

State of Arizona E-Catalog

Arizona Network and Telephone Equipment and Svcs CTR059873



www.bluecatnetworks.com

MANUFACTURER OVERVIEW

BlueCat is a company that delivers software-based Domain Name System (DNS), Dynamic Host Configuration Protocol (DHCP), and IP Address Management (DDI) solutions. Its software solutions allow organizations to manage their network including devices, users, and IP activity. The company also offers network automation and security, hybrid cloud management, and more.

DISCOUNT STRUCTURE AND CATEGORIES

Type	Discount	Description
Monitoring & Management Solutions	32%	May include software or appliances operating at any layer in the OSI model: 1. Solutions should accomplish the centralization and interpretation of data acquired from networked devices; 2. Solutions should be developed around commonly accepted methodologies and should make use of the newest versions of SNMP and/or TLS; 3. Solutions must enhance security, manageability, and accountability; 4. Solutions interface should be an intuitive GUI, with possible built in CLI and manual configuration abilities; and, 5. Reporting and analysis tool must include canned reports for regulatory compliance with HIPAA, etc.
Other Network Centric Solutions	32%	May include required network elements not present in other categories. 1. DNS, NAT/PAT, DHCP, and other IP Address management solutions; 2. Mobility and session persistence solutions; 3. Authentication.
Maintenance	32%	A maintenance program for those Customers who choose or require these services. Maintenance programs shall be comprehensive enough to provide service to any Customer within the State of Arizona.
Training: Initial on Equipment Purchased	5%	Initial Training on specific equipment that has been purchased.
Training: As Needed	5%	As Needed Training on specific equipment that has been purchased (e.g., New Hires).
Training: Annual up to 50 Participants	5%	Annual Training for up to fifty (50) participants.
Notes		Professional Services-Custom Quoting available with discount on deal by deal basis.

CONTACTS

For best pricing, product information and ordering, contact the Arizona Account Team:



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Cyndi Barrera
VP, SLED West



Joe Dykhuis
Inside Client Manager



Johannah Renfroe
Contract Manager



Ken Reeves
Solution Architect

HOW TO ORDER

1. For product and pricing information, contact The Arizona Account Team via email.
2. Generate a purchase order payable to Presidio. You must reference the Arizona Network and Telephone Equipment and Svcs CTR059873 on your purchase order.
3. E-mail your purchase order and quote form to:

AZPresidioTeam@presidio.com

The MSRP is subject to continuous change.