



NEW HAVEN PUBLIC SCHOOLS

Operations Memorandum

To: New Haven Board of Education Finance and Operations Committee
From: Gilda Herrera, IT Director
Date: 1/5/2024
Re: CDW_SOPHOS Contract FY 23-27

Answer all questions and have a representative ready to present the details of each question during the Finance & Operations meeting or this proposal may not be advanced for consideration by the full Board of Education.

Company Information		
Vendor Name:	CDW Government LLC	
Doing Business as: (DBA)		
Vendor Address:	75 REMITTANCE DRIVE, Suite 1515 Chicago, IL 60675-1515	
Vendor Contact Name:	Vincent Mulvihill (866) 773-7348	
Vendor Contact Email:	vinny@cdwg.com	
Is the contractor a minority or women owned small business?		N/A
Agreement/Contract Information		
New or Renewal Agreement/Contract?	Renewal-3Yr Contract- Yearly Purchase Order	
Effective Dates: (mm/dd/yy) <small>Multi-yrs. require Board of Aldermen approval</small>	From 1/18/2024	To 1/18/2027
Total Amount: <small>If Multi-yr. include yr. to yr. breakdown</small>	\$327,880.00 3YR Contract/\$109,293.33 Yearly payment	
Funding Source Name: Acct. #:	3C222263 58704 COMPUTERS & TELECOMMUNICATIONS 5YR	
Contract #: <small>(Local or State)</small>	State contract PEPPM 2022 Catalog Agreement (PEPPM2022)	



NEW HAVEN PUBLIC SCHOOLS

Key Questions:

1. What specific service will the contractor provide:

SOPHOS Licenses Renewal – (January 18, 2024-January 18, 2027) Endpoint protection and response. IT security operations and threat hunting, Intercept X detects and investigates suspicious activity and rolls back unauthorized encryption of files in seconds. **Add-on service-SOPHOS EMAIL ADV 5000**

2. How was the contractor selected? **Attach appropriate supporting documents*

☐ Quotes

☐ Sealed Bid # _____

☐ Sole Source # _____

☐ RFP# _____

1. ☒ **State Contract** #PEPPM 2022 Catalog Agreement (PEPPM2022)

☐ **Exempt Professional**

- ☐ Accountant
- ☐ Actuary
- ☐ Appraiser
- ☐ Architect
- ☐ Artist
- ☐ Dentist
- ☐ Engineer
- ☐ Expert Professional Consultant
- ☐ Land Surveyor
- ☐ Lawyer
- ☐ Physician/Medical Doctor

3. If the vendor was selected through Solicitation (Bid/RFQ/RFP) process; answer the following:

a. Please explain how the vendor was chosen? **Attach Vendor Proposal*

State contract PEPPM 2022 Catalog Agreement (PEPPM2022)

b. Who were the members of the selection committee? *(Minimum 3 members required)*

N/A



NEW HAVEN PUBLIC SCHOOLS

Key Questions: - Continued

4. If this is a renewal with a current vendor, has the vendor has met all obligations under the existing agreement/contract?

Yes

5. If this agreement/contract is a Renewal, has the cost increase? If yes, by how much? **Attach Renewal Letters*

Yes, \$29,043.33 Add-on service-SOPHOS EMAIL ADV 5000

6. If this new agreement/contract, has cost for service increased from previous years? If yes, by how much?

No

7. Is this a service that existing staff could provide? Why or why not?

No



NEW HAVEN PUBLIC SCHOOLS

Agreement/Contract Processing Checklist

To ensure timely processing of the submitted Agreement/Contract it is imperative to collect and provide all of the required documentation noted below and provide with submission to board.

Forms/Documents are available in: Drive G:\F&O Agenda Minutes\Agreement Contract Checklist\2022-2023

1. Has this vendor performed service(s) in prior fiscal years?	
If Yes,	Vendor # 19967
If No or New,	Vendor must provide completed W9
2. A quote or proposal submitting regarding the agreement/contract.	
If RFP	Attach Vendor Submitted
Other	Copy of State Contract, Quotes, etc.
3. <u>Certificates of Liability Insurance (COI) are required for ALL agreements/contracts, read the following and select the applicable Rider.</u> It is the submitters responsibility to request the COI from the vendor and attach with submission; the COI from the Vendor <u>must match rider specifications outlined.</u> Failure to obtain or incorrect COIs will be returned for revision and will delay its processing.	
Rider 300	Professional Services – Onsite Umbrella; w/ Auto; w/ Workers Compensation
Rider 305	Professional Services – Onsite Umbrella; No Auto; No Workers Compensation
Rider 310	Professional Services – Onsite Umbrella; w/ Auto; No Workers Compensation
Rider 315	Professional Services – Onsite Umbrella; w/ Youth under 21
Rider 320	Professional Services – Offsite; No Auto; No Workers Compensation
Rider 325	Professional Services – Offsite; No Auto; No Workers Compensation; w/ Youth under 21
Rider 330	Professional Services – Offsite Attorney; No Auto; No Workers Compensation
Rider 335	Professional Services – Onsite; Physician/Dentist; No Auto
Rider 340	Professional Services – Onsite Physician/Dentist w/ Youth under 21
Rider 345	Professional Services – Onsite Temp Nurses
Rider 350	Professional Services – Cyber – Onsite
Rider 355	Professional Services – Cyber – Offsite
4. The City of New Haven requires the information requested in the <u>Disclosure Affidavit</u> before any City agency, department, or city official seeking agreement/contract shall obtain them, notarized.	
Emailed Disclosures are acceptable.	



Thank you for choosing CDW. We have received your quote.

Hardware

Software

Services

IT Solutions

Brands

Research Hub

QUOTE CONFIRMATION

ED CONNELLY,

Thank you for considering CDW•G for your technology needs. The details of your quote are below. **If you are an eProcurement or single sign on customer, please log into your system to access the CDW site.** You can search for your quote to retrieve and transfer back into your system for processing.

For all other customers, click below to convert your quote to an order.

[Convert Quote to Order](#)

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
NRQS317	1/3/2024	NRQS317	8003459	\$327,880.00

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
SOPHOS CIXA+XDR 5000-999U 3Y RNW EDU Mfg. Part#: CIXXDU36AJREAA Electronic distribution - NO MEDIA Contract: PEPPM 2022 Catalog Agreement (PEPPM2022)	7500	7762676	\$27.50	\$206,250.00
SOPHOS EMAIL ADV 5000-9999U 3Y Mfg. Part#: CEMAAU36AJNCAA Electronic distribution - NO MEDIA Contract: PEPPM 2022 Catalog Agreement (PEPPM2022)	5000	7762678	\$23.15	\$115,750.00
Sophos Central Intercept X Advanced for Server with XDR - subscription lice Mfg. Part#: CIXXDS36BGREAA Electronic distribution - NO MEDIA Contract: PEPPM 2022 Catalog Agreement (PEPPM2022)	120	7633685	\$49.00	\$5,880.00

SUBTOTAL	\$327,880.00
SHIPPING	\$0.00
SALES TAX	\$0.00
GRAND TOTAL	\$327,880.00

PURCHASER BILLING INFO	DELIVER TO
Billing Address: NEW HAVEN PUBLIC SCHOOLS DEPT OF EDUCATI 54 MEADOW ST NEW HAVEN, CT 06519-1783 Phone: (475) 220-1000 Payment Terms: NET 30-VERBAL	Shipping Address: NEW HAVEN PUBLIC SCHOOLS DEPT OF EDUCATI 54 MEADOW ST NEW HAVEN, CT 06519-1783 Phone: (475) 220-1000 Shipping Method: ELECTRONIC DISTRIBUTION
Please remit payments to:	
CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515	



Sales Contact Info

Vincent Mulvihill | (866) 773-7348 | vinny@cdwg.com

LEASE OPTIONS			
FMV TOTAL	FMV LEASE OPTION	BO TOTAL	BO LEASE OPTION
\$327,880.00	\$8,701.94/Month	\$327,880.00	\$10,075.75/Month

Monthly payment based on 36 month lease. Other terms and options are available. Contact your Account Manager for details. Payment quoted is subject to change.

Why finance?

- Lower Upfront Costs. Get the products you need without impacting cash flow. Preserve your working capital and existing credit line.
- Flexible Payment Terms. 100% financing with no money down, payment deferrals and payment schedules that match your company's business cycles.
- Predictable, Low Monthly Payments. Pay over time. Lease payments are fixed and can be tailored to your budget levels or revenue streams.
- Technology Refresh. Keep current technology with minimal financial impact or risk. Add-on or upgrade during the lease term and choose to return or purchase the equipment at end of lease.
- Bundle Costs. You can combine hardware, software, and services into a single transaction and pay for your software licenses over time! We know your challenges and understand the need for flexibility.

General Terms and Conditions:

This quote is not legally binding and is for discussion purposes only. The rates are estimate only and are based on a collection of industry data from numerous sources. All rates and financial quotes are subject to final review, approval, and documentation by our leasing partners. Payments above exclude all applicable taxes. Financing is subject to credit approval and review of final equipment and services configuration. Fair Market Value leases are structured with the assumption that the equipment has a residual value at the end of the lease term.

Need Help?



My Account



Support



Call 800.800.4239

[About Us](#) | [Privacy Policy](#) | [Terms and Conditions](#)

This order is subject to CDW's Terms and Conditions of Sales and Service Projects at <http://www.cdwg.com/content/terms-conditions/product-sales.aspx>

For more information, contact a CDW account manager.

© 2024 CDW•G LLC, 200 N. Milwaukee Avenue, Vernon Hills, IL 60061 | 800.808.4239

Sophos Payment Resources
2330 Interstate 30
Mesquite, TX 75150

Phone 972-755-8200
Fax (972) 755 8210



Sophos Payment Resources Proposal

(This is not a contract; executable contracts to follow)

01/04/24

Sophos Payment Resources is pleased to offer this proposal for the technology solution that New Haven Public Schools wishes to acquire from CDW. For over 25 years, we have provided simple, fast and cost-effective acquisition options to more than 50,000 customers ranging from small entrepreneurial organizations to large Fortune 500 corporations. We hope to be your high performance partner in acquiring your technology.

Equipment/Software Cost \$327,880.00 (Not including tax)

Equipment/Software Description **Sophos Licensing**

Term	Period	Purchase Option	Payment
<input type="checkbox"/> 36 Months	Annually	IPA	\$109,293.33

Structure First payment due one month after contract commencement.

Asset Assumptions The payment options above assume 100.0% of software. If this assumption changes, the payment may be adjusted up or down.

Equipment Location Please provide the address where the equipment will be located.

Address: 54 Meadow Street, 4th Floor

City, State & Zip: New Haven Ct 06519

Is this a hosting site, data center or co-location facility? ☐ YES ☐ NO

Proposal Expiration Date This proposal and payment options within are valid through 01/18/24

This proposal is based on certain underwriting and pricing assumptions and the execution of mutually acceptable documentation. The payments quoted do not include sales use, rental or property tax.

The scheduled payments identified above reflect Sophos Payment Resources spread over like-term Treasury constant maturities as of 01/04/24 (as referenced via the Federal Reserve website: <http://www.federalreserve.gov/releases/h15/update/default.htm>). Any increase to current Treasury constant maturities prior to commencement shall cause the Scheduled Payments to be adjusted accordingly. Scheduled Payments will be fixed upon the later of (i) the Acceptance Date, or (ii) the date Sophos Payment Resources countersigns the documents and commences the transaction. Customer hereby agrees to sign an amendment reflecting such increase upon request by Sophos Payment Resources.

Please email this page along with required documentation (if any) by 01/18/24 to indicate your desire to enter into an agreement with Sophos Payment Resources.

Regards,

Michelle Root
Direct Line: 972-755-8200
Michelle.Root@mySPRnow.com

Shipping Delays: Due to global supply chain constraints, delivery on some items may be delayed. [Learn More](#)



What can we help you find today?

[Sign In](#)

[Cart](#)



CDWG / PEPPM 2022

[PEPPM Homepage](#)

[CDWG/PEPPM Ordering Instructions](#)

CDWG / PEPPM 2022

CDW•G is focused on meeting the mission-critical needs of organizations — large and small. You get great product selection, expert knowledge and advice, quick shipping.

All items included in this website are products from PEPPM Awarded items. All orders over \$500 will receive Free Shipping.

Save up to 5% on product purchases when you open an account.

[Create Account](#)

Have an account? [Sign In](#)

****Warning – If you wish to receive Bid protection for your bid, you must be located in the United States. To receive bid protection, you must locate the products/pricing, and adding them to your shopping cart, you can then print off the quote. Once the quote is printed, submit both the PEPPM quote and the Purchase Order to PEPPM via email at orders@peppm.org or via fax at 800-636-3779.**

Note: Please make sure that you include the following language: "As Per PEPPM 2022 Catalog Bid" in the body of the PO. In order to find a product please use the search field below.

Contacts



Derek Dellamonica - **IN**
Sales Manager
Phone: 866-773-7445
Email: deredel@cdw.com



Danielle Lodovico - **IN**
Sales Operations Supervisor
Phone: 866-873-9865
Email: danilod@cdw.com



Copyright © 2007 - 2022 CDW. All Rights Reserved.



Vendor Contacts and Ordering Instructions

To assure PEPPM bid protection, all PEPPM catalog orders must be faxed to PEPPM at **800-636-3779** or emailed to orders@peppm.org. In the body of the purchase order, please include the following language: "As per PEPPM".

Awarded Catalog Category: General Hardware and Software

Introduction

CDW•G is focused on meeting the mission-critical technology needs of organizations – large and small. You get great personal service, plus wide product selection, expert knowledge and advice, quick shipping and continuing technical support.

Please email questions to:

Derek Dellamonica
CDW Government LLC
230 N. Milwaukee Avenue
Vernon Hills, IL 60061
203.851.7160
deredel@cdw.com

Danielle Lodovico
CDW Government LLC
230 N. Milwaukee Avenue
Vernon Hills, IL, 60061
203.851.7196
danilod@cdw.com

****Warning** – If you wish to receive Bid protection for your PEPPM purchases, after locating the products/pricing, and adding them to your shopping cart, you can then print off the quote. Once the quote is printed, submit both the PEPPM quote and the Purchase Order to PEPPM via Fax at 800-636-3779.**

Note: Please make sure that you include the following language: "**As Per PEPPM 2022 Catalog Bid**" in the body of the PO. In order to find a product/print a quote, please follow the steps below.

How to Use and Navigate the PEPPM CDW Government LLC Online Catalog Store

- Click on the CDWG catalog store link located on PEPPM.org or go to www.cdwg.com/peppm2022
- Research the products you are looking for either by clicking through the product category section, by putting the product description/part # in the Search field, or by searching by Brands via the links provided.
- Add all of the products you wish to purchase to your cart.
- Click on the cart icon in the menu bar at top of the screen showing the quantity & total number of items.
- A new page will open showing all the items in your cart. Click on the printer icon on the upper right side of the screen
- Print out the quote and fax both the PEPPM quote and the Purchase Order to PEPPM at 800-636-3779

Placing an Order via Fax or Email:

1. Click on the CDW Government LLC link located on www.peppm.org, shop, add selected items to a cart and print a PEPPM quote or contact the CDW Government LLC representative listed above.
2. Our catalog store front posted PEPPM prices are for a quantity of 1. For volume discounts on quotes, please call 1-800-808-4239 or email bids@cdwg.com..
3. Address the orders to:
CDW Government LLC
230 N. Milwaukee Ave.
Vernon Hills, IL, 60061
4. All quotes and purchase orders should state "As per PEPPM."
5. Fax the completed order to **800-636-3779** or email to orders@peppm.org.
 - a. Your order will be reviewed and edited by PEPPM Staff.
 - b. You will be contacted to make any necessary corrections.
 - c. Your order will be issued to the vendor within 24 hours during the business week after all (if any) corrections are made.
 - d. Your order will be archived for audit support.
6. Standard shipping is included on all orders over \$500.00.

Orders may not be sent directly to the Awarded Vendor. All orders must be placed through the PEPPM fax number (800-636-3779) or email address (orders@peppm.org) to assure PEPPM bid protection.