

The total cost savings realized by using this agreement is \$44,628.47.

**From:** Green, Angela D. <[adgreen@dekalbcountyga.gov](mailto:adgreen@dekalbcountyga.gov)>  
**Sent:** Thursday, January 28, 2021 11:49 AM  
**To:** Walters,Lalon D. <[LDWalters@dekalbcountyga.gov](mailto:LDWalters@dekalbcountyga.gov)>  
**Subject:** RE: Juniper Network Maintenance spour

Hello Deneen,

The discount is about .85\$ across the board for each line item on the quote attached. Notice there is a Unit List Price Column and a Your Unit Cost Column – that is where you will see the discount.

This is network equipment which is essentially the “brain” to all things IT in the County. Layer 3 will be providing support and maintenance for all five arts of our network (Juniper, Infoblox, F5, Palo Alto, and Aruba). I have pending requisitions for all of these with Layer 3. I am not familiar with another company that has proper certifications to have access to our network. In addition, we recently did an RFP for professional services for our network, and Layer 3 was the sole bidder as they are the only ones with the required certifications. Hope this helps!

Please let me know if you need additional information.

Thank you,

**Angela D. Green | IT Business Officer**



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**From:** Puckett, Barry <[bpuckett@dekalbcountyga.gov](mailto:bpuckett@dekalbcountyga.gov)>  
**Sent:** Thursday, January 28, 2021 2:01 PM  
**To:** Green, Angela D. <[adgreen@dekalbcountyga.gov](mailto:adgreen@dekalbcountyga.gov)>  
**Subject:** Annual Maintenance for Network Equipment

As discussed, Layer 3 provided quotes for the annual maintenance of our network equipment and software from Juniper, Palo Alto, InfoBlox, Aurba, and F5. Layer 3 is the certified maintenance provider for all of the equipment. The manufactures provide access to the software maintenance patches that Layer 3 installs only to certified maintenance providers. Layer 3 is our managed network service provider, and they have the system administration and access rights to install the required software patches. The manufactures do not sell annual maintenance directly to customers, it is only available through certified maintenance providers such as Layer 3, and Layer 3 is who the county contracts with for the services. The recent RFP for Managed Network Professional Services recommendation is Layer 3.

Let me know if you have any additional questions or need clarification.

**Barry Puckett | Deputy Director of Infrastructure | DeKalb County Government | Bobby Burgess Building | 3630 Camp Circle | Decatur, GA 30032 | Cell: 404.637.4134 | Email: [jbpuckett@dekalbcountyga.gov](mailto:jbpuckett@dekalbcountyga.gov) | <http://www.dekalbcountyga.gov> Skype: jbpuckett**