6220 switches for vMotion
 - Assign VLAN to vMotion port group for all ESXi hosts
 - Use traffic shaping to limit vMotion bandwidth
 - Test and verify functionality
- Enable Distributed Resource Scheduling
 - Evaluate settings with client
 - Configure host / VM resource rules accordingly to prevent inadvertent DRS movement of critical applications

Note: VMware professional services will be performed remotely and facilitated via remote access or screen sharing tools. Services will be performed based on customer preference and availability including weekends/evenings if necessary to mitigate risk of unintended outages.

Oracle Services

Stage One (Backup & Recovery)

- New Linux NFS Server
- Grid Control
 - New Installation
 - Using Existing Linux VM
- Automated Backups - 8 hours

- Oracle
 - Grid Control
 - Setup
 - Training
 - Testing
 -
 - Linux OS
 - Custom Script
 - Setup
 - Training
 - Testing

- Oracle Recovery Testing

Stage Two (Training Database)

- Training DB Migration
 - Synchronize Training DB with Production DB

Stage Three (Software Update Policy)

- Software Update Policy
 - Create with customer

Franklin County to provide the following to ensure project success:

- Secure Remote Access to facilitate remote work on Franklin County environment
- Engagement of Franklin County personnel resources to assist with coordination of services or completion of Franklin County dependent tasks
- All hardware, software and license keys as required by installation

Outside of Scope:

- Networking configuration beyond the services stated above
- VMware configuration beyond the services stated above
- On-site engineering services for VMware configuration (services will be delivered remotely)
- General OS, Oracle, hardware, client/workstation, patching, application, SAN maintenance administration or configuration not included in the "Avalon Professional Services" section above
- Any hardware, software or services not included in the "Avalon Professional Services" section above

Project Planning

A mutually convenient project start date will be determined by Avalon Technologies and Franklin County. Avalon Technologies and Franklin County will provide a project-lead to be the single point of contact for project coordination.

Pricing

➤ **\$17,900 w/ Oracle**

➤ **\$13,900 w/o Oracle**

- *Professional Services work to complete Dell Upgrade Project.*
- *Pricing based on the Dell Ohio State Term Schedule (STS) (Contract No. 534109-30), Avalon Technologies has been assigned as a "Premier" and a "Do-More" partner under this STS contract.*

Payment Terms

- *25% due at start of project*
- *25% due upon completion of network services*
- *Balance due upon project completion*