



June 8, 2026

TO: Board of Commissioners

FR: Matt Hewitt

RE: Firewall Replacement

Background

This fiscal year, the Gratiot County Board of Commissioners approved \$20,000 in the Capital Improvement Plan to replace firewalls at four County locations:

- Gratiot County Courthouse
- Animal Control
- Parks & Recreation Office
- MSU Extension Office

These upgrades will replace aging firewalls four aging and a web-content filter with modern next-generation firewall appliances. A typical firewall replacement cycle is approximately 3 to 7 years (depending on the device, licensing, security requirements, and vendor support lifecycle.) The County's current firewalls have been in place since 2019, placing them near the end of a normal replacement cycle.

The new firewalls will improve the County's security posture by providing stronger capabilities to:

- Inspect network traffic
- Detect and block modern threats
- Better manage VPN access
- Apply web content and application controls
- Maintain a supported and secure network perimeter

The device at the courthouse will also replace the County's current web-content filter, allowing us to consolidate functionality into fewer devices while maintaining web content filtering protections.

In accordance with the County's purchasing policy, multiple vendors were contacted for quotes. A pricing breakdown is included below.

Item	Product ID	Product	VC3 Cost	CDW Cost	Insight Cost
Courthouse Firewall	03-SSC-4689	SonicWall NSA2800	\$ 7,710.00	\$ 6,455.90	\$ 6,833.69
Courthouse Firewall Licenses	01-SSC-6112	100 Licenses	\$ 825.00	\$ 894.43	\$ 901.55
MSU Extension Firewall	03-SSC-6961	SonicWall TZ380	\$ 1,875.00	\$ 1,565.20	\$ 1,548.00
Animal Control Firewall	03-SSC-6961	SonicWall TZ380	\$ 1,875.00	\$ 1,565.20	\$ 1,548.00
Parks & Recreation Firewall	03-SSC-6961	SonicWall TZ380	\$ 1,875.00	\$ 1,565.20	\$ 1,548.00
Hardware Total			\$14,160.00	\$12,045.93	\$ 12,379.24
Installation Labor (VC3)			\$ 12,915.64	\$ 12,915.64	\$ 12,915.64
Project Total Cost			\$27,075.64	\$24,961.57	\$ 25,294.88

As VC3 is the County’s contracted managed service provider, we typically do not solicit labor bids from alternative vendors for general IT projects unless needed as VC3 is most familiar with our network setup and therefore most qualified to perform the work.

CDW was the lowest quote on firewall hardware and services.

Request

I request approval to select VC3 as the installation vendor for the Firewall Replacement Capital Improvement Project and CDW as the hardware purchasing vendor.

As the total project cost will exceed the originally approved \$20,000 project budget, I also request approval that \$5,000 be moved from the Network & Reliability Improvements Capital Improvement Project to the Firewall Replacement Capital Improvement Project. This funding is available and not expected to be fully spent.

The additional cost associated with the Firewall Replacement Project is primarily due to increased hardware pricing. While project budgets typically include some flexibility for minor price changes, firewall hardware costs have increased more than anticipated since the project was originally budgeted due to component shortages related to global artificial intelligence data center buildout.



Thank you for choosing CDW. We have received your quote.

Hardware Software Services IT Solutions Brands Research Hub

QUOTE CONFIRMATION

Pricing and Availability Notice

Due to ongoing supply chain challenges, some hardware manufacturers cannot guarantee product availability or pricing until the product is shipped. While we make every effort to honor quoted pricing, if a hardware manufacturer increases its price to CDW after a quote is issued or order is accepted, we may need to update your quoted price to reflect that change irrespective of any timeframes or validity periods set forth in the quote, including up to the date of shipment. In the event of a price adjustment, we will notify you prior to shipment. Any price adjustment would only occur if the hardware manufacturer increases its pricing to CDW.

MATT HEWITT,

Thank you for considering CDW•G for your technology needs. The details of your quote are below. **If you are an eProcurement or single sign on customer, please log into your system to access the CDW site.** You can search for your quote to retrieve and transfer back into your system for processing.

For all other customers, click below to convert your quote to an order.

Convert Quote to Order

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
1CKGZ2B	6/8/2026	FIREWALL PROJECT	5191601	\$12,045.93

QUOTE DETAILS

ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
SonicWall NSA 2800 Secure Upgrade Advanced Edition 3YR (INCLUDES 1YR CSE) Mfg. Part#: 03-SSC-4689 Contract: Sourcewell 121923-CDWG Tech Catalog GOV ONLY (121923)	1	8370137	\$6,455.90	\$6,455.90
SonicWall Firewall SSL VPN - license - 100 users Mfg. Part#: 01-SSC-6112 UNSPSC: 43233204 Electronic distribution - NO MEDIA Contract: Sourcewell 121923 CDWG-Software GOV ONLY (121923)	1	3247236	\$894.43	\$894.43
SonicWall Secure Upgrade Plus Advanced Edition - subscription license (3 ye Mfg. Part#: 03-SSC-6961 Contract: Sourcewell 121923-CDWG Tech Catalog GOV ONLY (121923)	3	8467636	\$1,565.20	\$4,695.60

SUBTOTAL	\$12,045.93
-----------------	--------------------

SHIPPING \$0.00
SALES TAX \$0.00
GRAND TOTAL **\$12,045.93**

PURCHASER BILLING INFO	DELIVER TO
Billing Address: GRATIOT COUNTY INFORMATION MAN 214 E CENTER ST ITHACA, MI 48847-1446 Phone: (989) 875-5215 Payment Terms:	Shipping Address: GRATIOT COUNTY - IT DEPT ATTN:MATT HEWITT 214 E CENTER STREET ITHACA, MI 48847 Phone: (989) 875-5215 Shipping Method: DROP SHIP-GROUND
	Please remit payments to: CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515



Sales Contact Info

Alley Van Nieuwenhuyse | (877) 325-7299 | alley.vannieuwenhuyse@cdwg.com

Need Help?



My Account



Support



Call 800.800.4239

[About Us](#) | [Privacy Policy](#) | [Terms and Conditions](#)

This order is subject to CDW's Terms and Conditions of Sales and Service Projects at <http://www.cdw.com/content/terms-conditions/product-sales.aspx>

For more information, contact a CDW account manager.

© 2026 CDW•G LLC, 200 N. Milwaukee Avenue, Vernon Hills, IL 60061 | 800.808.4239

Insight Quote 229520131 for Account #: 10962043 was submitted by mhewitt@gratiotmi.com

From MMCP@insight.com <MMCP@insight.com>

Date Mon 6/8/2026 3:00 PM

To MMCP@insight.com <MMCP@insight.com>; MIKE.STETSON@INSIGHT.COM <MIKE.STETSON@INSIGHT.COM>; STEVE.FIESTER@INSIGHT.COM <STEVE.FIESTER@INSIGHT.COM>; _ips_weborder@insight.com <_ips_weborder@insight.com>; Matt Hewitt <mhewitt@gratiotmi.com>



[My Account](#) | [Help](#) | [Contact us](#) | (800) 434-4332

Thank you for your quote. Details about this quote are provided below. If you have any questions about your quote, feel free to reach out to your sales representative or Customer Service team at (800) 434-4332. Please note, pricing and availability are subject to change without notice. All quotes will be reviewed and you will be notified of any discrepancies.

Quote Information

Quote Number: 229520131
Quote Name: Firewall Replacement Project
Date quote created: 08-Jun-2026
Reference number: 85358086
Account Number: 10962043
Account name: MI Dept of Technology Mgmt & Budget
Client name: Matt Hewitt
Client E-mail Address: mhewitt@gratiotmi.com
Sales representative: Insight MMCP
Sales rep E-mail Address: MMCP@insight.com
Rep phone number: 800-434-4332

Summary

Subtotal	USD \$12,379.24
Shipping Estimate	USD \$0.00
Tax	USD \$0.00
Total	USD \$12,379.24

Additional Information

Ship to Location
Direct Ship To Site

Shipping address


Matt Hewitt - IT Department
Gratiot County
214 E CENTER ST
ITHACA, MI 48847-1446
US

Shipping options

Shipping carrier:
SLS Ground

Order | 5 items

Material description	Qty	Unit price	Total
Contract: STATE OF MICHIGAN MASTER COMPUTING PROGRAM HARDWARE # 21000000022			
<p>SonicWall NSA 2800 Secure Upgrade - Advanced Edition - 3 Years (Includes 1 Year CSE) Insight Part#:03-SSC-4689 Mfr #:03-SSC-4689</p>	1	USD \$6,833.69	USD \$6,833.69

Material description	Qty	Unit price	Total
 SonicWall TZ380 Secure Upgrade Plus - Advanced Edition 3YR (Includes 1YR CSE) Insight Part#:03-SSC-6961 Mfr #:03-SSC-6961	3	USD \$1,548.00	USD \$4,644.00

Contract: STATE OF MICHIGAN MASTER COMPUTING PROGRAM # 071B6600112

 SonicWall Firewall SSL VPN - license - 100 users Insight Part#:01-SSC-6112 Mfr #:01-SSC-6112	1	USD \$901.55	USD \$901.55
---	---	--------------	--------------

This purchase is subject to Insight's online Terms of Sale unless you are purchasing under an Insight Public Sector, Inc. contract vehicle, in which case, that agreement will govern. Insight's online Terms of Sale can be found at the "terms-and-policies" link below.

SOFTWARE AND CLOUD SERVICES PURCHASES: If your purchase contains any software or cloud computing offerings ("Software and Cloud Offerings"), each offering will be subject to the applicable supplier's end user license and use terms ("Supplier Terms") made available by the supplier or which can be found at the "terms-and-policies" link below. By ordering, paying for, receiving or using Software and Cloud Offerings, you agree to be bound by and accept the Supplier Terms unless you and the applicable supplier have a separate agreement which governs.

Pricing and lead times for certain components, including, but not limited to, DRAM, NAND, DIMMs, and other constrained products, as well as any finished goods containing such components, including third-party provided services, are subject to manufacturer driven changes, government-imposed tariffs, component volatility, and other supply chain disruptions outside of Insight's control. If Insight's cost for such components, either separately or as part of finished goods or a third-party provided service, materially increases, or if supply is withdrawn or reallocated by its suppliers after the date of this quote and before shipment, Insight may re quote the affected line items. Client may accept the revised pricing, adjust configuration as proposed by Insight, or cancel the affected items. This provision regarding manufacturer-driven changes, tariffs, and component volatility takes precedence over any conflicting or inconsistent pricing or cancellation terms in any other agreement or purchase order between the parties.


<https://www.insight.com>.



Revolutionize the way you manage technology

Let us show you how to maximize the value of your [insight.com account](https://www.insight.com) [Get the Newsletter](#)


Schedule a demo


Watch a demo


Download our guide



Description

LOCATIONS IN SCOPE

Primary: 214 E. Center St., Ithaca MI 48847

Animal Control: 2675 W Washington Road, Ithaca MI 48847 US

MSU Extension: 219 N State Street, Alma MI 48801 US

Parks & Recreation: 3181 E Johnson Road, North Star MI 48847 US

EXECUTIVE SUMMARY

- Gratiot County requests to replace the Cisco ASA 5508 Firewall.

SOLUTION DESCRIPTION

- Gratiot County has 4 installed Cisco ASA Firewalls which are old and will be End of Support by August 2026.
- We recommend to replace them with recent SonicWall firewalls.
 - Primary office: SonicWall NSA2800
 - Animal : TZ380
 - MSU: TZ380
 - Parks : TZ380
- Since remote users connect to the Firewall in the Primary office, this configuration will have to be re-configured on the new TZ480. Also the old Anyconnect VPN clients will have to be removed and instead of them, the new Sonicwall client will be installed. DUO configuration will be also re-configured.
- We recommend to allocate 4 hours of remote post support after applying these changes.
- Any extra support or work required, will have to go through a Change Request.

VC3 RESPONSIBILITIES

- Plan and coordinate VC3 resources for the execution of project activities.
- Purchase and configure all required hardware/licensing.
- Provide post-deployment support to the client users as required.
- Work with the primary contact to identify test users and, if applicable, test cases prior/post deployment.
- Develop communication and/or guide and documentation material for end users as required.

CLIENT RESPONSIBILITIES

- Designate a business leader who will act as the primary contact for this project.
- Assist with scheduling and communicating project activities to staff.
- Coordinate with third party vendors.

Description

OUT OF SCOPE

The Company is responsible to perform only the Services described in this Statement of Work Agreement. Any additional services discussed or implied that are not defined explicitly by this SOW will be considered out of scope. All services requested outside of this SOW as detailed above will require a "Change Order" before any services are performed. "Change Order" must be agreed upon by all parties and signed.

CHANGE REQUESTS

When a potential change of scope is identified, the VC3 project manager will review the potential scope change and determine if the request represents a change to the agreed-upon project scope. The Project Manager will review with the project team to estimate the cost of the change and its impact on the project schedule. If the request is identified as a change, VC3 will need to submit an official Change Request document.

CHANGE APPROVALS

The project manager will present an official Change Request document to the client project stakeholders. This official Change Request will outline the expanded scope, budget, and any anticipated impacts to scheduling. Once the official Change Request has been reviewed and approved by the client project stakeholders, the project manager will revise the Project Plan and work on the expanded project scope.

COMMUNICATION MANAGEMENT

Information concerning the project will be communicated to the various stakeholders and project participants in a variety of ways. To ensure the project proceeds on schedule, frequent communication will be necessary to understand the status of the tasks to be completed. The project manager will coordinate weekly status meetings with the client team if required for reviewing the project progress and keeping all activities on track.

Scope of Work

IN-SCOPE SERVICES

VC3 will configure this equipment to adhere to be compliance with CJIS 6.0 Policy and that FIPs certificates are available upon request. These will be configured in "FIPS Mode" if that is required to make use of the certificates and be compliant.

Project Management

VC3 will assign a project manager for the duration of the project to work closely with an assigned Client representative to ensure proper project coordination and planning.

These activities will include:

- Project kickoff meeting to define project resources and timeline

Description

- Documentation of scheduled project activities
- Weekly Project Status meetings and documented updates as needed
- Coordination of VC3 and Gratiot County, MI schedules to ensure successful implementation

- Project closure documentation to formalize end of project

Initiation & Planning Phase

Implementation: Planning, Communication & Coordination

- Planning, Communication & Coordination
- Planning, Communication & Coordination (after hours)

Implementation: Planning, Communication & Coordination

- Planning, Communication & Coordination
- Planning, Communication & Coordination (after hours)

Implementation: Planning, Communication & Coordination

- Planning, Communication & Coordination
- Planning, Communication & Coordination (after hours)

Implementation: Planning, Communication & Coordination

- Planning, Communication & Coordination
- Planning, Communication & Coordination (after hours)

Execution, Monitoring & Controlling Phase

Firewall: NSA2800

A firewall provides advanced protection by combining intrusion prevention, gateway anti-virus, anti-spyware, and content/URL filtering services. Security is by no means simple, but a multi-layer, policy-driven approach using an advanced firewall at the gateway into and out of your network can provide a solid, secure foundation to build upon.

- Receive & Unbox and Inspect
- Activation / Base Configuration/ Firmware Updates
- Apply Device Label, Document device Burn in
- Onsite Installation (after hours)
- Base Device Configuration
- Configure Default ACLs
- Configure Default VLANs
- Advanced Security Configuration
- Site-to-Site VPN Configurations - 1 Tunnel
- Site-to-Site VPN Configurations (after hours) - 1 Tunnel
- Backup Firewall Configuration

Firewall: TZ380

Description

A firewall provides advanced protection by combining intrusion prevention, gateway anti-virus, anti-spyware, and content/URL filtering services. Security is by no means simple, but a multi-layer, policy-driven approach using an advanced firewall at the gateway into and out of your network can provide a solid, secure foundation to build upon.

- Receive & Unbox and Inspect
- Activation / Base Configuration/ Firmware Updates
- Apply Device Label, Document device Burn in
- Onsite Installation (after hours)
- Base Device Configuration
- Configure Default ACLs
- Advanced Security Configuration
- Configure Default VLANs
- Site-to-Site VPN Configurations - 1 Tunnel
- Site-to-Site VPN Configurations (after hours) - 1 Tunnel
- Backup Firewall Configuration

Firewall: TZ380

A firewall provides advanced protection by combining intrusion prevention, gateway anti-virus, anti-spyware, and content/URL filtering services. Security is by no means simple, but a multi-layer, policy-driven approach using an advanced firewall at the gateway into and out of your network can provide a solid, secure foundation to build upon.

- Receive & Unbox and Inspect
- Activation / Base Configuration/ Firmware Updates
- Apply Device Label, Document device Burn in
- Onsite Installation (after hours)
- Base Device Configuration
- Configure Default ACLs
- Advanced Security Configuration
- Configure Default VLANs
- Site-to-Site VPN Configurations - 1 Tunnel
- Site-to-Site VPN Configurations (after hours) - 1 Tunnel
- Backup Firewall Configuration

Firewall: TZ380

A firewall provides advanced protection by combining intrusion prevention, gateway anti-virus, anti-spyware, and content/URL filtering services. Security is by no means simple, but a multi-layer, policy-driven approach using an advanced firewall at the gateway into and out of your network can provide a solid, secure foundation to build upon.

- Receive & Unbox and Inspect
- Activation / Base Configuration/ Firmware Updates
- Apply Device Label, Document device Burn in
- Onsite Installation (after hours)
- Base Device Configuration
- Configure Default ACLs
- Configure Default VLANs
- Advanced Security Configuration
- Site-to-Site VPN Configurations - 1 Tunnel

Description

- Site-to-Site VPN Configurations (after hours) - 1 Tunnel
- Backup Firewall Configuration

DUO:Configure NPS Server for RADIUS

- Add the Network Policy and Access Services Role to the DC
- Download and Install NPS Extension for MFA
- Configure NPS Extension
- Restart NPS Service/Server Reboot
- (MI CJIS Only) DUO Workstation Deployment – Code Only

Remote Access / SSL VPN User Client

This requires removal and reinstall of new clients which will alter the visual for the user and their process.

- Client VPN Installation & Configuration
- ScriptedManual Uninstallation of Old Client VPN Software
- Client VPN Installation & Configuration (After Hours)
- ScriptedManual Uninstallation of Old Client VPN Software (After Hours)

Post support

Out of Scope

Specific examples from this project may be listed below.

- ISP Changes not included in scope

Key Assumptions

The key assumptions for this project are:

- Client will provide access to network/server room for installation.

Key Risks





Key risks for this project are:

- There are no specific Key Risks for this project.

Deliverables

Description
The Company will have completed its responsibilities to this Statement of Work when the following deliverables are complete: <ul style="list-style-type: none"> • There are no specific Deliverables for this project.

- Hardware/Software

Thumbnail	Product Description	Comment	Price	Qty	Extended Price
Location: Primary: 214 E. Center St., Ithaca MI 48847					
	SONICWALL NSA 2800 SECURE UPGRADE ADVANCED EDITION 3YR (INCLUDES 1YR CSE)		\$7,710.00	1	\$7,710.00
	SonicWall Firewall SSL VPN - License - 100 User - TAA Compliant		\$825.00	1	\$825.00
Parks & Recreation: 3181 E Johnson Road, North Star MI 48847 US					
	SONICWALL TZ380 SECURE UPGRADE PLUS - ADVANCED EDITION 3YR (INCLUDES 1YR CSE)		\$1,875.00	1	\$1,875.00
Animal Control: 2675 W Washington Road, Ithaca MI 48847 US					
	SONICWALL TZ380 SECURE UPGRADE PLUS - ADVANCED EDITION 3YR (INCLUDES 1YR CSE)		\$1,875.00	1	\$1,875.00
MSU Extension: 219 N State Street, Alma MI 48801 US					
	SONICWALL TZ380 SECURE UPGRADE PLUS - ADVANCED EDITION 3YR (INCLUDES 1YR CSE)		\$1,875.00	1	\$1,875.00

Subtotal: **\$14,160.00**

- Labor

Thumbnail	Product Description	Comment	Price	Qty	Extended Price
	Labor - Fixed Fee - Setup, Installation, Configuration & Project Management		\$12,915.64	1	\$12,915.64


Subtotal: **\$12,915.64**

- Shipping

Thumbnail	Product Description	Comment	Price	Qty	Extended Price
	Shipping and Handling		\$75.00	1	\$75.00

Subtotal: **\$75.00**

Service Ticket #4615387 - 2025.11 - TFF Replace Court House Firewall

	<p>Prepared by: VC3 Krissy Goins 218-336-2327 quotes.Kristine.Goins@vc3.com</p>	<p>Prepared for: Gratiot County, MI 214 E Center St Ithaca, MI 48847 Matt Hewitt +19898755267 mhewitt@gratiotmi.com</p>	<p>Quote Information: Quote #: KG014563 Version: 1 Delivery Date: 03/16/2026 Expiration Date: 04/13/2026</p>
--	---	---	--

Quote Summary

Description	Amount
- Hardware/Software	\$14,160.00
- Labor	\$12,915.64
- Shipping	\$75.00
Total:	\$27,150.64

- Applicable taxes & Environmental Surcharges will be added.
- All product transfer of ownership and invoicing occurs upon VC3's receipt of the product.
- Pricing & Availability is subject to change without notice.
- Shipping and handling costs may not be included in this quote, as these costs are variable. Adjusted shipping and handling costs may be applied to the final invoice.
- VC3 makes NO WARRANTY either expressed or implied, regarding performance or suitability for any purpose of the above products. The customer assumes responsibility for understanding the warranty, if any, of the manufacturer or VC3.
- If not included in agreement, travel will be billed separately.
- In the case hardware/software total exceed \$100k, VC3 will require a 50% deposit of the hardware/software total to secure the order. Deposit is payable immediately to VC3.
- Returns:
 - No returns will be accepted unless first approved by VC3 Inc.
 - Approved returns are subject to a 20% restocking fee.
 - Approved return of in-stock items will be accepted within 10 business days of purchase, if merchandise is unopened and packaging is undamaged.
 - Open box items are not returnable
 - Approved defective returns must be shipped to VC3 within 10 business days of said approval

VC3

Gratiot County, MI

Kristine Goins

Name: Krissy Goins

Title: Senior Client Solutions Specialist

Date: 03/16/2026

Name: Matt Hewitt

Date: _____