



## PART 1 – COST SUMMARY SHEET

### 7.0 Cost Summary Sheet

#### Software Cost & Maintenance Cost - 12 Months Subscription

Item	Units/ Users	1 Year Cost
DatAdvantage for Windows	300	\$8,934
DatAdvantage for Directory Services	300	\$8,934
Data Classification Framework	300	\$6,432
DatAlert Suite	300	\$8,934
Edge	300	\$5,807
Collector	1	\$2,511
<b>Total</b>		<b>\$41,551</b>

**1 Year Total Software & Maintenance Cost: \$41,551**

**3 Year Total Software & Maintenance Cost: \$124,653**

#### Payment Terms for 3 Year Subscription Offer

- Payment will be made in 3 payments over 3 years:
  - 1st payment - net 30 from invoice date
  - 2nd payment - 1 year after invoice date
  - 3rd payment - 2 years after invoice date

#### Professional Services Cost

Item	Days	Cost
<b>Veristor Professional Services</b>	<b>7</b>	<b>\$11,958</b>

Other Cost: Provide cost for anything else needed to accomplish your proposal.

Item	Units	Cost
<b>Training</b>	<b>Unlimited hours</b>	<b>\$0</b>
<b>Incident Response Team</b>	<b>Unlimited hours</b>	<b>\$0</b>

#### Pricing Summary and General Notes:

- We have provided the price estimate above based on use case discussions to date.
- Pricing is valid until 10/30/2019

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 WWW.CARASOFT.COM & FORESCOUT@CARASOFT.COM

**TO:** Martin Vaughn  
 Purchasing Director  
 Gordon County Board of Commissioners  
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**FROM:** Ashlei Sutton  
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 Reston, Virginia 20190

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**PHONE:** (703) 673-3673 **FAX:** (703) 871-8505

**TERMS:** FTIN: 52-2189693  
 Shipping Point: FOB Destination  
 Remit To: Same as Above  
 Payment Terms: Net 30 (On Approved Credit)  
 Cage Code: 1P3C5  
 DUNS No: 088365767  
 Credit Cards: VISA/MasterCard/AMEX  
 Sales Tax May Apply

**QUOTE NO:** 17252053  
**QUOTE DATE:** 09/30/2019  
**QUOTE EXPIRES:** 10/30/2019  
**RFQ NO:**  
**SHIPPING:** GROUND  
**TOTAL PRICE:** \$20,554.48

**TOTAL QUOTE:** \$20,554.48

LINE NO.	PART NO.	DESCRIPTION	LIST PRICE	QUOTE PRICE	QTY	EXTENDED PRICE
1	FS-LIC-SEECONTROL-100	Forescout See + Control license for 100 endpoints (eyeSight + eyeControl)	\$2,000.00	\$1,759.04 OM	4	\$7,036.16
	FS-AC-ASEECONTROL-100-1	ActiveCare Advanced 1 year - Forescout See + Control for 100 endpoints (eyeSight + eyeControl)	\$460.00	\$404.58 OM	4	\$1,618.32
3	FS-PS-IMPL-03	Three consecutive days of on-site professional services for initial implementations, includes travel. Refer to the Quick Start data sheet for details.	\$9,000.00	\$8,500.00 OM	1	\$8,500.00
4	FS-TRNG-ADMIN-NAM-1	FSCA -- 4-day Forescout Certified Administrator Course (virtual or on-site - Forescout hosted location) - per student - North America. Includes one FSCA exam.	\$3,600.00	\$3,400.00 OM	1	\$3,400.00
<b>SUBTOTAL:</b>						\$20,554.48

**SUGGESTED OPTIONS**

LINE NO.	PART NO.	DESCRIPTION	LIST PRICE	QUOTE PRICE	QTY	EXTENDED PRICE
5	FS-HW-5120	Forescout 5120 HW appliance	\$7,995.00	\$7,106.67 OM	1	\$7,106.67
6	FS-AC-A-HW-5120-1	ActiveCare Advanced 1 year - Forescout 5120 HW appliance	\$1,839.00	\$1,573.37 OM	1	\$1,573.37
<b>SUGGESTED SUBTOTAL:</b>						\$8,680.04

PLEASE SEND ALL ORDERS TO: [OMTeam@carahsoft.com](mailto:OMTeam@carahsoft.com)

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LINE NO.	PART NO.	DESCRIPTION	LIST PRICE	QUOTE PRICE	QTY	EXTENDED PRICE
				<b>TOTAL PRICE:</b>		<b>\$20,554.48</b>
				<b>TOTAL QUOTE:</b>		<b>\$20,554.48</b>

Forescout Quote Number 00070065

## 7.0 Cost Summary Sheet

Please itemize all pricing, as well as provide a full pricing summary. Please itemize installation and any yearly licensing and maintenance costs, and additional non-recurring charges. Pricing may be tiered for service or endpoint levels. Gordon County is currently seeking a one (1) year contract with a three (3) year renewal option based upon budget funding.

**Software Cost:** Provide purchase cost of all software needed to accomplish your proposal.

400 Licenses of Forescout CounterACT See + Control  
Qty 4 x \$1,759.04 = \$7,036.16

**Maintenance Cost:** Provide annual maintenance support cost of all software needed to accomplish your proposal.

Two Options:

Forescout ActiveCare Advanced 1 year for 400 See + Control Licenses  
Qty 4 x \$404.58 = \$1,618.32

OR

Forescout ActiveCare Advanced 3 years for 400 See + Control Licenses  
Qty 4 x \$1,128.77 = \$4,515.08

**Professional Services Cost:** Provide cost for installation and training needed to accomplish your proposal.

Three days of Professional Services for initial implementations, including travel.  
1 Qty x \$8,500.00 = \$8,500.00

Training Course to get one individual trained up to use the console.  
1 Qty x \$3,400.00 = \$3,400.00

**Other Cost:** Provide cost for anything else needed to accomplish your proposal.

If choice to deploy physically: physical appliance of Forescout 5120 appliance  
1 Qty x \$7106.67 = \$7106.67

Associated Maintenance for 5120 appliance - 1 year  
1 Qty x \$1,573.37 = \$1,573.37

OR

Associated Maintenance for 5120 appliance - 3 Years  
1 Qty x \$4,389.00 = \$4,389.00

**Malware-Ransom Software**