

	Spectrum Virtual	A&A Office Systems	Net@Work, Inc.	Total Communications	RapidScale	Advanced Corporate Networking, d.b.a. Digital BackOffice	Zones
Total Cost to the Town of Groton for a Hosted Exchange/Staged Cloud Migration in accordance with RFP specifications.							
Total:	Migration and other integrations: \$29,000 for 290 users - Hosted exchange email service is \$12 per user per month	Monthly recurring cost: \$1,305 per month (\$4.50 per account - includes 50 GB per user) / Non-recurring cost: \$2,500 (one-time migration cost)	\$24,360 p/year / One time setup fees \$8,000	\$1,015 MRC for users (Exchange*) / \$8,140 NRC for implementation and training of services	\$1,682 a month and \$4,350 nonrecurring for migration	DBO Hosted Exchange Recurring Charge: \$3.95 per user email account per month / \$47.40 per user email account annually / One time charge for migration of Exchange 2010 users to Exchange 2013 or 2016 \$4,000.00 1TB Total Storage - Any additional transport charges on CEN / Nutmeg Networks at customer expense - see RFP Attachment A for references	\$48,517.81 first year
Options:							
1. Ability to provide robust Malware/Spam filtering - Provide costs for 290 user e-mail accounts - Provide any one-time costs associated with this option							
	included	Monthly recurring cost: \$348 per month (1.20 per account) / Non-recurring cost: \$0 (no charge setup)	Get all 3 items for \$10,440 p/yr / One time setup fee \$4,440	\$841 per month for users / \$1,110 for implementation and training	\$1.80 per user (\$6.00 for bundled anti-virus / spam & archiving)	Included	Included in Office 365 Migration

	Spectrum Virtual	A&A Office Systems	Net@Work, Inc.	Total Communications	RapidScale	Advanced Corporate Networking, d.b.a. Digital BackOffice	Zones
2. Ability to employ email encryption - Provide budgetary costs associated with this option							
	included	Monthly recurring cost: \$6.75 per account per month / Non-recurring cost: \$250 (one-time setup cost)	see item #1	\$ included in #1 MRC	\$4.00 per user	Microsoft Exchange Server 2013 or higher provides administrative functionality and other enhancements that improve the overall management of Transport Layer Security (TLS) and provides a secure channel by encrypting communications. See the following link for more information: https://technet.microsoft.com/en-us/library/bb430753(v=exchq.150).aspx	Additional \$3 a user with Office 365 plan
3. Ability to provide other services, such as:							
a. Hosted Email archiving - Provide budgetary costs associated to this project - Provide any one-time costs associated with this option							
	included	Monthly recurring cost: \$2.00 per account per month / Non-recurring cost: \$250 (one-time setup cost)	see item #1	\$ included in #1 MRC	\$3.60 per user (\$6.00 for bundled anti-virus / spam & archiving)	It's our understanding the customer has an email archiver which supports MS Exchange.	Included in Office 365 Migration

	Spectrum Virtual	A&A Office Systems	Net@Work, Inc.	Total Communications	RapidScale	Advanced Corporate Networking, d.b.a. Digital BackOffice	Zones
b. Backup/Disaster Recovery/Business Continuity - We currently have 5.5 TB in physical & virtual systems disk space used - 1 year off site retention - Provide budgetary costs associated with this project							
	\$10 per month per protected machine (physical or virtual) and \$220 per TB per month of protected data and one month of service as an implementation fee	Monthly recurring cost: \$812.50 per month / Non-recurring cost: \$0 (no charge setup)	12TB device one time fee \$5,116.50 / Support & off site retention \$1,155.00 p/month	\$1,616 per month (60 month agreement)*	\$825.00 a month to backup 5.5 TB (\$.15 per GB)	Barracuda Backup Server Model 790 / Usable storage capacity 12 TB / One (1) year software and hardware support / One (1) year unlimited cloud storage / Level 3 tech consulting available at \$150.00/hour if needed / \$28,139.95 For additional information go to: https://www.barracuda.com/products/backup/features#section_2	More information needed
c. Office 365 - Provide budgetary costs associated with this project							
	\$6 per month per user	Non-recurring cost: \$7,500 (migration project fee)	O365 ProPlus \$12.00 p/user p/month	\$1,740 per month for users (\$6.00 per user for 290 users)	O365 Professional Plus - \$13 per user	MS O365 Plan E1 \$68.95 per user annually / MS O365 Plan E3 \$197.95 per user annually / One time charge for migration of Exchange 2010 users to O365 \$4,000.00	\$46,868.69 yearly / \$9,798.00 one time migration

	Spectrum Virtual	A&A Office Systems	Net@Work, Inc.	Total Communications	RapidScale	Advanced Corporate Networking, d.b.a. Digital BackOffice	Zones
d. Desktop as a Service - This would be for about 200 desktops for the total project - Provide budgetary costs associated with this project							
	\$ as below for Spectrum Virtual Hosted DaaS per desktop	Monthly recurring cost w/Windows licensing: \$12,600 / Monthly recurring cost w/o Windows licensing: \$10,080 / Non-recurring cost: \$1,500 (no charge setup)	\$7,000.00 p/month / One time setup fee \$12,395	Service not provided	\$15,265.00 per month	No bid	More information needed
	MS RDS: \$40 unmanaged / \$90 managed / Implementation one month service						
	Vmware Horizon: \$55 unmanaged / \$105 managed / Implementation one month service						
	Citrix Xen App: \$50 unmanaged / \$100 managed / Implementation one month service						

	Spectrum Virtual	A&A Office Systems	Net@Work, Inc.	Total Communications	RapidScale	Advanced Corporate Networking, d.b.a. Digital BackOffice	Zones
e. Server as a Service - Provide budgetary costs for one server							
	\$ as below for virtual servers	Monthly recurring cost: \$99.95 per month / Non-recurring cost: \$250 (one-time setup cost) / (1) vCPU, 50GB storage, 4GM RAM (Basic Server) / Any specs are available with custom pricing	\$400.00 p/month	Service not provided	\$70.00 per month for 2 CPU / 2GB RAM	No bid	More information needed
	Small size: \$65 unmanaged per VM / \$115 Managed per VM / vCPU 1 / vRAM 2						
	Standard size: \$130 unmanaged per VM / \$180 Managed per VM / vCPU 2 / vRAM 4						
	Large size: \$260 unmanaged per VM / \$310 Managed per VM / vCPU 4 / vRAM 8						
	Extra Large size: \$500 unmanaged per VM / \$550 Managed per VM / vCPU 8 / vRAM 16						
				* see RFP for Exclusions and disclaimers			

	Innovative Network Solutions Corporation	Insight Public Sector, Inc.	SBase Technologies, Inc.	EOS Systems	Oracle Corporation	GIOculusIT	The Ergonomic Group, Inc.
Total Cost to the Town of Groton for a Hosted Exchange/Staged Cloud Migration in accordance with RFP specifications.							
Total:	\$2,320.00 recurring monthly cost for mailboxes using Office 365 Exchange 2 plan - One time migration fee of \$15,500	Migration Services Cost: \$14,300 for 290 mailboxes	31,040.00	\$10,730 (Product) / \$25,000 (includes: project planning, migration services, engineer assistance)	14,722.56	Year 1: Implementation, malware/spam filtering, email encryption, hosted email archiving \$10,750 / Hosting & Maintenance \$5,750 / Exchange license \$47,000 / Office 365 licenses \$43,500 / Management of email environment \$9,500 for a total of \$116,500 // Years 2 + 3 yearly cost \$58,750	38,818.50
Options:							
1. Ability to provide robust Malware/Spam filtering - Provide costs for 290 user e-mail accounts - Provide any one-time costs associated with this option							
	Included with Office 365	Included w/ suite or ExO P1/P2 (see table 3.C) in RFP	bid form not followed, only total price supplied	\$3,600 plus \$1,500 set-up	N/A	bid form not followed, only above price supplied	Included with above
2. Ability to employ email encryption - Provide budgetary costs associated with this option							
	Already included with BitLocker	Included w/ suite or ExO P2 + ARM (see table) in RFP	bid form not followed, only total price supplied	\$10,800 plus \$1,500 set-up	N/A	bid form not followed, only above price supplied	Included with above
3. Ability to provide other services, such as:							
a. Hosted Email archiving - Provide budgetary costs associated to this project - Provide any one-time costs associated with this option							
	\$2 per user	\$843.90/month first year (10,126.80) or no additional cost w/suite	bid form not followed, only total price supplied	\$8,100 plus \$1,500 set-up	15.00	bid form not followed, only above price supplied	54,012.50 (incremental cost includes all Office 365 products)

	Innovative Network Solutions Corporation	Insight Public Sector, Inc.	SBase Technologies, Inc.	EOS Systems	Oracle Corporation	GIOculusIT	The Ergonomic Group, Inc.
b. Backup/Disaster Recovery/Business Continuity - We currently have 5.5 TB in physical & virtual systems disk space used - 1 year off site retention - Provide budgetary costs associated with this project							
	\$1,650.00 monthly recurring cost. No upfront cost. INSC will install hardware on site. 1 year retention offsite DR solution	See RFP for table: Support \$0 / Monthly total \$917.95 / Annual total \$11,015.42	bid form not followed, only total price supplied	TBD	54,928.07	bid form not followed, only above price supplied	Not available at this time without further information

	Innovative Network Solutions Corporation	Insight Public Sector, Inc.	SBase Technologies, Inc.	EOS Systems	Oracle Corporation	GIOculusIT	The Ergonomic Group, Inc.
c. Office 365 - Provide budgetary costs associated with this project							
	\$12.00 per user	Office 365 Enterprise E3 / CSP Package \$5,626 monthly / Office 365 Enterprise E5 / CSP Package \$9,845.50 monthly / Exchange Online (Plan 1) / CSP Package \$1,125.20 monthly / Exchange Online (Plan 2) / CSP Package \$2,250.40 monthly / Azure rights management premium / CSP Package \$562.60 monthly / Exchange online archiving for Exchange Online/ CSP package \$843.90 monthly	bid form not followed, only total price supplied	53,000.00	N/A	bid form not followed, only above price supplied	54,012.50 (incremental cost includes all Office 365 products)

		<p>ES Suite would meet encryption, archiving needs, but if you want to delay functionality at the moment for price, Exchange Online (Plan 2) + Azure Rights Management Premium would qualify most migration needs: A) O365 E3: \$5,626 / month, first year \$67,512 // B) ExO P2 + ARM: \$2,813 / month, first year (\$33,756)</p>					
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	Innovative Network Solutions Corporation	Insight Public Sector, Inc.	SBase Technologies, Inc.	EOS Systems	Oracle Corporation	GIOculusIT	The Ergonomic Group, Inc.
d. Desktop as a Service - This would be for about 200 desktops for the total project - Provide budgetary costs associated with this project							
	\$65.00 per workstation	\$42,682.56 for Citrix-hosted one year option; includes application and desktop hosting	bid form not followed, only total price supplied	TBD	50,000 (Note: Solution needs to be sized and architected)	bid form not followed, only above price supplied	Not available at this time without further information
e. Server as a Service - Provide budgetary costs for one server							
	\$150.00 monthly	Costs for server as a service vary on the region, the OS, and the size of the VM: https://azure.microsoft.com/en-us/pricing/details/virtual-machines/	bid form not followed, only total price supplied	TBD	18,240.00	bid form not followed, only above price supplied	\$302.00 annual, plus, \$.052 per hour in excess of base requirements (pricing can fluctuate lower or higher based on actual usage)

	Rackspace	Comparex	Charles IT	SHI International Group	Presidio		
Total Cost to the Town of Groton for a Hosted Exchange/Staged Cloud Migration in accordance with RFP specifications.							
Total:	Office 365 exchange online @ Rackspace + archiving \$3,045 per month	17,400.00	19,750.00	Office 365 Gov E3 \$203,935.04	48,733.34 Presidio Services		
Options:							
1. Ability to provide robust Malware/Spam filtering - Provide costs for 290 user e-mail accounts - Provide any one-time costs associated with this option							
	bid form not followed, only above price supplied	Included in the overall pricing	included	(See line 3c) Included in Office 365	Included with Office 365 E-1		
2. Ability to employ email encryption - Provide budgetary costs associated with this option							
	bid form not followed, only above price supplied	2,500.00	481.40 per month	(See line 3c) Included in Office 365	Included with Office 365 E-1		
3. Ability to provide other services, such as:							
a. Hosted Email archiving - Provide budgetary costs associated to this project - Provide any one-time costs associated with this option							
	bid form not followed, only above price supplied	\$1.25 per mailbox (end-user, archive, resource, etc.) TBD	942.50 per month	(See line 3c) Unlimited archiving included in Office 365 Gov E3	Only included with Office 365 E-3 option		
b. Backup/Disaster Recovery/Business Continuity - We currently have 5.5 TB in physical & virtual systems disk space used - 1 year off site retention - Provide budgetary costs associated with this project							
	bid form not followed, only above price supplied	\$1,500 plus any related licensing. This is noted under Azure backup within our provided Statement of Work	1,435.00 per month	4,848.48 - Based on Azure as a Backup	31,222.80/yr. see section 4.5 for additional information		

	Rackspace	Comparex	Charles IT	SHI International Group	Presidio		
c. Office 365 - Provide budgetary costs associated with this project							
	bid form not followed, only above price supplied	NOTE: Comparex Statement of Work shows total budgetary cost associated with this project	942.50 per month	\$57,965.20 Office 365 Gov E3 License ONLY / \$36,992.00 Office 365 Services (Based on SOW included in RFP)	E-1 option \$18,560.00, E-3 Option \$52,585.70		
d. Desktop as a Service - This would be for about 200 desktops for the total project - Provide budgetary costs associated with this project							
	bid form not followed, only above price supplied	Azure IaaS Launch Package \$8,500 Based on actual requirements and capacity planning as the launch package is listed above. On-boarding is \$8,500 additional scoping and cost would be accrued. NOTE: Applicable licensing would apply.	10,000.00 per month	\$13,722.00 Virtual Desktop Access License ONLY / \$73,313.81 DaaS Services	16,800.00		
e. Server as a Service - Provide budgetary costs for one server							

	bid form not followed, only above price supplied	Azure IaaS Launch Package \$8,500 Based on actual requirements and capacity planning as the launch package is listed above. On-boarding is \$8,500 additional scoping and cost would be accrued. NOTE: Applicable licensing would apply.	200.00 per month	\$6,060.60 Azure License ONLY / \$11,032.95 Azure Services (Based on SOW included in RFP)	Varies based upon server, see Section 4.8 for list prices		
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