

Cost Analysis
Layer 3 Communications, LLC
Palo Alto Cloud Security
GS-035F-0119Y



By utilizing this contract, the County is saving \$48,032.00 with a total overall percentage savings discount of 25%. It is recommended approval for the use of this contract to avoid adversely impacting continuity of operations throughout the County.

PART NUMBER	DESCRIPTION	QTY	LIST PRICE	EXTENDED LIST PRICE	COST	EXTENDED COST	DIFF BETWEEN EXTENDED COST AND EXTENDED LIST PRICE	Delta
PAN-PRA-25	Panorama Central Management Software	1	\$10,000.00	\$10,000.00	\$7,000.00	\$7,000.00	-\$3,000.00	
PAN-VM-500-PERPBD2-PREM-1R	Palo Alto Networks Perpetual Bundle	8	\$18,700.00	\$149,600.00	\$13,090.00	\$104,720.00	-\$44,880.00	
PAN-SVC-PREM-PRA-25M	Branded Premium support year	1	\$1,900.00	\$1,900.00	\$1,748.00	\$1,748.00	-\$152.00	
IFF	Industrial Funding Fee for GSA Contract - .75% of the maintenance and support	1	\$851.00	\$851.00	\$851.00	\$851.00	\$0.00	No Change
L3-SEC-INST	Security-Installation	1	\$31,352.00	\$31,352.00	\$31,352.00	\$31,352.00	\$0.00	No Change
Extended Totals					\$193,703.00	\$145,671.00		
Extended List Price and Extended Cost Difference = Cost Savings							-\$48,032.00	
Percentage Savings							-24.80%	