



4803 E. 5th St. #103, Tucson, AZ, 85711  
 Phone 520.545.7101 Fax 520.232.5417  
 quotes@nextrio.com

# QUOTE

Quote #: AAAQ14619  
 Date: Feb 25, 2020  
 Expiration Date: Mar 10, 2020

PREPARED FOR	SUMMARY
Cheryl Horvath Tubac Fire District 2227 E Frontage Rd Tubac, AZ 85646 United States 520.398.2255	Project: 48-Month Basic Agreement Account Manager: Lindsey Lopez Phone: 520.545.7136 Payment Terms: Due on receipt

**Notes:**  
 Nextrio Managed Services is a combination of network management and monitoring and preventative maintenance intended to elevate your network and minimize business disruption. We keep your technology running and your users productive. While Nextrio Managed Services is not unlimited in scope, it is an unlimited application of our preventative best practices. What's more, it also includes proactive and responsive support from our expertly trained and friendly engineering team.

Nextrio Managed Services requires a minimum 12-month contract, with 1 server, 10 workstations, and 1 managed firewall under contract at all times. Counts of actual devices under management are updated on a minimum quarterly basis throughout the duration of the contract.

Contract entitles you to a 10% discount on all supplemental support and project work.

Services are billed the first day of the month in which services are rendered. Payment must be received upon receipt of invoice to prevent suspension of service. Terms and conditions outlined in Nextrio's Letter of Engagement apply.

Contract duration: 4/1/20 - 3/31/24

Managed Services Product Features Summary:

<http://www.nextrio.com/nextrio-managed-services/>

With a multi-year Nextrio Managed Services agreement, customers are insulated from significant cost increases from one year to the next. Instead, they're guaranteed a low, fixed increase of 5% for each year of the contract period.

In addition, in exchange for a four (4) year Managed Services Basic agreement Nextrio will provide the hardware, software and installation to replace the two (2) out of warranty servers and six (6) switches a value of \$22,554. Please refer to quote AAAQ14605. Tubac Fire will be responsible for tax and shipping. Payment terms for this agreement will be first and last month paid at the start of this contract.

We have appreciated our partnership over the years and look forward to continuing moving forward.

QTY	DESCRIPTION	RECURRING CHARGES	UNIT PRICE	LINE TOTAL
3	Nextrio Managed Server Basic (Virtual) - Recurring Monthly Fee * Monitoring and alerting * Management and maintenance (proactive management and issue remediation) * Approved Microsoft, Java and Adobe software updates * IT administration (user maintenance and updates) * Hypervisor updates and patching * Critical firmware updates * Live dispatch * Includes remote support (during normal business hours, 8 AM - 5 PM) * Includes access to 24x7 support coverage (outside of normal business hours; after-hours rates apply)	\$235.00		\$705.00

THANK YOU FOR YOUR BUSINESS!



QTY	DESCRIPTION	RECURRING CHARGES	UNIT PRICE	LINE TOTAL
	<p>* Onboarding packet            * Purchasing and warranty management (for products purchased through Nextrio)            * Equipment returns (Return Merchandise Authorization) for warrantied items purchased through Nextrio            * Annual technical assessment, budget projection, and strategy session</p> <p>NOTE: Backup monitoring is not included unless backup service is provided by Nextrio. Line-of-business (LOB) support, LOB software updates and LOB customization, virus removal, vendor coordination, and new equipment deployment, repurposing, or redeployment are not included. Restoration of data and software reinstallation due to hardware failure, or for any other reason, will be billed separately. However, all of these services are available and offered at a discounted hourly rate.</p> <p>Named Servers:            BASE1            FS1            UTIL1</p>	<p><i>Contract Start: 04/01/20</i>  <i>Contract End: 03/31/24</i></p>		
4	<p>Nextrio Managed Firewall (Standard) - Recurring Monthly Fee            Solution includes firewall hardware, firewall configuration, management and monitoring, and hardware replacement.</p> <p>* Commercial grade router/firewall            * Internet connection monitoring            * Nextrio best practice configuration            * Replacement of hardware within one business day of failure            * Device health maintenance (firmware updates, etc.)            * Cloud backup of firewall configuration            * Hardware support included (during normal business hours, 8 AM - 5 PM)</p>	<p>\$145.00  <i>Contract Start: 04/01/20</i>  <i>Contract End: 03/31/24</i></p>		\$580.00
9	<p>Nextrio Managed Switch - Recurring Monthly Fee            Solution includes employment of a switch management platform and management and monitoring by Nextrio, specifically:</p> <p>* Switch uptime monitoring            * Device health monitoring            * Firmware updates            * Nightly cloud backup of switch configuration            * Network device mapping and change tracking            * Network loop detection</p> <p>NOTE: Switch management does not include hardware as a service (HaaS), but Nextrio is happy to quote switch hardware or HaaS separately. Billable troubleshooting and issue resolution services available on demand.</p>	<p>\$35.00  <i>Contract Start: 04/01/20</i>  <i>Contract End: 03/31/24</i></p>		\$315.00

Quote Continued on Next Page



QTY	DESCRIPTION	RECURRING CHARGES	UNIT PRICE	LINE TOTAL
9	<p>Nextrio Managed Wi-Fi Customer Owned Access Point (AP) - Recurring Monthly Fee</p> <ul style="list-style-type: none"> <li>* Supports 2.4 GHz and 5 GHz (802.11n)</li> <li>* Employs advanced beam-forming technology allowing for greater range and higher device density</li> </ul> <p>NOTES:</p> <ul style="list-style-type: none"> <li>* 9 existing customer owned APs managed by the Nextrio Managed Wi-Fi Controller.</li> <li>* When any of the Tubac Fire-owned APs fail, Nextrio will replace the AP with a Nextrio-owned AP and they will be billed for Managed Wi-Fi for each according to the type of Managed Wi-Fi AP deployed (Standard, Premium, Outdoor). In addition to the new monthly fee, Nextrio will charge a \$135 deployment fee for each AP.</li> </ul>	<p style="text-align: right;">\$19.00</p> <p><i>Contract Start: 04/01/20</i> <i>Contract End: 03/31/24</i></p>		\$171.00
20	<p>Nextrio Managed Workstation Basic - Recurring Monthly Fee</p> <ul style="list-style-type: none"> <li>* Live dispatch</li> <li>* Includes remote support (during normal business hours, 8 AM - 5 PM)</li> <li>* Approved Microsoft, Java and Adobe software updates</li> <li>* Anti-virus and anti-malware software included</li> <li>* Anti-virus and anti-malware management and monitoring</li> <li>* Spam filtering services included</li> <li>* Spam filtering administration</li> <li>* Best practice preventative maintenance</li> <li>* System monitoring and alerting</li> <li>* Includes access to 24x7 support coverage (outside of normal business hours; after-hours rates apply)</li> <li>* Onboarding packet</li> <li>* Purchasing and warranty management (for products purchased through Nextrio)</li> <li>* Equipment returns (Return Merchandise Authorization) for warrantied items purchased through Nextrio</li> </ul> <p>NOTE: Line-of-business (LOB) support, LOB software updates and LOB customization, virus removal, vendor coordination, and new equipment deployment, repurposing, or redeployment are not included. Restoration of data and software reinstallation due to hardware failure, or for any other reason, will be billed separately. However, all of these services are available and offered at a discounted hourly rate.</p>	<p style="text-align: right;">\$45.00</p> <p><i>Contract Start: 04/01/20</i> <i>Contract End: 03/31/24</i></p>		\$900.00

*Quote Continued on Next Page*



QTY	DESCRIPTION	RECURRING CHARGES	UNIT PRICE	LINE TOTAL
1	<p>Nextrio Backup 1000 - Recurring Monthly Fee Solution includes onsite backup appliance, offsite cloud storage, image-level backups and Nextrio management and monitoring.</p> <ul style="list-style-type: none"> <li>* Protects 1 machine</li> <li>* Protects a data set of up to 1 Terabyte onsite</li> <li>* 1-year cloud retention offsite (unlimited storage)</li> <li>* Image-level machine backup onsite, and offsite</li> <li>* Cloud virtualization, up to 30 days per year</li> <li>* Microsoft SQL table-level and Microsoft Exchange mailbox-level restore capability</li> <li>* Frequent incremental backups</li> <li>* Encryption for transfer and storage of off-site data</li> <li>* Ransomware detection</li> <li>* Daily backup validation test</li> <li>* Backup managed and monitored by Nextrio</li> <li>* Annual Statement of Backup</li> </ul> <p>NOTE: All time to restore data will be billed separately. In the event of a local hardware failure or other prolonged disruption to local server access, the cloud backup can be converted to a virtual cloud server. Access to the virtual cloud server is provided at no additional charge for up to 30 days per year. Time to configure cloud server is billed separately.</p> <p>Named Servers: BASE1</p>	<p style="text-align: right;">\$299.00</p> <p><i>Contract Start: 04/01/20</i> <i>Contract End: 03/31/24</i></p>		\$299.00
2	<p>Nextrio Backup 1000, Additional Machine - Recurring Monthly Fee</p> <p>Named Servers: FS1 UTIL1</p>	<p style="text-align: right;">\$99.00</p> <p><i>Contract Start: 04/01/20</i> <i>Contract End: 03/31/24</i></p>		\$198.00

Your recurring charges in addition to the Grand Total:

*\$3,168.00 Billed Monthly*  
*\$0.00 Billed Quarterly*  
*\$0.00 Billed Annually*

<b>SUBTOTAL</b>	\$0.00
<b>SHIPPING</b>	\$0.00
<b>SALES TAX</b>	\$0.00
<b>GRAND TOTAL</b>	\$0.00

<b>DEPOSIT DUE</b>	\$0.00
--------------------	--------

**Technical support is available 24x7 (during normal business hours standard rates apply; outside of normal business hours special rates apply).**

**This is a time-sensitive quotation for the named contractual agreement, subject to Nextrio's standard terms and conditions which may be reviewed at [www.nextrio.com/terms](http://www.nextrio.com/terms)**

**To accept this quotation, sign here and return: \_\_\_\_\_**  
**Email: [quotes@nextrio.com](mailto:quotes@nextrio.com) Fax: 520.232.5417**