

<b>Customer:</b>	Ancram Town	<b>Sales Order</b>	
<b>Customer Address:</b>	1416 County Route 7 Ancram, NY 12502	<b>Order #:</b>	00001729
<b>Customer County:</b>	Columbia	<b>Effective Date:</b>	Date of customer signature below
<b>Customer Admin Contact:</b>	Art Bassin	<b>New/Add-On:</b>	Add-on Simple
<b>Customer Admin Phone:</b>	(518) 329-6512	<b>Sales Rep:</b>	Dave Schultz
<b>Customer Admin Email:</b>	abassin@townofancram.org		

### Investment Summary

Managed IT Services – (annual) Network Admin/IT Help Desk, Cybersecurity Suite, Business Continuity & Disaster Recovery Solutions, Data Backup (Devices protected = 6)	\$5,328.00
Managed IT Services - Hours (one-time) - IT Engineer Labor hours to configure network to our required Cybersecurity standards (Qty. 20 hours)	\$3,000.00
Hardware (one-time) - Datto Backup Device - Alto 3, Watchguard T20W Firewall, Server UPS, Dell Server (4TB Drive, 32GB RAM, 4 Year Warranty)	\$4,250.00
<b>Budget Investment:</b>	<b>\$12,578.00</b>

### Summary Notes

All Hardware and Managed IT Service Fees: 100% will be due upon receipt of the invoice. All invoices are payable with Net 30 terms.

Any annual Subscription Fees: 100% will be invoiced upon execution of the contract for the first annual term. Thereafter, 100% of each subsequent annual fee will be invoiced annually, 60 days prior to the anniversary of the term date.

All invoices shall be paid within 30 days of the invoice date. Fees for Services may increase annually during the initial Term or any renewal Term subject to a maximum annual increase equal to the greater of (i) the Consumer Price Index for All Urban Consumers: U.S. City average and (ii) four percent (4%).



Managed IT Services - Hours	Description	One-Time Fees
Managed IT Service Hours	Includes configuration of any software or hardware components on a customers network by an Edmunds GovTech Engineer. All one-time Managed IT service hours are billed at an hourly rate of \$150/hr. * Server, Server UPS, Migrations - 14 hours * Datto BCDR Solution & Cybersecurity Monitoring Agents - 4 hours * Cloud continuity backup for Assessor PC - 1 hour * Watchguard firewall install & configure - 2 hours	\$3,000.00
<b>One-Time Fees:</b>		<b>\$3,000.00</b>

Hardware	Description	One-Time Fees
Datto BCDR Appliance - Alto3 Up to 2 TB of data	The Business Continuity & Disaster Recovery (BCDR) Appliance, is a device installed on your local network that takes a recoverable backup image of your server data. Each snapshot image is tested for bootability and ransomware. Data is replicated to a private cloud in 2 secure geographical locations in the United States every hour. (Qty 1. )	\$0.00
Server	Dell Server, 32 GB RAM, 4TB Drive, 4 Year Warranty	\$3,250.00
WatchGuard Firewall	The WatchGuard Firewall appliance provides an additional security layer at the perimeter of your network, regulating inbound/outbound traffic as it moves over your network. (T20W + 3 Year warranty)	\$800.00
	Server Battery Backup Device (Qty 1.)	\$200.00
<b>One-Time Fees:</b>		<b>\$4,250.00</b>

Managed IT Services – Subscription	Description	Annual Fees
Cybersecurity Monitoring & Protection	* Server/PC antivirus and malware agents * Automated alerts, scans, and detection * Internet/network traffic monitoring * WatchGuard Firewall * 6 devices @ \$48.00 per year per device	\$288.00

Managed IT Services – Subscription	Description	Annual Fees
Datto - Cloud Continuity for PC	<ul style="list-style-type: none"> <li>* Image-based Cloud BCDR</li> <li>* Automatic backup capable</li> <li>* Screenshot Verification</li> <li>* File Restore, Bare Metal Restore (BMR), Point-in-time Rollback (Rapid Rollback)</li> <li>* Primary volume support up to 1 TB</li> <li>* No storage management required</li> <li>* Assessor's PC running RPS</li> </ul> (Qty 1. Up to 1 TB)	\$300.00
Datto Business Continuity & Disaster Recovery Solution	<ul style="list-style-type: none"> <li>* Automated Server backup of your valuable data in 3 locations, 1 local and 2 offsite.</li> <li>* Backup boot verification and ransomware testing</li> <li>* Flexible recovery options: Local virtualization, Cloud virtualization, bare metal restores, file restores.</li> <li>* Backup versioning - hourly snapshots of your data are taken as it changes and available for recovery as a full bootable image.</li> <li>* Up to 2 TB of data backup storage</li> </ul>	\$2,040.00
Network Administration & Managed IT Help Desk	<ul style="list-style-type: none"> <li>* IT Asset Life Cycle Management - keep track existing IT assets, additions, and dispositions.</li> <li>* Annual consultation and budget recommendations for replacing IT Assets like PC's and printers</li> <li>* Warranty &amp; Support Coverage - keep track of renewals and out of warranty assets</li> <li>* Software Management - license metering and updates</li> <li>* Professional, reliable, and friendly IT Help desk</li> </ul>	\$2,700.00
<b>Annual Fees:</b>		<b>\$5,328.00</b>

<b>Managed IT Services – Subscription Terms</b>	<p>Initial term of the Support and Subscription Services are a 36-month subscription, commencing 90 days after the Effective Date.</p> <p>Thereafter, the Managed IT Services subscription shall renew automatically for 12-month renewal terms unless written notice is provided by Customer at least 90 days prior to the expiration of the initial or then-current renewal Term. Fees may increase annually during the initial, or renewal terms subject to a maximum annual increase equal to the greater of (i) the Consumer Price Index for All Urban Consumers: U.S. City average and (ii) four percent (4%).</p>
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## Sales Order Notes

Edmunds GovTech recommends purchasing a new server to support a secure user environment that verifies and authenticates users on the network. Edmunds will implement a business class Cybersecurity suite, including a Watchguard firewall. This added security to the perimeter of your network will allow for fast secure communications when working remotely or connecting to a Wi-Fi network. The Server UPS will protect your critical operations from interruptions by supplying reliable power during an unexpected outage. In addition to these hardware upgrades to your network, we'll provide IT Help Desk to answer/resolve any day-to-day issues that may come up. Patch management ensures your software and devices are running smoothly with the latest security updates. During budget season our engineers will prepare annual budget recommendations for keeping your network and IT assets running optimally. The Business Continuity & Disaster Recovery Solution ensures ransomware protection and backup validation with redundant hourly back up restore options. You'll enjoy a professional and knowledgeable IT staff and gain piece of mind knowing your operations and data are protected and monitored 24/7/365.

Future projects recommended, but not included in this proposal, are Email upgrade to Office365 and migrating to a single domain account for all Town employees.

A complimentary cybersecurity vulnerability assessment was completed by our engineers on 8/11/2021

Please return executed Sales Orders via  
DocuSign or Email to:  
Edmunds GovTech, Inc.

Email: [SalesOrders@EdmundsGovTech.com](mailto:SalesOrders@EdmundsGovTech.com)

P: 888.336.6999 | F: 609.645.3111

[www.EdmundsGovTech.com](http://www.EdmundsGovTech.com)

\_\_\_\_\_ THE UNDERSIGNED IS AUTHORIZED TO EXECUTE THIS SALES ORDER ON BEHALF OF CUSTOMER AND ACKNOWLEDGES AND AGREES ON BEHALF OF CUSTOMER THAT (A) ALL SERVICES SET FORTH IN THIS SALES ORDER ARE SUBJECT TO AND GOVERNED BY THE EDMUNDS GOVTECH, INC. SERVICE TERMS AND CONDITIONS AVAILABLE AT THE FOLLOWING URL: <https://go.edmundsgovtech.com/managedIT> (THE "SERVICE TERMS"), WHICH ARE INCORPORATED INTO THIS SALES ORDER, AND (B) THIS SALES ORDER, INCLUDING THE SERVICE TERMS, IS THE COMPLETE AND EXCLUSIVE AGREEMENT BETWEEN EDMUNDS GOVTECH (OR OUR AFFILIATE PROVIDING THE SERVICES DESCRIBED HEREIN) AND CUSTOMER CONCERNING THE SUBJECT MATTER HEREOF AND SUPERSEDES ANY PRIOR OR CONTEMPORANEOUS TERMS AND CONDITIONS, INCLUDING ANY PURCHASE ORDER CUSTOMER MAY PROVIDE OR ANY PRIOR COURSE OF DEALING OR USAGE OF TRADE, AND SUCH ADDITIONAL OR DIFFERENT TERMS OR CONDITIONS SHALL HAVE NO FORCE OR EFFECT.

EDMUNDS GOVTECH, INC.

Ancram Town

By: \_\_\_\_\_

Date: \_\_\_\_\_

By: \_\_\_\_\_ Date: \_\_\_\_\_

Dave Schultz  
Sales & Business Dev  
Managed IT Services

Art Bassin  
Town Supervisor

