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Services Review Documentation

Budget Numbers & Details

Please Note: This document is not an official ePlus Statement of Work or a legally binding contract. The purpose of this document is to provide budgetary labor pricing with a high-level review of the level of effort for the customer's reference, and is subject to change based on final agreement between ePlus and customer. An official ePlus Statement of Work will need to be signed by both the customer and ePlus to constitute a formal project.

City of Superior Wisconsin

Opportunity Name: 20240819 SOW for

Connect Superior Project

10/29/2024

ePlus Account Team

Mike Falardeau



ePlus Company Information

ePlus is a customer first, services led, results driven and trusted industry leader that helps organizations secure, modernize, optimize, and scale their IT. For more than 30 years, we have stood side by side with over 4,300 customers across the U.S., Europe, and Asia, helping navigate an increasingly complex and dynamic IT, regulatory and workforce environment. Backed by an unparalleled bench of technical experts, more than 5,000 certifications and accreditations, top industry recognition, and a relentless commitment to innovation on behalf of everyone we serve, ePlus drives truly transformational results. We achieve these outcomes via expertise across Data Center, Cloud, Security, Networking and Collaboration, as well as a robust set of professional, managed, consultative and other services. It's equal parts strategy, execution, and results, always with our customers at the core. Each day. Every day. The Company is headquartered at 13595 Dulles Technology Drive, Herndon, VA, 20171, USA. For more information, visit www.eplus.com, call 888-482-1122, or email info@eplus.com.

Financial Overview

Founded in 1990, ePlus inc. (NASDAQ NQGS: PLUS) is a public company with annual adjusted gross billings of \$3.1B and shareholders equity of \$782.3M as of its most recent fiscal year ending March 31, 2023. Our full financial statements of quarterly and annual audited financials can be viewed at <http://www.eplus.com/investors/financial-reporting/annual-reports> or www.sec.gov.

PLUS
Nasdaq Listed

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Additional Details

Opportunity Name: 20240819 SOW for Connect Superior Project - High Level Scope Details & Notes

Executive Summary

- Customer has engaged ePlus to install and configure their service provider business network and DIA connections. This will include an initial onsite site-readiness survey and a second and third trip for rack/stack/install and configuration tasks. Rack/stack/install will be performed on all ePlus provided equipment. Testing and training will be provided to the customer for ePlus provided components as well.

Project Scope

- On-Site Site-Readiness Survey
- Rack/Stack/Install of ePlus provided equipment only, including:
 - 2x Nokia IXR-e2c routers
 - 2x Dell R660 servers
 - 1x OpenGear OM2216 appliance
- Configuration, testing and turn-up of:
 - On Dell Servers:
 - vSphere & vCenter
 - LibreNMS
 - Graylog Open
 - Nokia IXR-e2c Routers
 - OpenGear OM2216 appliance
 - DIA configurations (1 per existing 7750) for upstream connectivity
 - Existing 7750/ESA Firewall modules
- Provide rack diagrams of ePlus installed equipment
- Updated Network Diagram
- Provide PDF format of configuration files
- Provide (8 hours) Remote training on management network

Proposed Price

TITLE:	DESCRIPTION:	AMOUNT:
Professional Services	Services Estimate	\$76,940.00

Customer Responsibilities

- Customer to provide:
 - 7750 Routers
 - 7750 ESAs

- o 7360 Routers
- o Configuration of equipment not sourced by ePlus
- o All cabling (copper, fiber, power, coax, console)
- o Sufficient AC / DC power for equipment
- o Access to all locations
- o Access to a point of contact
- o Remote and onsite access to all equipment necessary for configurations
- o IP Schemes to all gear

Customer Assumptions

Greenfield Network - No overnight hours quoted

The ePlus Difference

The ePlus Difference The future of the modern enterprise will be one driven by rapidly scaling technologies that connect everyone and everything, securely, intelligently, and automatically. Their possibilities for innovation are unimaginable, as are the challenges for any IT, business, and finance leader whose tomorrows depend on getting it right today. Helping organizations prepare and leverage market shifts and optimize technology for maximum financial results and possibility, is why ePlus exists. **Customer first. Results driven. Trusted industry leader. With the right solutions, at the right time, in the most efficient way.**

The ePlus portfolio of solutions and services spans the following:

- **CLOUD & DATA CENTER** – Support digital transformation and modernization initiatives by modernizing data center infrastructure, extending those capabilities to cloud, accelerating cloud migrations and optimizing cloud platforms (and spend) to meet dynamic and evolving business needs.
- **SECURITY** – Ensure security and reliability by design from end to end with cutting-edge solutions, tools, intelligence and managed services that help diagnose, predict, map, secure and protect every facet of an environment.
- **NETWORKING** – Build a resilient, efficient, agile, defensive and intelligent network capable of supporting modern initiatives. Design and deploy next-generation enterprise and service provider networks to ensure that all domains are supported with high-performing, fault-tolerant, secure, intelligent and application-aware solutions.



- **COLLABORATION** – Empower hybrid work and unleash productivity from anywhere, simply and securely. With full integration into existing business tools and processes, modern collaboration solutions accelerate workplace/workspace transformation, enhance employee and customer experiences and ensure secure interactions with predictable cost models.
- **SERVICES** – Maximize return on IT investments, facilitate implementations and enhance technology performance through our broad portfolio of consultative and managed services. Driven by technical expertise, our award-winning team brings a modular approach to designing, developing, protecting, optimizing and managing the technology that fuels our customers’ business at every stage of their lifecycle.
- **FINANCING AND CONSUMPTION MODELS** – Boost investment power by aligning technology and payment solutions to provide cost predictability, flexible contract terms and fast, easy access to hardware, software and services.

Services

When it comes to managing the complexity of your IT landscape, it seems disruption has become the new normal. Approaching your IT strategy from a strong and clear vantage point can set you up to realize the greatest impact from your IT investments. ePlus brings a unique outcomes-focused perspective to facilitate understanding the big picture while also delivering practical approaches – allowing you to see both the forest and the trees. We can guide you toward achieving your ultimate IT vision: a more modern, secure digital business.

It all starts with our people, who are the best and brightest in the industry. We’ve built a solid reputation since 1990 as a leading integrator of technology solutions built on strong industry partnerships and a commitment to elevating the customer experience. Our services are backed by thousands of successfully delivered engagements based on our proven project management lifecycle framework, leveraging a repeatable process that helps ensure consistency while enabling enhanced project collaboration. Our flexible service models offer innovation to drive better business outcomes.