

# Statement of Work

City of Pittsburgh

**DATACENTER REFRESH**

SOW Prepared By:

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## Project Overview

This Statement of Work (“SOW”) reflects the services and material to be provided by Heartland Business Systems, LLC, (hereinafter referred to as “HBS”) for City of Pittsburgh (hereinafter referred to as “Customer”).

The objective of the project is to update current servers to more modern and supported operating system, as well as implement a new datacenter and network core to support this infrastructure.

- Replace existing routing and fiber connectivity currently on the Cisco 9300 Stack and NM-8X with an HA pair of Arista 7050 (24 port SFP28) switches (Layer 2/3) referred to as “Network Core”.
- Replace existing Nexus 93180YC-FX switches with new Arista 7050 (48 port SFP28) switches in HA for layer 2 referred to as “Datacenter Core”.
- Migrate any fiber connections for other physical locations currently on the Nexus to the network core
- Integrate the existing Nexus “Datacenter Core” and the new “Datacenter Core” switches together to facilitate the customer’s upcoming datacenter migration.
- Install an Arista 7010 access layer switch to function as a connection point for 911 dispatch connections so that the switches can be upgraded without impacting connectivity.
- Add an additional 24 port pair of Arista 7050 switches in HA as “DR” in a different rack in the datacenter with an uplink to the network core as the top-of-rack DR switches.

## Project Scope

HBS will provide the following services (hereinafter referred to as the “Scope”):

### In Scope

#### Phase 1 - Pre-Configuration and Installation

- HBS will go onsite to unbox and rack all new equipment covered in this scope at both locations.
- HBS will route cabling and connect power to new deployment.
- HBS will power on and configure base settings to enable remote access of the new system(s).
- HBS will work with the customer to verify all connectivity.
- HBS will configure basic trunk ports on the existing switches.
- Configuration of IPMI networking for three (3) Nutanix clusters and their nodes.
- Review existing subnet/VLAN design
- Identify fiber connections to migrate from existing DC Core to the new Network Core
- Plan migration of layer 3 services from existing Network Core to new Network Core
- Plan inter-connection of new DC Core and existing DC Core
- Plan cutover and maintenance window where applicable
- Review final network design for customer signoff

#### Phase 2 – Switch Staging

- Unbox and stage network equipment
- Upgrade firmware to latest recommended release
- Configure switches based on Heartland best practice
- Migrate configurations from legacy switches to new switches



- Connect switches to Arista Cloud Vision

### Phase 3 – Switching Installation

- Remove existing network equipment as needed from rack
- Hardware rack and install new network equipment
- Rack and install any additional supporting hardware such as UPS, cable management
- Migrate patch cables, fiber uplinks, as needed
- Cleanup cabling/wiring per Heartland standards
- Label network equipment and critical cable connections
- Plan and execute migration from current solution to proposed solution during one after-hours maintenance window (up to two hours).
- Test basic network connectivity
- Verify uplinks are operational
- Verify network management of installed equipment is functional
- Troubleshoot and remediate any network issues pertaining to installed equipment, including physical cabling issues, configuration issues on install equipment

### Phase 4 - Configuration of Infrastructure in Primary Datacenter

- Configuration of one (2) cluster and nodes via Nutanix Foundation
- Creation of subnets on Nutanix required for Nutanix operations, demonstrations, and validation
- Upgrading cluster firmware and software to latest versions
- Creation and configuration of Prism Central VM
- Creation and configuration of Nutanix Move VM

### Phase 5 - Configuration of Infrastructure in Secondary Datacenter

- Configuration of one (1) cluster and nodes via Nutanix Foundation
- Creation of subnets on Nutanix required for Nutanix operations, demonstrations, and validation
- Upgrading cluster firmware and software to latest versions

### Phase 6 – Veeam Backup Infrastructure

- HBS will setup and confirm a Veeam Appliance Server at primary and secondary datacenters.
- HBS will add Nutanix clusters into backup new Veeam solution.
- It is up to the customer to create new backup jobs as VM's are migrated from legacy hypervisor to Nutanix clusters.
- It is expected that existing backup infrastructure will continue to operate and backup VM's while they still are present on the existing hypervisor infrastructure. Backup jobs under Veeam should be created directly in Veeam after migration from Nutanix. It is possible to add existing hypervisor into the new Veeam infrastructure, If needed. No labor is included for this task or to create backup jobs from old

### Phase 7 - Migration of VM's from legacy Hypervisors

- Use of Nutanix Move for up to one-hundred-five (105) virtual machines.
- It is expected and required that half of the VM's can be migrated during hours. VM's in excess of this that are required to be done in maintenance windows will incur additional costs.

### Phase 8 - Final verification and Knowledge Transfer

- HBS will hold a 2-hour handoff meeting to go over Backups and Infrastructure.



- HBS will provide the as-built documentation from this project to the customer.
- Document installed equipment
- Provide documentation spreadsheet of all installed hardware/software systems
- Provide logical and or physical network diagram as a Visio
- Provide customer with direct knowledge transfer of network implementation including answering questions on configuration (up to 2 hours)

## Out of Scope

Any work or material not specifically identified in this document is not included in this Agreement. The out-of-scope items shall include the following:

- Deployment of any additional equipment not specifically listed in this SOW or Quote for the project.
- Reconfiguring existing network devices such as routers, switches, firewalls or wireless
- Additional server configuration for services such as DNS, DHCP
- Troubleshooting of network issues.
- Troubleshooting of backup issues.
- Exchange and Active Directory are not recommended to be moved with Nutanix MOVE and are generally recommended to be rebuilt on the new hypervisor. No labor is included for these rebuilds. HBS will attempt to move them via MOVE if requested by the customer. In general, these do not have issues after, but there is no way to guarantee this and could result in issues. No troubleshooting of post move issues is included in this scope.
- Troubleshooting, reconfiguration or any other work done on existing hypervisor or backup solution.

## Additional Requirements and Conditions

- HBS and Customer will ensure that adequate resources, for which each respective party is responsible, are available when needed throughout the duration of this engagement. The timely completion of this engagement will depend on the availability of the necessary Customer personnel.
- Engineer shall provide updates to Customer regarding the project. Solutions Consultant shall be the Customer's primary contact for any questions regarding billing.
- The timely completion of this engagement will also depend on the availability and delivery of the products associated with this SOW from other vendors. Any shipping and delivery dates are approximate and are not guaranteed and are subject to the current availability of products from third party vendors, production schedules of third-party vendors, and supply chain delays and shortages, all of which are outside the control of HBS. Such delays may extend the duration of the project and may result in budget impacts and increased time to manage resources against the estimated product delivery. If a delay may impact the project, the parties shall utilize the change order process to address the impacts of such delay.
- Any potential dependencies discovered prior to or during implementation will be communicated to Customer and HBS to determine impact to the timing, scope and pricing for the project, and the parties shall utilize the Change Order process as necessary.

## Customer Responsibilities

### *Site and System(s) Readiness*

The items listed below shall be the responsibility of the customer:

- Customer to provide remote access to all systems necessary to continue setup remotely once equipment is online.



- Customer is responsible for verifying all needed network port and power outlet density will support the Nutanix system running in parallel with the current environment for the duration of this project.
- Final decommissioning of existing hypervisor, removal of equipment and any licensing left active on the old system are the responsibility of the Customer.
- Customer is responsible for providing Veeam licensing that supports all hypervisors in this project, including Nutanix. Nutanix will not work with socket-based licensing. No licensing is included in this scope unless otherwise specified.
- Customer will need to provide IP addresses for all needs during this project. For best security, it is recommended that new subnets be created specifically for Nutanix and Veeam.
- Provide access to the physical equipment to be replaced
- Provide credentials and remote access to the equipment to be replaced
- Communicate any outage or maintenance windows internally to customer stakeholders
- Ensure that sufficient environment for installation exists; Rack Space, Cooling, Power, Connectivity and cabling

#### *Working Conditions and Access*

The items listed below shall apply to the extent applicable:

- Customer will provide a Single Point of Contact with decision making ability to interface with HBS. This person is responsible for signing off on Scope of Work and Change Order documents throughout the project.
- Customer will provide Subject Matter Experts (SMEs) when required by project personnel and/or project activities. If delays in the project timeline are a result of delayed access to SME personnel or any other Customer delays, Customer may be subject to additional charges.
- Customer will provide HBS with access, including all password and logins, to required existing network or system assets listed in the scope.
- Customer will provide HBS with proper access and workspace areas at Customer locations that includes internet, physical and remote access to in scope infrastructure or systems.
- Customer will allow the HBS engineer to connect their computer to Customer network in order to perform their duties. HBS will allow Customer to examine said notebook for current anti-virus software, if needed.
- Customer will allow HBS unescorted access to computer rooms, equipment closets and the general facility. If unescorted access is not available, Customer shall assign access levels appropriately and coordinate escorts.
- Customer will provide adequate access and credentials required for the assessment of all components or systems listed in the scope.
- Customer will provide remote access prior to, and throughout, the project if required.
- Customer will have working Internet access available where the work will be performed.
- Customer is responsible for resolving problems outside the SOW that are beyond the control of HBS. These shall include but not be limited to software/firmware bugs, vendor engineering support cases, hardware failures, telecommunication circuits, server issues, desktop issues, the acts or omissions of any third party, or any other occurrence not caused by HBS. HBS can assist with these out-of-scope issues through the Change Order process or on a time and materials basis.

#### *Testing, Notification and Change Control*

- Customer will provide advanced notification of any network outages or changes during the implementation period.
- Customer will assist with the creation of and perform user acceptance testing and post-migration end-point validations.
- HBS and Customer will provide 48-hour notification of any schedule changes.



- Customer will assist with the design, testing and validation of the project Deliverables.
- Customer and HBS agree that work shall progress when Customer staff is not available to participate.

## Deliverables

The following are the deliverables HBS will provide to Customer (hereinafter referred to as “Deliverables”) for this project:

Any change to the Deliverables listed below will require a Change Order.

#	Deliverables
1	Switching Infrastructure Updates
2	Nutanix Cluster Provisioned, Prism and MOVE services
3	Documentation

## Fixed Fee Pricing

This SOW is fixed fee. Any additional work required under a Change Order will also be billed to City of Pittsburgh

Service and equipment identified in this SOW do not include any taxes that may be applicable. Any such taxes shall be specified on an invoice as a separate line item.

City of Pittsburgh agrees to compensate HBS for providing the Deliverables as stated in this scope.

## Project Completion

Project will be complete when all Deliverables have been provided to Customer.

Customer will have seven (7) business days to review the Deliverables for the project. If HBS does not receive a written notice of rejection describing the basis for rejection within this period, the Deliverables will be considered accepted.

After the completion of the project, support may be obtained by contacting the HBS Account Manager. Support will be billed at an agreed upon rate for services rendered.

## Change Management

Additional products and services beyond the In-Scope deliverables listed above are considered out of scope and require a Change Order executed by the parties before any such work can be performed. Any additions, deletions, or modifications to the Agreement, regardless of change to project value, require a Change Order.

## Terms

**Binding Agreement.** This SOW describes the professional services and/or products, and results to be provided by HBS. Upon execution, this SOW shall be contractually binding on the parties. The HBS Standard Terms and Conditions are also made part of this Agreement.



Order of Precedence. Any ambiguity or inconsistency between or among the statements of this SOW and the Standard Terms and Conditions shall be resolved by giving priority and precedence in the following order:

- Statement of Work
- Standard Terms and Conditions

Work Hours. All professional services work will be completed during the normal business hours of 8:00 am – 5:00 pm Monday - Friday Central Time. Any work occurring after 5:00 pm or before 8:00 am or on weekends is subject to a bill rate of 1.5 times the normal rate, unless the parties agree otherwise in writing. If any change to the above-stated work hours is required, whether due to shipping or delivery delays or any other reason, the parties shall utilize the Change Order process.

General. No other promises have been made related to this SOW except for those stated in this SOW. This SOW supersedes all other agreements or promises related to this project and SOW. HBS shall not be responsible for any delay caused by the Customer or its vendors or contractors, equipment or shipping delays, or any other occurrence not caused by HBS.

Confidentiality. Each party may have access to confidential information concerning the methodologies, pricing, and business practices of the other. Neither party shall make any use of such information of the other party except in connection with the exercise of its rights and responsibilities under this SOW.

## Approval

An authorized signature indicates acceptance of all terms of this SOW. The individual signing warrants and represents that the individual is a duly authorized representative with full authority to enter into this Agreement on behalf of the individual's organization.

**Pitt - Nutanix Veeam Arista Infrastructure Refresh**
**Quote #390495 v3**
**Prepared For:**
**City of Pittsburgh**

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**Date Issued:**
**11.13.2025**
**Expires:**
**12.06.2025**

Nutanix Hardware/Software		Price	Qty	Ext. Price
<b>Production</b>				
NX-8170-G10-6714P-CM	<b>NX-8170-G10, 1 Node; 2x Intel Xeon 6714P processor (4.0 GHz/ 8-core/ 165W, Granite Rapids SP) per node - 1U - AIOM, 15-Pin VGA, 1 x 100/1000 (IPMI), 2 x USB 3.2 - Power Supply</b>	\$14,537.12	4	\$58,148.48
C-MEM-64GB-6400-CM	<b>64GB MEMORY MODULE (6400MHZ DDR5 RDM)</b>	\$385.88	32	\$12,348.16
C-NVM-7.68TB-AB1A-CM	<b>7.68 TB NVME SSD-PCIE GEN5 (U.2)</b>	\$1,019.70	24	\$24,472.80
C-LOM-10G2D1BT-CM	<b>LOM MODULEBROADCOM 10GBE, 2-PORT, BASE-T NIC (BCM 57416)</b>	\$493.61	4	\$1,974.44
C-NIC-25G2E1-CM	<b>SMC 25/10GBE, 2-PORT, NIC(INTEL E810) TRANSCEIVER NOT INCLUDED</b>	\$404.60	8	\$3,236.80
C-PWR-4FC13C14A-CM	<b>C13/C14, 10A, 4FT POWER CORD</b>	\$20.50	8	\$164.00
C-TPM-2.0-U-C-CM	<b>TPM 2.0 MODULE UNPROVISIONED</b>	\$67.43	4	\$269.72
SWA-NCI-ADR-PR	<b>SUBSCRIPTION, NUTANIX CLOUD INFRASTRUCTURE (NCI) ADVANCED REPLICATION ADD-ON SOFTWARE LICENSE &amp; PRODUCTION SOFTWARE SUPPORT SERVICE FOR 1 CPU CORE</b>	\$197.70	64	\$12,652.80
TERM-MONTHS	<b>NUTANIX TERM IN MONTHS</b>	\$0.00	60	\$0.00
S-HW-PRD	<b>24/7 PRODUCTION LEVEL HW SUPPORT FOR NUTANIX HCI APPLIANCE</b>	\$3,021.44	4	\$12,085.76
SUPPORT-TERM	<b>SUPPORT TERM IN MONTHS</b>	\$0.00	60	\$0.00
PROMO-SW-NCI-PRO-PR	<b>SUBSCRIPTION, NUTANIX CLOUD INFRASTRUCTURE (NCI) PRO SOFTWARE LICENSE &amp; PRODUCTION SOFTWARE SUPPORT SERVICE FOR 1 CPU CORE. ONE-TIME PROMOTIONAL OFFER-INCLUDES A FREE FIRST-YEAR SUBSCRIPTION. FOR NEW CUSTOMERS ONLY.</b>	\$1,355.07	64	\$86,724.48
TERM-MONTHS	<b>NUTANIX TERM IN MONTHS</b>	\$0.00	60	\$0.00
PLATFORM INTEGRATION	<b>PLATFORM INTEGRATION FEE</b>	\$0.00	1	\$0.00
<b>Production Subtotal</b>				<b>\$212,077.44</b>
<b>File</b>				
NX-8155-G9-4514Y-CM	<b>NX-8155-G9, 1 NODE 2X INTEL XEON-SILVER 4514Y PROCESSOR (2 GHZ/ 16-CORE/ 150W,EMERALD RAPIDS) PER NODE</b>	\$10,330.68	4	\$41,322.72



Nutanix Hardware/Software		Price	Qty	Ext. Price
C-MEM-32GB-5600-CM	<b>32GB MEMORY MODULE (5600MHZ DDR5 RDM)</b>	\$220.90	64	\$14,137.60
C-HDD-18TB-EA-CM	<b>18TB, 3.5IN HDD</b>	\$514.65	32	\$16,468.80
C-NVM-7.68TB-B-CM	<b>7.68 TB NVME SSD</b>	\$1,023.60	16	\$16,377.60
C-HBA-3816-1N-A-CM	<b>12GB/S GEN4 HBA</b>	\$907.37	4	\$3,629.48
C-LOM-10G2D1BT-CM	<b>LOM MODULEBROADCOM 10GBE, 2-PORT, BASE-T NIC (BCM 57416)</b>	\$493.61	4	\$1,974.44
C-NIC-25G2D1-CM	<b>SMC 25/10GBE, 2-PORT, NIC (BCM 57414) TRANSCEIVER NOT INCLUDED</b>	\$386.12	8	\$3,088.96
C-PWR-4FC13C14A-CM	<b>C13/C14, 10A, 4FT POWER CORD</b>	\$20.50	8	\$164.00
C-TPM-2.0-U-CM	<b>TPM 2.0 MODULE UNPROVISIONED</b>	\$76.87	4	\$307.48
SW-NUS-PRO-PR	<b>SUBSCRIPTION, NUTANIX UNIFIED STORAGE (NUS) PRO SOFTWARE LICENSE &amp; PRODUCTION SOFTWARE SUPPORT SERVICE FOR 1 TIB OF DATA STORED</b>	\$1,318.16	150	\$197,724.00
TERM-MONTHS	<b>NUTANIX TERM IN MONTHS</b>	\$0.00	60	\$0.00
S-HW-PRD	<b>24/7 PRODUCTION LEVEL HW SUPPORT FOR NUTANIX HCI APPLIANCE</b>	\$2,927.05	4	\$11,708.20
SUPPORT-TERM	<b>SUPPORT TERM IN MONTHS</b>	\$0.00	60	\$0.00
PLATFORM INTEGRATION	<b>PLATFORM INTEGRATION FEE</b>	\$0.00	1	\$0.00
<b>File Subtotal</b>				<b>\$306,903.28</b>
<b>Disaster Recovery</b>				
NX-8170-G10-6714P-CM	<b>NX-8170-G10, 1 Node; 2x Intel Xeon 6714P processor (4.0 GHz/ 8-core/ 165W, Granite Rapids SP) per node - 1U - AIOM, 15-Pin VGA, 1 x 100/1000 (IPMI), 2 x USB 3.2 - Power Supply</b>	\$14,537.12	4	\$58,148.48
C-MEM-64GB-6400-CM	<b>64GB MEMORY MODULE (6400MHZ DDR5 RDM)</b>	\$385.88	32	\$12,348.16
C-NVM-7.68TB-AB1A-CM	<b>7.68 TB NVME SSD-PCIE GEN5 (U.2)</b>	\$1,019.70	24	\$24,472.80
C-LOM-10G2D1BT-CM	<b>LOM MODULEBROADCOM 10GBE, 2-PORT, BASE-T NIC (BCM 57416)</b>	\$493.61	4	\$1,974.44
C-NIC-25G2E1-CM	<b>SMC 25/10GBE, 2-PORT, NIC(INTEL E810) TRANSCEIVER NOT INCLUDED</b>	\$404.60	8	\$3,236.80
C-PWR-4FC13C14A-CM	<b>C13/C14, 10A, 4FT POWER CORD</b>	\$20.50	8	\$164.00
C-TPM-2.0-U-C-CM	<b>TPM 2.0 MODULE UNPROVISIONED</b>	\$67.43	4	\$269.72
SWA-NCI-ADR-PR	<b>SUBSCRIPTION, NUTANIX CLOUD INFRASTRUCTURE (NCI) ADVANCED REPLICATION ADD-ON SOFTWARE LICENSE &amp; PRODUCTION SOFTWARE SUPPORT SERVICE FOR 1 CPU CORE</b>	\$197.70	64	\$12,652.80
TERM-MONTHS	<b>NUTANIX TERM IN MONTHS</b>	\$0.00	60	\$0.00

Nutanix Hardware/Software		Price	Qty	Ext. Price
S-HW-PRD	24/7 PRODUCTION LEVEL HW SUPPORT FOR NUTANIX HCI APPLIANCE	\$3,021.44	4	\$12,085.76
SUPPORT-TERM	SUPPORT TERM IN MONTHS	\$0.00	60	\$0.00
PROMO-SW-NCI-PRO-PR	SUBSCRIPTION, NUTANIX CLOUD INFRASTRUCTURE (NCI) PRO SOFTWARE LICENSE & PRODUCTION SOFTWARE SUPPORT SERVICE FOR 1 CPU CORE. ONE-TIME PROMOTIONAL OFFER-INCLUDES A FREE FIRST-YEAR SUBSCRIPTION. FOR NEW CUSTOMERS ONLY.	\$1,355.07	64	\$86,724.48
TERM-MONTHS	NUTANIX TERM IN MONTHS	\$0.00	60	\$0.00
PLATFORM INTEGRATION	PLATFORM INTEGRATION FEE	\$0.00	1	\$0.00
Disaster Recovery Subtotal				\$212,077.44
			Subtotal:	\$731,058.16

Veeam Hardware/Software		Price	Qty	Ext. Price
7DGDS62400	CUSTOM LENOVO THINKSYSTEM SR650 V4 CITY OF PITTSBURG MC30244521 02/11/2026	\$21,048.28	2	\$42,096.56
Veeam Software				
P-ADVUL-0I-SU5YP-00	VEEAM DATA PLATFORM ADVANCED UNIVERSAL SUBSCRIPTION LICENSE. INCLUDES ENTERPRISE PLUS EDITION FEATURES. 10 INSTANCE PACK. 5 YEARS SUBSCRIPTION UPFRONT BILLING & PRODUCTION (24/7) SUPPORT. PUBLIC SECTOR.	\$7,370.67	7	\$51,594.69
Veeam Cloud Vault				
V-VLTFDN-TB-SU5YP-CR	VEEAM DATA CLOUD VAULT FOUNDATION FOR AZURE. 1 TB. 5 YEARS SUBSCRIPTION UPFRONT BILLING & PRODUCTION (24/7) SUPPORT. CORE REGION DATA CENTER.	\$758.05	100	\$75,805.00
			Subtotal:	\$169,496.25

Arista Switching		Price	Qty	Ext. Price
Arista 7050 PRD DC				
DCS-7050SX3-48YC8C-R-P	Promo: Arista 7050X3, 48x25GbE SFP & 8x100GbE QSFP switch, rear- to-front air, 2xAC	\$16,559.38	2	\$33,118.76
SS-CVS-LT-FIX-2-SWITCH-1M	CloudVision as-a-Service Lite SW Subscription License for 1-Month for 1 Switch. Arista Fixed 10G+ Group 2 Platforms.	\$80.62	120	\$9,674.40
SVC-7050SX3-48YC8C-1M-NB	1 Month A-Care Software & NBD Hardware Replacement/Same Day Ship for 7050SX3-48YC8C	\$116.10	120	\$13,932.00
CAB-Q-Q-100G-0.5-P	Promo: 100GbE QSFP100 to QSFP100 twinax copper cable, 0.5M	\$129.06	2	\$258.12
Arista 7050 PRD DC Subtotal				\$56,983.28

Arista Switching		Price	Qty	Ext. Price
<b>Arista 7050 PRD Core</b>				
DCS-7050SX3-24YC4C-S-R	<b>Arista 7050X3, 24x25GbE SFP &amp; 4x100GbE QSFP switch, rear-to-front air, 2xAC</b>	\$12,496.88	2	\$24,993.76
SS-CVS-LT-FIX-1-SWITCH-1M	<b>CloudVision as-a-Service Lite SW Subscription License for 1-Month for 1 Switch. Arista Fixed 10G+ Group 1 Platforms.</b>	\$66.88	120	\$8,025.60
SVC-7050SX3-24YC4CS-1M-NB	<b>1 Month A-Care Software &amp; NBD Hardware Replacement/Same Day Ship for 7050SX3-24YC4C-S</b>	\$91.12	120	\$10,934.40
CAB-Q-Q-100G-0.5-P	<b>Promo: 100GbE QSFP100 to QSFP100 twinax copper cable, 0.5M</b>	\$129.06	2	\$258.12
<b>Arista 7050 PRD Core Subtotal</b>				<b>\$44,211.88</b>
<b>Arista 7050 DR DC</b>				
DCS-7050SX3-24YC4C-S-R	<b>Arista 7050X3, 24x25GbE SFP &amp; 4x100GbE QSFP switch, rear-to-front air, 2xAC</b>	\$12,496.88	2	\$24,993.76
SS-CVS-LT-FIX-1-SWITCH-1M	<b>CloudVision as-a-Service Lite SW Subscription License for 1-Month for 1 Switch. Arista Fixed 10G+ Group 1 Platforms.</b>	\$66.88	120	\$8,025.60
SVC-7050SX3-24YC4CS-1M-NB	<b>1 Month A-Care Software &amp; NBD Hardware Replacement/Same Day Ship for 7050SX3-24YC4C-S</b>	\$91.12	120	\$10,934.40
CAB-Q-Q-100G-0.5-P	<b>Promo: 100GbE QSFP100 to QSFP100 twinax copper cable, 0.5M</b>	\$129.06	2	\$258.12
<b>Arista 7050 DR DC Subtotal</b>				<b>\$44,211.88</b>
			Subtotal:	<b>\$145,407.04</b>

\* Optional

Optional: Arista 720DP Critical Access		Price	Qty	Ext. Price
<b>Arista 720DP Critical Access</b>				
CCS-720DP-24S-M-S-2F-P	<b>Promo: Arista 720DP, 24 x 1G POE, 4x10G SFP switch, exp mem, front to rear air, 2 460W AC</b>	\$2,309.38	1	\$2,309.38
CAB-C15-NA	<b>Power Cord, North America, C15 to NEMA5-15P, 13A/125V, 16 AWG, 6FT (2M), UL/CSA</b>	\$0.00	2	\$0.00
SS-CVS-LT-G1-SWITCH-1M	<b>CloudVision as-a-Service Lite SW Subscription License for 1-Month for 1 Switch. Arista Fixed 1G/mG Group 1 Platforms.</b>	\$23.75	60	\$1,425.00
SVC-720DP-24S-M-S-1M-NB	<b>1-Month A-Care Software &amp; NBD Hardware Replacement/Same Day Ship for CCS-720DP-24S-M-S series</b>	\$14.18	60	\$850.80
<b>Arista 720DP Critical Access Subtotal</b>				<b>\$0.00</b>
			* Optional Subtotal:	<b>\$4,585.18</b>

Optics/Cables		Price	Qty	Ext. Price
C-XCVR-SR-SFP28 -ENC	<b>25GBASE-SR SFP28 850NM 100M DOM MMF DUPLEX LC NUTANIX COMP TAA</b>	\$81.25	24	\$1,950.00
SFP-25G-SR-ENC	<b>ENET Arista SFP-25G-SR Compatible TAA Compliant Functionally Identical 25GBASE-SR SFP28 850nm 100m w/DOM Multi Mode Duplex LC - Programmed, Tested, and Supported in the USA, Lifetime Warranty</b>	\$81.25	28	\$2,275.00
LC2-OM4-2M-ENC	<b>ENET 2M LC/LC Duplex Multimode 50/125 10Gb OM4 or Better Aqua Laser Optimized Multi-Mode (LOMM) Fiber Patch Cable 2 meter LC-LC Individually Tested - Lifetime Warranty</b>	\$23.65	28	\$662.20
			Subtotal:	<b>\$4,887.20</b>

HBS Services		Price	Qty	Ext. Price
HBS-FF-PROJECT	<b>Turnkey Fixed Fee Project</b>	\$89,055.00	1	\$89,055.00
			Subtotal:	<b>\$89,055.00</b>

Shipping		Price	Qty	Ext. Price
HBS-SHIPPING-PO	<b>Freight Estimate</b>	\$3,300.00	1	\$3,300.00
			Subtotal:	<b>\$3,300.00</b>

### Non-Returnable/Non-Refundable Language

#### Nutanix Notes:

Nutanix now requires that an actual Customer Purchase Order be provided with any order Heartland submits. If there is no actual end-user PO and one won't be provided in the future, your signature on this quote signifies that you are agreeing to the following statement: "An end-user purchase order will not be issued for this transaction. We understand that all purchase orders to Nutanix are binding and final, and no returns, cancellations, exchanges, refunds, or assignment requests will be accepted."

#### Veeam Note:

Customer understands that all orders for Veeam are final when accepted by Veeam. No cancellations, returns, exchanges or refunds are allowed.

#### Arista Note:

Customer understands that all orders for Arista are final when accepted by Arista. No cancellations, returns, exchanges or refunds are allowed.

### Public Contract Vehicles

TIPS - 220105

Quote Summary		Amount
Nutanix Hardware/Software		\$731,058.16
Veeam Hardware/Software		\$169,496.25
Arista Switching		\$145,407.04

Quote Summary		Amount
Optics/Cables		\$4,887.20
HBS Services		\$89,055.00
Subtotal:		<b>\$1,139,903.65</b>
Shipping:		<b>\$3,300.00</b>
Total:		<b>\$1,143,203.65</b>

  

*Optional Expenses		One-Time
Optional: Arista 720DP Critical Access		\$4,585.18
Optional Subtotal:		<b>\$4,585.18</b>

This Quote does not include any federal or state prevailing wage rates, unless specifically noted. If this project requires compliance with any federal or state prevailing wage laws, the customer must immediately notify Heartland in writing prior to acceptance so that Heartland can provide an updated Quote. Any modifications made after the project commencement will result in additional charges and delays.

This quote may not include applicable sales tax, telecommunications taxes, shipping, handling, and delivery charges. Final applicable sales tax, telecommunications taxes, shipping, handling, and delivery charges are calculated and applied at invoice. The above prices are for hardware/software only, and do not include delivery, setup or installation by Heartland ("HBS") unless otherwise noted. Installation by HBS is available at our regular hourly rates, or pursuant to a prepaid HBSFlex Agreement. This configuration is presented for convenience only. HBS is not responsible for typographical or other errors/omissions regarding prices or other information. Prices and configurations are subject to change without notice. HBS may modify or cancel this quote if the pricing is impacted by a tariff. A 20% restocking fee will be charged on any returned part. Customer is responsible for all costs associated with return of product and a \$25.00 processing fee. No returns, cancellations or order changes are accepted by HBS without prior written approval. This quote and any attached agreement are not subject to termination without cause or for convenience. This quote expressly limits acceptance to the terms of this quote, and HBS disclaims any additional terms. Customer may issue a purchase order for administrative purposes only. By providing your "E-Signature," you acknowledge that your electronic signature is the legal equivalent of your manual signature, and you warrant that you have express authority to execute this agreement and legally bind your organization to this proposal and all attached documents. Any purchase that the customer makes from HBS is governed by HBS' Standard Terms and Conditions ("ST&Cs") located at <http://www.hbs.net/standard-terms-and-conditions>, which are incorporated herein by reference. The ST&Cs are subject to change. When a new order is placed, the ST&Cs on the above-stated website at that time shall apply. If customer has signed HBS' ST&Cs version 2022.v1.0 or later, or the parties have executed a current master services agreement, the signed agreement shall control over any conflicting terms in the version on the website. If a current master services agreement does not cover the purchase of products, the ST&Cs located on the website shall govern the purchase of products. Certain purchases also require customer to be bound by end user terms and conditions. A list of end user terms and conditions related to various manufacturers and vendors is set forth at <https://www.hbs.net/End-User-Agreements>. Any purchase that customer makes is also governed by the applicable end user terms and conditions, which are incorporated herein by reference. If customer has questions about whether end user terms and conditions apply to a purchase, customer shall contact HBS. Any order(s) that exceeds the credit limit assigned by HBS shall require upfront payment from customer in an amount determined by HBS. HBS shall make this determination at the time of the order, unless customer has previously submitted the required onboarding paperwork. In such event, HBS shall make this determination at the time of quoting. Customer shall ensure that all invoices are timely paid as stated in Section 2 of the ST&Cs, regardless of whether Customer has a financing or leasing company or other third-party issue the purchase order. In the event that a third-party issues the purchase order, Customer shall be required to sign this Quote for purposes of approving the order. QT.2025.v1.0

Acceptance			
<b>Overland Park Kansas Office</b>		<b>City of Pittsburg</b>	
Scott Mastenbrook			
Signature / Name		Signature / Name	Initials
11/13/2025			
Date		Date	