

**SOLE SOURCE/SINGLE SOURCE**

December 17, 2019

City Procurement and Utility District  
City of Riviera Beach, Florida  
600 West Blue Heron Blvd.  
Riviera Beach, FL 33404

**Re: Check Point Products/Services**

To the Procurement Department:

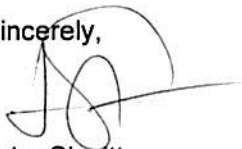
We hereby confirm that Check Point Software Technologies Ltd. ("Check Point" or "Supplier") is the only provider of Check Point products/services as described on Quotation No. Q7784332-V02 attached hereto as Exhibit A. We believe that the prices/terms set forth are deemed reasonable for the value presented. These products can only be purchased from an authorized Check Point reseller.

Check Point products/services contain unique U.S. patent protected technologies that make Check Point products innovative. Check Point is a leading provider for the firewall technology necessary to upgrade the City's SCADA systems to be Homeland Security compliant. Check Point is a leading provider of Firewall and Security Products to government and industry.

If you have any questions regarding the foregoing, please contact Mr. Nestor Valconi, Territory Account Manager, Check Point Software Technologies, at email: [NValconi@checkpoint.com](mailto:NValconi@checkpoint.com).

Thank you.

Sincerely,



John Slavitt  
General Counsel

**EXHIBIT A**

Quotation No. Q7784332-V02

[Edit or delete this section]

Check Point Software Technologies Ltd., the largest global security vendor, provides industry-leading solutions. Check Point products protect you from cyberattacks with an unmatched catch rate of malware and other types of attacks. Check Point offers a complete security architecture, defending the entire enterprise, from networks to mobile devices, and the most comprehensive and intuitive security management. Check Point protects over 100,000 organizations of all sizes. At Check Point, we secure the future.

**Sales Quote Q7784332-V02**

City of Riviera Beach - SCADA 3yrs

Provided to:

Customer	(Customer Name)
Customer Contact	(Customer e-mail)
User Center Account	No account selected
Valid Until	07-Dec-2019

Issued by:

Reseller   Partner	Lew Flagler Technologies - USA   2 Stars
Reseller Contact	(Reseller e-mail)
Distributor	Tech Data Corporation
Distributor Contact	(Distributor e-mail)
Date	07-Nov-2019

**Product Details**

Description	SKU	Category	List Price	Qty	Discount(%) (nfigurable)	Net Price
<b>2x 3200 Appliance with SSD Solution with NGTP service package for 3 years</b>						\$25,200
3200 Next Generation Threat Prevention Appliance with SSD	CPAP-SG3200-NGTP-SSD	P	\$8,200	1	0%	\$8,200
3200 Next Generation Threat Prevention Appliance for High Availability with SSD	CPAP-SG3200-NGTP-SSD-HA	P	\$6,560	1	0%	\$6,560
Next Generation Threat Prevention Package subscription for 2 year for 3200 Appliance	CPSB-NGTP-3200-2Y	S	\$5,800	1	0%	\$5,800
Next Generation Threat Prevention Package subscription for 2 year for 3200 Appliance HA	CPSB-NGTP-3200-2Y-HA	S	\$4,640	1	0%	\$4,640
<b>Smart-1 405 Appliance for 5 gateways Solution with service package for 3 years</b>						\$10,500
Smart-1 405 Next Generation Security Management Appliance for 5 gateways (SmartEvent & Compliance 1 year)	CPAP-NGSM405	P	\$7,500	1	0%	\$7,500
SmartEvent and SmartReporter blade for 5 gateways (Smart-1 & open server) 2 year subscription	CPSB-EVS-5-2Y	S	\$3,000	1	0%	\$3,000
<b>Travel and Business Related Expenses</b>						\$1
Travel and Business Related Expenses	CPTS-PRO-TE	N	\$1	1	0%	\$1
<b>Professional Services daily rate</b>						\$20,000
Professional Services daily rate	CPTS-PRO-CON-DAILY	V	\$2,500	8	0%	\$20,000
<b>Other-Product</b>						\$58,500
Other-Product	Other-Cat P	P	\$19,500	3	0%	\$58,500

**Support Details**

Support Program	SKU	Category	List Price	Qty	Discount(%) (nfigurable)	Net Price
Premium Direct Enterprise Support For 3 Years	CPES-SS-PREMIUM-ADD	S	\$13,845	\$13,845	18%	\$11,353

Products & Services Total

Support Total

**Grand Total**

\$114,201

\$11,353

**\$125,554**