

Monday, May 11, 2020

Wheaton Park District  
Mike Benard  
1777 S Blanchard St  
Wheaton, IL 60189  
mbenard@wheatonparks.org

Dear Mike,

This proposal details two options for providing the additional VPN access needed to allow more WPD employees to work from home from WPD-issued computers. ***This is a budgetary quote to show the comparison between both options. This work to allow for additional VPN access must be completed before additional users can be allowed to work from home with the office equipment specified in quote DA001789 (sent separately).***

Currently, up to 10 employees can connect concurrently to the Wheaton Park District network. WPD has requested that AIE provide a solution to allow for up to 10 additional (total of 20) users be able to simultaneously connect.

To allow for these additional workers to securely connect into the WPD network, additional licensing will have to be obtained to allow more VPN connections to it. There are two possible options to consider that would accomplish this, and they are as follows:

**VPN OPTION ONE:** Configure the existing Arrowhead firewall to allow for the additional WPD users to use as an alternate VPN entry point. Arrowhead's firewall has access for up to 25 concurrent VPN sessions.

The benefits for option one include:

- No additional cost for hardware and licensing
- Can be immediately implemented, avoiding any delays introduced by waiting for hardware (AIE's current lead time on Meraki equipment is 5-7 days)
- Less time to configure this solution, saving \$990 in labor for the project
- Increases the available VPN license count from 10 concurrent users up to 35 concurrent users

**VPN OPTION TWO:** Implement the planned firewall replacement at the Community Center.

The benefits for option two include:

- Already slated in the 2020 budget for this work to be done and the hardware/licensing to be purchased
- Eliminates the sunk cost of doing the configuration work twice (once for the Cisco ASAs and again when we upgrade them to Meraki)
- Reduces ongoing support costs by \$50/month (by converting from Cisco to Meraki devices at the Community Center)
- Allows for cancellation of one of the ISP lines at the Community Center (contingent on it not being under contract), saving additional monthly fees
- Provides unlimited VPN licensing, avoiding any future potential concurrent licensing issues
- Allows all users to connect directly through Community Center (no users will need to connect indirectly through Arrowhead)
- Requires no revision once Arrowhead re-opens their restaurant (Digital Dining iPad connectivity will require reconfiguration once these devices return to use)

***Please let us know which option would be your preference and we will include this on the finalized quote along with the work-from-home office workstations detailed in quote DA001789. Please also let us know if you have any questions at all.***



Dayane Alves  
Sales & Marketing Administrative Assistant  
Advanced Intelligence Engineering

## VPN Option 1 - Setup Labor

This tab details the labor required for Option 1, which is setup of the Arrowhead firewall to utilize its VPN licenses (increasing the total number of usable licenses to 35).

**There are no additional hardware or license purchases with this option.**

### Configure Anyconnect Profile for Arrowhead Firewall

Configure the Anyconnect profile in the Arrowhead firewall to use radius authentication. Add Anyconnect subnet to the Arrowhead site-to-site VPN between Arrowhead and the Community Center. Test connectivity to servers via Arrowhead.

### Reconfigure Digital Dining iPads

Adjust configuration for Digital Dining iPad configuration to allow for all VPN licenses to be available for remote access use.

VPN Option 1 - Setup Labor Subtotal: **\$1,800.00**

## VPN Option 2 - Hardware/Licensing

Description	Price	Qty	Ext. Price
This tab details the <b>hardware required for Option 2</b> , which is replacement of the Community Center firewall with a Meraki Solution (providing unlimited VPN licenses).			
<b>Meraki MX100 Cloud Managed Security Appliance - 9 Port - Gigabit Ethernet - 9 x RJ-45 - 2 Total Expansion Slots - Rack-mountable</b>	\$2,997.00	2	\$5,994.00
<b>Meraki MX100 Enterprise License and Support, 3 Years - Cisco Meraki MX100 Security Appliance - License 1 License - 3 Year License Validation Period</b>	\$3,000.00	1	\$3,000.00
Subtotal			<b>\$8,994.00</b>



## VPN Option 2 - Labor

This tab details the **labor required for Option 2** (replacement of the Community Center firewall with a Meraki Solution, providing unlimited VPN licenses).

### Configure Firewall in Meraki Portal

Configure MX 100 failover pair in Meraki portal.

### Install Firewalls Onsite

Install MX100 failover pair at the Community Center. Test circuit and hardware failover and confirm connectivity.

### Install Client VPN

Install client VPN on WPD laptops and distribute instructions on how to connect.

VPN Option 2 - Labor Subtotal: **\$2,790.00**

## Monthly Services Totals (Option 2 VPN)

This project changes your network infrastructure, and will result in changes to your ongoing IT services billing, under the existing Managed Services Provider Agreement. Your monthly IT services following the project are outlined below

Description	Recurring	Qty	Ext. Recurring
Option 2 has the added advantage of reducing ongoing management costs for the devices at the Community Center, as Meraki devices have a lower ongoing management cost.			
<b>Option 2 Ongoing Management Fee Savings</b>			
<b>Managed Cisco Device (Firewall)</b>	(\$50.00)	2	(\$100.00)
<b>Managed Meraki Device (Firewall)</b>	\$25.00	2	\$50.00
Recurring Subtotal			<b>(\$50.00)</b>

## Payment Terms

In order to initiate the work, AIE requires a signed copy of the agreement along with 100% down payment on all hardware and licensing and 50% down payment on all labor. The balance of the labor, along with any additional surcharges or tax, will be billed Net20 upon completion of the work.

## Wheaton Park District - Work From Home PC Solution - Prerequisite VPN/Firewall Changes

**Prepared by:**

**Advanced Intelligence  
Engineering**

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**Prepared for:**

**Wheaton Park District**

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**Quote Information:**

**Quote #: DA001788**

Version: 1  
Delivery Date: 05/11/2020  
Expiration Date: 05/18/2020

### Assumptions

- Cannot guarantee latency for users connecting over link through Arrowhead.
- One internet circuit at the community center will need to be cancelled as the new firewalls only support up to 2 ISPs.

List of equipment to be retired: ASA 5516, ASA 5510

Equipment to be added: MX100 x2

- Client staff will be available in a timely manner for questions and testing of changes.
- Client will provide all necessary software discs, serial numbers, and passwords for any software needing to be reinstalled.
- The work will be completed Monday-Friday / 7:30am-5:30pm, unless otherwise designated by AIE.

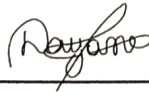
Should any of these assumptions prove to be incorrect, additional labor will be billed at AIE's project rates of \$180/hr, with after hours work billed at 1.5x project rates.

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

**Advanced Intelligence Engineering**

**Wheaton Park District** *option 2*

Signature: \_\_\_\_\_

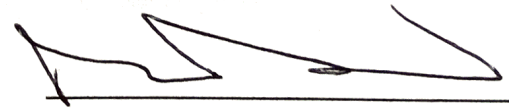


Name: Dayane Alves

Title: Sales & Marketing Administrative Assistant

Date: \_\_\_\_\_

Signature: \_\_\_\_\_



Name: Mike Benard

Title: Executive Director

Date: 5/20/20