

Cost Analysis

Use of the SWC # 99999-SPD-NVPUT3229-0001 DATA COMMUNICATIONS PRODUCTS AND SERVICES is recommended for the following reasons:

1. As of February 2025, Palo Alto has added additional security measures to their network; therefore, the List Price of Palo Alto has increased by \$116,566.11
2. The list price for the Palo Alto Annual Network Support Renewal (post upgrade) is: \$829,411.76. DeKalb County's discounted cost will be **\$705,000.00**. A cost savings of \$124,411.76.
3. With our 15% discount applied, the grand total of both the Palo Alto and Infoblox last year was \$702,062.00, which is reasonably close to this year's total discounted cost for the upgraded Palo Alto network of **\$705,000.00**.