

227 N. Fourth Street  
Geneva, Illinois 60134  
(630)463-3070  
mwilkes@geneva304.org



Michael Wilkes  
Director of Technology  
Geneva School District 304

To: Dr. Kent Mutchler  
From: Michael Wilkes  
Date: March 11, 2016  
Re: Firewall and Filtering Solution

Please submit this recommendation for purchase to the BOE for the March 14, 2016 meeting.

Our current firewall solution, Microsoft Threat Management Gateway (TMG), has been discontinued and mainstream support for the product ended in April 2015. In addition, the firewall itself offers very little in the way of protection and does not have the features and capabilities that we know to exist in modern firewall appliances. It is for this reason that the 2015-16 Technology Plan included capital for a firewall and web filtering upgrade. In addition to this need, and corresponding with our need for a second Internet connection, we included a new firewall and web filter solution to be purchased as part of the 2016-17 Technology Plan. In order to ensure both are of the same class and capabilities, and to make the most of our financial resources, we began the E-Rate Request for Proposal (RFP) process to address both needs.

Our plan for a 1:1 learning environment includes the ability for students to take their devices home with them during non-school hours. We believe that this is a critical piece of a 1:1 and to support this we must provide a mechanism for remote devices to access onsite resources and to filter and log web access. Over the next three years we anticipate that the number of remote (take-home) student devices will rise from the approximately 700 today to roughly 3,500 by the 2018-19 school year. In addition, we also know that we need a firewall and filter solution that will support the high speed Internet connections we have identified as a need for staff and students. The proposed firewall is designed to support all of these needs and also provide modern capabilities such as intrusion prevention/detection, zero-day email protection, and Secure Sockets Layer (https - enables encrypted web browsing) decryption to provide new opportunities to protect our environment.

Over the past several weeks, members of the Geneva CUSD 304 Technology Department and the Kane County Regional Office of Education, have been involved in evaluating proposals that meet our requirements. We received three proposals, eliminating one vendor early on in the process because the costs were substantially greater than the other two proposals.

Our evaluation criteria weighted price as the highest factor but also included other factors such as completeness of the proposal, compatibility with our environment, and customer references. As a result of our evaluation we have selected Heartland Business Systems' (HBS) proposal for a Palo Alto 5020 Firewall solution. We believe the HBS proposal presents the least amount of risk during the migration, requires less time to be spent on replicating the existing configuration, and allows for greater time spent on new capabilities and learning. As part of HBS's proposal, they have included an option for a 3-year agreement which will save the District roughly 15% over a year-to-year agreement. It is our recommendation that we purchase the 3-year agreement.

The following table details the total costs of the proposal. We are requesting approval for the total cost of the proposal, less the 3-year maintenance plan. In order to comply with E-Rate eligibility rules, the 3-year maintenance plan will be requested in a future recommendation for purchase.

<b>Provider</b>	<b>Associated Cost</b>
Heartland Business Systems – 3 Year Agreement	\$144,067.60 (Total Cost of Project)
<i>Less 3-Year Support / Maintenance – Future Request</i>	<i>(\$20,505.60)</i>

---

**Total Request for Purchase – March 14, 2016 \$123,562.00**

---

For your reference, pricing for our current firewall and filtering solution are shown below:

- Firewall - Microsoft TMG: N/A (discontinued)
- URL Filtering - Palo Alto 3050:
  - o No-recurring costs. Purchased 3-year agreement in Dec 2013. Appliance + Filtering license = \$35,261