	and the state of t	AssureVault, LLC	DocuStore Data Management	PC Mail Gov
IAME · · · · · · · · ·	Continuity Centers	Chesterland, OH	Dearborn, MI	Manassas, VI
DDRESS	Woodbury, NY	Lifesteriatio, VII		
	24	7 years	23 years	11 years
ears in Business	11 years	5 years - Hybrid Cloud Backup & (BUR)	and the state of t	7 years
ears providing managed back-up/recovery	11 years	Recovery service; Asigra-based service	11 - 12 - 13 - 13 - 13 - 13 - 13 - 13 -	
	Managed Disaster Recovery	provider		
	Workgroup Recovery Services	btonger		
	2 Later Physics	Authorized reseller Asigra Online	Agmts for SunGard Availability Services &	PC Mall Gov is an authorized reseller for
vidence of status as authorized product	Asigra primary backup platform & basis of Secure Vault Private Cloud Backup	Backup and Recovery software product	Artisan Infrastructure; Asigra contact	Barracuda Networks
reseller		Backup and Recovery 3010mare product	provided	-
	Service; Asigra Partner & Advisory			
	Council			
	1	Number of govts in Ohio - small and	Opt 1: Local, State & Fed govt agencies	150 employees supporting Federal govt
Work with Governments	Not Specifically; Agility Recovery - part	large local govts	Opt 2: SunGard over 40 Fed clients &	customers; large Systems Integrators
	of proposal has contracts w/ State,	targe local govis	over 100 State, Local & higher	support public sector, State & Local govts,
	City, Local & Federal govts		education customers	education K-12
			eddodion costones	
		lan 1 1 Ohi - 20 miles east of	Opt 1: Dearborn, MI & FH	Ann Arbor, Mi
Closest support facility	Metro New York	Chesterland, Ohio - 30 miles east of	Opt 2: Full serv data ctr: Wood Dale, IL	1 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2
	25. 1 100 - 1 AMMON - 1 - 2700000000000000000000000000000000000	Cleveland, Ohio	Opt 2. Tall 3CT2 data of	
	And the second s		Opt 1: DocuStore - 100's of govt agencies	Hundreds of govt clients in US & inter-
Public Sector Clients	Not Specifically; Agility Recovery - part	Aurora, Ohio	Opt 2: SunGard public sector partner	nationally; State govts including NV,
	of proposal has contracts w/ State,	Eastlake, Ohio	Opt 2, Sandaru public series po	NJ, Idaho, VI, Alabama, CA, CO, UT,
	City, Local & Federal govts	Mentor, Ohio	11111111111111111111111111111111111111	FL and Louisana
		Norton, Ohio		4
		Avon Lake, Ohio		
		Moreland Hills, Ohio		
			12 full time employees	2500 employees over 9 subsidiaries -
Full time employees	22 full time employees	7 full time employees	6 part time employees	ovr 800 full time employees
Part time employees	6 part time employees	2 part time employees	o part ame employees	
		4 contracted employees		
		4.2011 2000	W. Out to adopt 7	In house 24/7/365 via phone, web/email
In-House Support 24/7/365	Yes	Yes	Yes - Opt 1 and Opt 2	ALL HOUSE ENGLISHED
Overseas/Off hours support staff	No	No	No - Opt 1 and Opt 2	Support group in-hs in North America

	Constant	AssureVault, LLC	DocuStore Data Management	PC Mall Gov
AME	Continuity Centers	Chesterland, OH	Dearborn, MI	Manassas, VI
ADDRESS	Woodbury, NY	Chesteriand, On		
		AssureVault's standard T/C's - no	Opt 1: DocuStore, NowX, Artisan	Expert on Barracuda Backup Services as
Guarantees to resolve issues	Corporate Service Level Agreement	mechanism for this type of additional	Infrastructure & Asigra	product developed & supported by
		"outside" expertise. Support contract	Opt 2: SunGard	their technical teams
The state of the s				
		w/ Asirgra		
- The state of the	A 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1		Opt 1: DocuStore, Artisan, Asigra, NowX	None
Subcontract/Outsource	Next Day Business Day warranty for	All primary services provided by	Opt 1: Docustore, Artisdit, Asigra, NOWA	177
	hardware replmt of the Backup and	AssureVault personnel; customer serv &	Opt 2: SunGard Availability Services	
	Recovery Appliances are subcontracted	telephone support sometimes by		
	to Dell	contract personnel - midnight to 7 am		
	CACTO A. dit postellaine to CocuraVoult	Data encrypted at customer site &	Opt 1	Barracuda Networks Storage Info.pdf
Procedures to keep data secure/confidential	SAS70 Audit pertaining to SecureVault	remains encrypted all times; replicated	SAS70 Type II certified data ctrs, 24x7	
	security	to secondary server, then high density	onsite security, biometric access, compl	
		tape library & moved off site daily; 3 copies		
		encrypted; two server locations; daily	firewalls, AES 256-bit encrypton w/ 32	
The state of the s			character key	
		backup	Opt 2 - SunGard all support resources	
	DOG E DICEPE	AssureVault:	R Leonard, VP Docustore 1.5 yrs	Not a consulting engagement project-
Staff assigned to this project	Tellone, COO, Exe Bd CPE	Internal staff- 3 members, 3-5 yrs exp,	K Imhof, managing partner, since 2003	Barracuda's product is an appliance &
	Mirsky, 20 yrs warks directly w/ new	delivery & support Hybrid Cloud BUR	T Leadbetter, Director IT, since 1997	cloud service w/o the need for
	members to ensure smooth onboarding	Contract staff-2 members fr TechStrong,		consulting work.
10 - 10 - 10 - 10 - 10 - 10 - 10 - 10 -	and successful protection of date &	Inc, skilled in Windows, Linux, Wmware,		
	systems	mgmt & support Microsoft		
		Contract staff-2 members fr T1 Company		
		skilled in netwk infrastructure & Cisco		
		certified	4	
		Tallerico-proj mgr-exp all types hybrid clou		
		Sukol-IT delivery mgr, site implementation		
		Mack-Network mgr responsible		
		Ranc-customer support mgr		

NAME	Continuity Centers	AssureVault, LLC	DocuStore Data Management	PC Mail Gov
ADDRESS	Woodbury, NY	Chesterland, OH	Dearborn, MI	Manassas, VI
4DDRE33	esociality, iti			
Felephone Support Program	24/7/365 phone support with detailed	AssureVault priority escalation system.	Opt 1: 800 support service 24/7/365 w/	Telephone support either Sx12 or 7x24
erepriorie Juppore i rogium	escalation procedure	\$300 charge for investigative wk if not	one pt of contact that coordinates all	depending on level of support service
	- Country Process	fault of AssureVault	support resources	
		If support team member not available,	Opt 2: Standard telephone support is 24/7	
		guaranteed response within 1 hour of		
	,, m,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	logging support call. After hrs call for-		
		warded to 2 on-duty technical staff		
AAA				
Ability to work remotely	Yes, secure remote connectivity to	Tools to support remote connectivity	On-site or ability to work remotely; all	Barracuda Support & technical consultant
	backup appliances that reside in RH	incl LogMein, PCAnywhere, VPN clients,	support is coordinated locally w/ one	able to work remotely. Their team can
	providing full mgmt & support of	customer supplied remote access tools.	single point of contact	tunnel directly into appliance to perform
	backups			dlagnostic work, apply fireware patches,
				etc.
			Opt 1: Invoice per average amt of data	Monthly storage is calculated once at
Calculation of monthly storage usage	Monthly fee based upon average	Reported within Asigra's software	utilized in 30-day billing cycle	end of each month
	compressed, deduplicated stored	application; reported in two forms:	Opt 2: Storage capacity is assigned	end of chort fire
	amount on SecureVault measured on	online and protected. Reported wkly to	contractual capacity. When more	-
	last day of each month	clients; month end report. Month end	capacity is needed, SunGard will expand	
		online storage figure used for billing.	capacity allotment as customer requires	and the second s
			capacity anothern as costonia requires	
Regulrements for minimum storage	Minimum storage 500GB is below	No minimum storage charges	Opt 1: \$500 mo min vault infrastructure	There is a storage minimum of 100 GB
utilization/required increments	expected stored amount	110	Opt 2: No min charges. Charges based	
unization/required increments	expected stored amount		on assigned storage requriement	
Different tiers of storage	Yes	Four Tiers of storage, each w/ own price	Opt 1-Available & provided at any time.	Barracuda provides a single flat rate low
Allowance for longer receiver times for		structure: Online, Archive, Local-only	Quoting highest level of service. Re-	cost storage fee of \$50 per 100 Gb block
older data w/ reduced storage charges		storage, Laptop Storage.	evaluated after 90 days	
			A STATE OF THE STA	
	V	Vec	Yes	Terms & Conditions on website
Contract	Yes	Yes	Yes	Yes
Insurance	Yes	Yes	Tes	1.44

	Continuity Centers	AssureVault, LLC	DocuStore Data Management	PC Mall Gov
NAME		Chesterland, OH	Dearborn, MI	Manassas, VI
ADDRESS	Woodbury, NY	Cresteriard, Ori		
OST SUMMARY				Barracuda Appliance, IR & Support
Monthly charge per GB of stored compressed	\$3.99/GB	Online Storage:	Opt 1 - \$1.179 G8	Upgrade:
and de-duplicated data	Onsite backup & recovery appl - no fee	<500 GB @ \$1.85/CGB	Opt 2 - 2.956GB: \$7,688 MO/12 Mos	Barracuda Backup Server 890 \$19,999
GENE OCCUPATION OF THE PROPERTY OF THE PROPERT		<1 TB @ \$1.55/CGB	2.81 GB: \$7308 MO/36 Mos	1 Yr IR (Instate Replint) \$ 4,399
		Above 1TB @ \$1.35/CGB		1 Yr Premium Support \$ 4,399
The state of the s		Archive Storage:		Barracuda Cloud Storage
And the state of t		<500 GB @ \$1.25/CGB		Backup Service 1 Yr Subscription
		1TB @ \$1.00/CGB		
i i	W. P. S.	Above 1TB @ \$.80/CGB		100 00
		Local-only D2D:		(24 010010 2 ) 0
		<500 GB @ \$22.00/month	1,000 Annual	Actual cloud storage amts needed may
		<1 TB @ \$200/month		be less. RH pays for cloud storage for
	<u></u>	Above 1TB @ \$180/month		the de-duplicated and compressed dat
		Laptop Storage:		volumes - not the raw data volumes
	- 1- 1- 1- 1- 1- 1- 1- 1- 1- 1- 1- 1- 1-	Laptop/Mobile \$70/yr (10GB) + \$40/yr		
		for 10 GB additional		
	2-3 TB \$3.50/GB; 3 TB + \$2.99/GB		Opt 1: NO Opt 2: NO	
Discounts for higher levels of storage	0/GB	A STATE OF THE STA	0 Opt 1: N/A Opt 2: N/A	
Monthly charge per GB of transferred data	0/08			
into or out of storage		0	Opt 1: \$2100 (2 days) Remote \$150/hr	
Service set up fees		The second secon	Opt 2: \$6998	
		0	0 Opt 1: N/A Opt 2: N/A	
Service administrative fees		0	0 Opt 1: N/A Opt 2: N/A	
Technical Support fees		Hybrid Cloud Backup Appliance/	Disaster Recovery of Listed Equipment:	
Other fees or charges not identified above:	Refer to SLA	DS-Client \$600/setup & \$500/mo rental	Opt 2: \$4,250 MO/12 Mos	
	MobileVault (opt laptop/desktop		\$3750 MO/36 Mos	
	backup) \$.99/GB	Consulting \$800/1 day	Recovery Fees:	
	Parak.	Training \$500/1 day	Business Hours \$90/hr	
	Support recovering database \$250/hr	Travel/Accommodations \$1200/2 visits	Emerg/After Hours \$150/hr	
	Support recovering server sys \$250/hr		Holiday \$345/hr	
	No fee for backup jobs, file recovery as	Backup & Recovery - Monthly data	1304003	
	flat files or general questions	usage charge based on 1.8TB of		
		compressed storage @ \$1.35GB \$2430	Opt 2: \$99,254.00	
Total Project Cost			Opt 1: One Site Set up \$40,984.80	
		Monthly Chg w/ AssureVault \$2930/mo		
	4	Monthly Chg w/RH appliances \$2430/mo	Nettote. 505,104.00	

		Accurationals III	DocuStore Data Management	PC Mall Gov
	Condituity Centers			Manassas, VI
	Woodbury, NY	Chesteriand, Un		
		7%		
		70/		0
2013	0.00 (0.10) (0.10)	200	70	6
		504		0
2015		2.76	)	
	1% annual accumulating discount ea yr			
		his and 61300	Opt 1: \$3.065.40/Mg/2600GB, includes	
		Estimated reimbursable costs \$1200	Opt 1: \$5,003.40/Mo/200000) interest	
		A STATE OF THE STA		
	support. Add fees only should RH		maintenance and storage	
	declare a disaster & req full server or			
	full site recovery.			
			A STATE OF THE STA	11/4
	*If file not recoverable within 4 hrs, refund			
		Includes: 1x Level 2 portable disk recovery		
	each GB	delivered but unattended for 3 mos		
	**If database files not recoverable within			
		of 1 day onsite support per year		
		Recovery Charges Exceptions outlined		
	60 days notice to increase subscript fees	12 month contract		
	Disaster Declaration Fee & Hrly Rate	If terminate within 12 mos, 50% refund		
		Liability limited to monthly charge		
	V 2 4 5 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1			
				<u> </u>
	2012 2013 2014 2015	Woodbury, NY  2012 -1% 2013 -1% 2014 -1% 2015 -1%  1% annual accumulating discount ea yr  No additional fees for day-to-day backup support or file level restoration support, Add fees only should RH declare a disaster & req full server or full site recovery.  *If file not recoverable within 4 hrs, refund 5% of base monthly recurring fee for	Woodbury, NY  Chesterland, OH  2012  -1%  2013 -1% -1% -2%  2014 -1% -2%  2015 -1% -1% -1% -2%  2016 -1% -1% -1% -2%  2017 -1% -1% -1% -1% -1% -1% -1% -1% -1% -1%	Woodbury, NY  Chesterland, OH  Dearborn, MI  2012  2012  -11%  2013 -17% -18% -19% -19% -19% -19% -19% -19% -19% -19

NAME :	CTS Companies	XO Communications Business Services	Dewpoint Inc.	Async Associates
ADDRESS	Bloomfield Hills, MI	Southfield, MI - Herndon, VA	Lansing, MI	Wixom, MI
ADDITED TO THE PROPERTY OF THE				
Years in Business	31 years	15 years	15 years	10 years.
Years providing managed back-up/recovery	8 years	5 years	5 years	30 years business computing
Teats providing manages back up/Tecovery	U 10013			
WWW	Market Company of the			
A 11/1/2011 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1				
Evidence of status as authorized product	Not re-selling any product. Products is	Relationship beyond authorized reseller;	Certified Arrow Fusion Partner; chosen	Contract with eTegrity
reseller	owned by CTS & City pays a monthly	Aliance partner of 1365	Terremark & Asigra for technology	
· Courter	fee to use the product/service		enabling paratners to provide solution	
			A PROPERTY OF THE PROPERTY OF	
Work with Governments	Provided data storage solutions for	No specific set up consultants for govt;	Consultants w/ experience in private &	Async Associates currently is primary
	numerous govt entities	has prof services org to design, deploy,	public sector both Dewpoint & Terramark	vendor partner with Oakland County.
		train & manage a solution for the city		Support their Citrix environment
\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\	\$4.1999999 100 100 100 100 100 100 100 100			
174 1997, 11 11 11 11 11 11 11 11 11 11 11 11 11				
Closest support facility	Bloomfield Hills, MI	Salt Lake City, Utah	Virginia, Texas & Florida; Dewpoint eng	Wixom, MI
- Charles - Char			staff in Michigan & Indiana	
			0.1 0.1 0.1 0.1 0.1 0.1 0.1 0.1 0.1 0.1	
Public Sector Clients	Romeo Public Schools	Cannot disclose customers; 32,000	Oakland County	Oakland County
	Community Central Bank	customers-most highly regulation	City of Lansing	Allegeheny County
	M.T.S.	industries - financial, medical, legal &	State of Michigan	State of South Carolina
	Automotive Information Systems	govt.	Federal Government	The second of th
	Grosse Pointe Woods, Romulus, Saline,			
	Wayne County, Numerous School			
	Districts			
	A TANK TO THE PARTY OF THE PART			C C No.
Full time employees	44 full time employees	3500 - XO; 500 - 1365	52 full time employees	6 full time employees
Part time employees	1 part time employee		0 part time employeees	2 part time employees
In-house support 24//365	24/7/365 remote & diagnostic/trouble	Yes	Yes	Yes, by eTegrity
	shooting via phone and web			
				1
Overseas/Off hours support staff	Support is local	No	No	No

	CTS Companies	XO Communications Business Services	Dewpoint Inc.	Async Associates
AME		Southfield, MI - Herndon, VA	Lansing, MI	Wixom, MI
DDRESS	Bloomfield Hills, MI	Souther, W. Transay 77		
	2 details and the product:	i365 world-class cut service-all reasonable	Support model to leverage Terremark	Async Associates partner eTegrity has
uarantees to resolve issues	2 product engineers support the product;	steps to insure full services; if necessary	as 1st pt of contact for technical issues;	expertise to resolve backup & recovery
	expertise of installing personnel; active	can include 3rd parties at no additional	Dewpoint alternate tier of support.	issues.
	support agmts in production use from	cost but rarely necessary	Gateway for hardware	
	manufacturer; wholly owned solution	COSt Dit Filely necessary		
	by CTS; 3rd party hardware/software by			
	manufacturer to CTS			
		Number	Terremark through partnership w/	Async Associates is reseller of virtualiza-
ubcontract/Outsource	Subcontracting is not required	None	Arrow Fusion	tion, backup & recovery solutions &
				services-business partner, no sub-
			1/4 AND 1/4 AN	contractors
			Asigra encrypts all data in transit & at rest	Net Access Corporation - general
rocedures to keep data secure/confidential	Off site storage on CTS owned & managed	Data encrypted end to end; customers	in cloud storage using AES256 bit encryption	controls supporting the data center
	devices in SAS70 compliant data center	are sole owner of encryption key;	RH enters encryption keys during DS	services
	restricted access to only employees	SAS70 Type 2 certification annually -	Client installation. Terremark will not	
46/	that maintain system; under full NDA;	highest industry standard for auditing		
A MARIA PERSONAL PROPERTY OF THE PROPERTY OF T	customer data encrypted only		store or access keys.	
	accessible by encrypted key held by	(1) (1) (1) (1) (1) (1) (1) (1) (1) (1)		
	client	70444000000000000000000000000000000000		
			300	D Travis - Project Mgr-since 2001 w/
taff assigned to this project	Bacon-IT Serv Mgr - 19 yrs	XO-local acct team & reg & nat support	Terremark over 900 employees that	Async; 15 yrs experience in IT and
	Lang-IT Technician - 1 yr	for any XO solutions; hosted IT solution	support both comm & govt entites	support.
	Williams - Data Storage/Recovery	led by R Larmer (sales eng) for XO -	10.4	M Foster-Engineer-since 2001 w/
	Sales Engineer - 23 yrs	pt of contact; post install cust care		Async; 20 yrs exp in IT & support,
		provided by XO through toll free number.	///	certified w/ Microsoft & Citrix
AND THE PROPERTY AND THE PROPERTY OF THE PROPE	,,,,,	R Larmer 16 yrs exp in hosted IT industry		certified w/ Microsoft & Citrix
Washington and the second seco				
Annual Control of the		227.774		
\\.\.\.\.\.\.\.\.\.\.\.\.\.\.\.\.\.		and the second s		
- I I I I I I I I I I I I I I I I I I I		A A A A A A A A A A A A A A A A A A A		
		AND THE RESIDENCE OF THE PROPERTY OF THE PROPE		2, 11
				A CONTRACTOR OF THE CONTRACTOR
			Address, and additional transfer and additional transfer and additional and additional and additional additional and additional addi	

NAME	CTS Companies	XO Communications Business Services	Dewpoint Inc.	Async Associates
ADDRESS	Bloomfield Hills, MI	Southfield, MI - Herndon, VA	Lansing, MI	Wixom, MI
ADDRESS	Dicoliniela ilias Ali			
Telephone Support Program	Always a call or email away from	24/7/365 top tier engineering support	24/7 telephone support by Terremark at	Certified engineers provided dedicated
Teschiotie aubhort croßtern	service for over 9000 clients - who to		no additional charge. Dewpoint provides	tech support during normal bus hrs;
	call list		call escalation and tracking when	24/x on call emergency support available
	CORTIST		engaged by customer	via emergency paging services
	100 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1			eTegrity provides 24/7/365 phone support
				for this product
Ability to work remotely	Yes - ability to work remotely	Ability to implement solution remotely	Ability to do web based computer	Yes. All support after being granted
Ability to work remotesy	res - ability to work remotery	or onsite. Additional charges apply to	sharing as well as VPN capabilities	access by RH IT staff is able to support
		prof services engagements		RH environment remotely
		7.07.56		
	Measurements taken monthly & renewed;	Calculated based on compressed	Customers commit to fixed amt of storage	Measurements are taken monthly
Calculation of monthly storage usage	If after 2 mos customer exceed contract	storage on their vault; bills sent	in data vault per site survey estimate.	
	amount, client is contacted to review	monthly at end of month	Excess data billed at 1.3 times current	
	growth & discuss contract	Monthly de Cita de Monthe	storage rate; opt to increase commitment;	
	growth & discuss contract	100 mm 10	storage charged per 100 GB allocated	
			based on the Tier. No chrg for Gateway appl	
		and the second s	DBR and DLM have a 100 GB minimum	No
Requirements for minimum storage	Contract is for 2.6 T.B. stored at 2	Minimum storage requirements are customized per environment. Minimum	purchase. Additional increments	
utilization/required increments	separate data centers. If less storage is	SaaS (cloud-based) storage footprint is	100 GB	
2 7 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	needed investment can be adjusted		100 00	
	before agmt authorization. After contract	250GB		
NAME OF THE PROPERTY OF THE PR	is authorized storage can be adjusted			
	for additional fees			*
Different tiers of storage	CTS offers on site, offsite & archived	Do not tier storage	Yes, 2 tiers: DBR & BLM	Yes
Allowance for longer receiver times for	,	White the second	A	
lolder data w/ reduced storage charges				A
				A14
			4 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	24
Contract	Yes	Yes	Yes	Yes
Insurance	Yes		Yes	Yes

CTS Companies Bloomfield Hills, MI	XO Communications Business Services Southfield, MI - Herndon, VA	5 t hal	514 C 3 82
	Southing of the Literature and the Court of	Lansing, MI	Wixom, MI
I .			
			-
			A
\$.45 per data center-\$.90 total*1/GB	1-2 TB compressed storage=\$1.75 Gig/mo	\$610/mo	\$2,074.00 (\$1.35 per/gb/per/month)
			Note: 1.5 TB of offsite storage
City is receiving top discounts		I construction to the second s	
	discounted based on size & term of	Recommend: 1TB at \$420/mo	
	contract		
	, L. 310	No additional charges	
\$.45 per data center-5.90 total*2/GB		140 additional charges	
		61000 lettel of the	\$1,500.00/one time set-up
			74,300,000
	arrange.		\$15.00/mo
			Backup Server Appliance \$4,750.00
		Gateway appliance usage fee \$1000/ffio	Includes 2TB of local storage-assuming
23/25/24/24			2:1 compression & de-duplication.
			Administrative costs are included
	to request current pricing		Administrative costs are included
\$2,371.00/month	W		
		additional storage. Billing at cost.	
\$4.222.00/month	Depends on Deployment	\$63,400.00	\$6,250/excludes recurring costs
		1st year as recommended levels	\$2,089/recurring monthly costs
This quote is for a 3 yr agmt		1	
3			
1 0 if no increase in storage			
0 If no increase in storage		unknown	
3	\$.45 per data center-\$.90 total*2/GB  Included \$150.00/month \$150.00/month Allocated ban width @ data center - \$270.00/month On site appliance - \$1,281.00/month 2.6 T.B. stored @ 2 data centers - \$2,371.00/month  This quote is for a 3 yr agmt  O if no increase in storage	City is receiving top discounts  More than 2TB compressed storage is discounted based on size & term of contract  \$.45 per data center-\$.90 total*2/GB  Based on compressed storage in vault. No transfer charges accumulated.  [Included \$250 setup \$150.00/month Range \$250-\$1600  \$150.00/month No tech support fees  Allocated ban width @ data center - ERA price range from \$5195 (1.4TB local storage) to \$6395 (2TB local storage)  On site appliance - \$1,281.00/month Training & Cert courses offered-need to request current pricing  \$2,371.00/month  Depends on Deployment  This quote is for a 3 yr agmt  I of in o increase in storage	City is receiving top discounts  More than 2TB compressed storage is discounted based on size & term of contract  \$.45 per data center-5.90 total*2/GB Based on compressed storage in vault. No Included \$.250 setup \$.50.00/month Range \$.250.51600 No additional charges No additional charges No additional charges No additional charges S.550.00/month No tech support fees Milocated ban width @ data center - ERA price range from \$5195 (1.4TB local S.270.00/month Storage) to \$6395 (2TB local storage) T&M on site as needed \$.150/hr On site appliance - \$1,281.00/month Training & Cert courses offered-need T&M remote as needed \$.155/hr Overrum space used billed additionally - \$2,371.00/month Depends on Deployment  S4,222.00/month Depends on Deployment Tst year as recommended levels  This quote is for a 3 yr agmt none No iditional charges No additional charges Rade \$1000/mo T&M remote as needed \$150/hr Takining & Cert courses offered-need T&M remote as needed \$155/hr Overrum space used billed additionally - 1.3 * cost/GB Higher levels of CDP usage may require additional storage. Silling at cost.

NAME	CTS Companies	XO Communications Business Services	Dewpoint Inc.	Async Associates
ADDRESS	Bloomfield Hills, MI	Southfield, MI - Herndon, VA	Lansing, MI	Wixom, MI
Reimbursables:	Covered: local appliance w/ hardware &	Customize solutions based on the	Cost structure is \$ /GB/Month + GW	
	software maintenance, incl initial	environment. To provide exact pricing	Appliance fee \$/Month + Setup fee	
	installation of appliance & 5 clients -	for RH, more info is required	one time. If extended growth occurs	A second
	managed storage at data ctrs-phone		there may be additional fees for	
	support-remote support. All else is		increased onsite storage	
	billable.			
	Including up to 2.6 T.B. off site storing			
	in 2 data ctrs;	// //		
	*1-mobile users add \$4/user/month &			
	\$.45 per GIG/data ctr (\$.90 total)		1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
	*2-mobile users add \$4/user/month &			
	\$.45 per GIG/data ctr (\$.90 total)			

NAME	Jelecos	Dakota Backup
ADDRESS	Omaha, NE	Rapid City, SD
Years in Business	12 years	75 years
Years providing managed back-up/recovery	6 years	7 years
Walter and the second s		745 - 141-147 A
Evidence of status as authorized product	Asigra authorized dealer; relevant reseller	Contact: Bonnie Malec, Channel
reseller	agmt provided	Business Development Manager
		4.00
	Described hardes & second consider	Over 60 govt clients currently on backup
Work with Governments	Provided backup & recovery services	solution from cities, counties &
	to other govt agencies including DOT	school districts
	Comm, Douglas Omaha Technology	SCHOOL DISTLICES
	Commission	
C. The state of th	Omaha, NE	Rapid City, SD
Closest support facility	Ottollo, rec	
Public Sector Clients	Douglas Omaha Technology Commission	City of Wahpeton ND
Conc Decor Charto	Douglas County Election Commission	City of Sturgis SD
	Nebraska Municipal Power Pool	City of Smith Center KS
	Office of Lee Terry	City of Virginia MN
	Qwest Center Omaha	City of Franklin NE
		Alger County MI
		Stark County ND
AND THE RESERVE OF THE PROPERTY OF THE PROPERT		Ellsworth County KS
Full time employees	25 full time employees	140 Full time employees
Part time employees	1 part time employee	12 part time employees
		AAA AAA AAA AAA AAA AAA AAA AAA AAA AA
	7	24/7/365 support
In-house support 24//365	Fully staffed support team-bus hrs	24/1/305 support
	24/7/365 answering ser/eng on-call	// / / / / / / / / / / / / / / / / / / /
		No -all located in Rapid City SD
Overseas/Off hours support staff	No	(MO -all iocated in value city 20

NAME	Jelecos	Dakota Backup
ADDRESS	Omaha, NE	Rapid City, SD
Guarantees to resolve issues	Highly tech support & eng staff to	Certified Asigra partner; trained
	rectify issues quickly & efficiently;	personnel on staff; access to Asigra
	software vendor utilized for backup &	support team - no additional charges for
	recovery services, provides another	Asigra support
	level of support (Asigra)	
	1000	
	N-10-10-10-10-10-10-10-10-10-10-10-10-10-	
Subcontract/Outsource	All work in house	None
Procedures to keep data secure/confidential	Backup & recovery offering housed	During install RH input own encryption
	with their SAS 70 audited data centers;	key; data is encrypted in flight & at rest;
	all data encrypted at customer location,	data ctrs are SAS 70 Type II; software is
	both in transit & at rest up to AES-256	FIPS validated 140-2
	bit encryption key. Operations center	Delander de la serie del serie de la serie de la serie de la serie del serie de la serie del serie de la serie de la serie del s
	PCI DSS certified	
		117.00
	13474.44	
Staff assigned to this project	E. Karmazin-oversees managed services	B Wiedmeier, C Parker and
	team - 11 yrs IT	R Ahrenstorff in computer business
	T Davis, Sr Engineer - 2007	20+ years;; certification in Server 2000/
	S Mills, Computer engineering, 15 yrs	2003/2008, Hyper V, Vmware, and
	network, system, info security	Microsoft Exchange 2000/2003/2007/
	G Mooney, Sr Engineer on Managed	2010; over 3000 clients for back-ups and
	Services Team, 15 yrs lead eng VMWare	protection over 250TB of data
Control of the Contro	·	- Committee of the Comm
		2002

VAME	Jelecos	Dakota Backup
ADDRESS	Omaha, NE	Rapid City, SD
Telephone Support Program	Employes a 14/7/365 Operations Center	Support staff available 7am-6pm MST
		by toll free number, email & instant
		messaging. After hrs support by toll
		free phone. Remote support through
		Dakota Backup LogMe In
		1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Ability to work remotely	All engineers provided with company	Only consultants are Asigra if needed;
	laptop, cell phone & VPN access to	available M-F 9am EST to 5pm EST
	services client requests while in office &	
	offsite. Physical access to customer	
	environment is not required	
Calculation of monthly storage usage	Storage usage is calculated based on	Neither - bill done by average amount of
Carcological of money press,	average daily storage during billing	data stored on their system over whole
AND ADDRESS OF THE PROPERTY OF	period	month
Requirements for minimum storage	Top tier or smallest increment in cost	None
utilization/required increments	summary will represent the minimum	
	monthly spend for contract	
2000 - 2000 PERSON COMMISSION CONTRACTOR CON		
Different tiers of storage	Yes, solution provides customers with	BLM or archiving offered at \$1 per
Allowance for longer receiver times for	ability to apply retention policy which	compressed GB. Also provide mobile
older data w/ reduced storage charges	will automatically move older data to	backup at \$.75 per compressed GB
	lower cost disk based storage	and local only backup at \$.50 per
		compressed GB
Contract	Yes	Yes
Insurance	Yes	Yes

NAME	Jelecos	Dakota Backup
ADDRESS	Omaha, NE	Rapid City, SD
COST SUMMARY		
2 / 1 / 1 / 1 / 1 / 1 / 1 / 1 / 1 / 1 /		
Monthly charge per GB of stored compressed	Up to 2500 \$.60/\$.45 (archive) \$5000 setup	\$2.00/GB
and de-duplicated data	Up to 3000 \$.55/\$.40 (archive)\$6,000 setup	AAAAAAA
Discounts for higher levels of storage	Up to 3500 \$.50/\$.35 (archive)\$7,000 setup	None
	Up to 4000 \$.45/\$.35 (archive)\$8,000 setup	
	Up to 5000 \$.40/\$.30 (archive)\$10,000 setup	
Monthly charge per GB of transferred data	Data into/out of storage \$0/GB	None
into or out of storage	Service Set Up fees \$3000 fee (one time)	
Service set up fees	Service Admin fees \$0/monthly	\$249.99
Service administrative fees		None
Technical Support fees		None
Other fees or charages not identified above:	Total cost of project set-up determined	BLM (Backup Lifecyle Mgmt) or Archiving
1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	by tier of storage	\$1.00/GB
/////		Mobile Back-up \$.75/GB
		Local Only Back-up \$.25/GB in 10 GB blocks
		After Hours Fee \$172.50/hr
	100000000000000000000000000000000000000	
	****	
Total Project Cost		\$249.99
Future years increases:		0 0
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		}

NAME	Jelecos	Dakota Backup
ADDRESS	Omaha, NE	Rapid City, SD
Reimbursables:	Portable Restore Device \$200/mo	None
	Portable VaultStore Server \$200/mo	
	or \$3,050 purchase (900 GB)	
	Portable VaultStore Server \$225/mo or	
	\$3,050 purchase (900 GB)	
	Engineer Consultation \$145/hr (minimum	
	1 hour; 1/4 increments thereafter)	
	Standby Portable VaultStore Server	
	\$100/mo (850 GB)	
	Review of logs for DS-Clients 4+	
	\$200 per DS-Client	