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 Santa Clara, CA 95054  
 Phone: (408) 988-3290  
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## Sales Proposal

**Proposal No.** BDSQ26903

**Created Date:** 02/28/11

**Customer:**  
 County of El Dorado  
 Attn: Tom Straling  
 360 Fair Lane  
 Placerville, CA 95667-4103  
 Phone: (530) 821-6415  
 Email: tom.straling@edcgov.us

**Ship To:**  
 County of El Dorado  
 Tom Straling  
 360 Fair Lane  
 Placerville, CA 95667-4103

**Account Manager**  
 Todd Mitchell  
 Phone: (559) 222-1431  
 Fax: (559) 570-0188  
 Email: tmitchell@bdata.com

**Sales Support Rep**  
 Morgan Kaiser  
 Phone: 861-203-4867  
 Fax: 861-215-6353  
 Email: mkaiser@bdata.com

**FOB**      **Terms**      **Notes**  
 Net 30

\*CUSTOMER IS RESPONSIBLE FOR PAYING TAX & SHIPPING CHARGES, THESE CHARGES WILL BE BILLED ON THE INVOICE\*

Item	Mfr.	Part No.	Qty	Description	Unit List Price	Unit Price	Ext. Price
1				<b>OPTION 3 Co-Term IEA and ESA through 6/22/2014</b>			
2	Cisco Ironport	EBUN-1A-GV-SQR-3Y-REN	1	Email Bundle Renewal, Single Appliance, 3 Years Anti-Spam, 3 Years Anti-Virus, 3 Years Virus Outbreak Filters and 3 Years Platinum Support. 6/23/2011 - 6/22/2014. S/N 1QX4JM1 Quantity 1400	\$40,754.00	\$30,791.91	\$30,791.91
3	Cisco Ironport	PXE-IEA-GV-3Y	1	Cisco IronPort PXE Encryption for IEA Government, 3 Year License Key. Term 10/11/2011 through 6/22/2014 or 985 days Quantity 750	\$36,822.81	\$27,821.68	\$27,821.68
4	Cisco Ironport	SP-IEA-P-3Y	1	Platinum Support for Cisco IronPort Encryption Appliance, 0/11/2011 through 6/22/2014 or 985 days. Quantity 1	\$7,286.30	\$5,586.17	\$5,586.17

Item	Mfr.	Part No.	Qty	Description	Unit List Price	Unit Price	Ext. Price
Remit payments To:						SubTotal	\$84,199.76
BEAR Data Solutions, Inc. Dept 34008, PO Box 39000 San Francisco, CA 94139						Sales Tax	\$0.00
						Estimated Shipping	\$0.00
						<b>Total</b>	<b>\$84,199.76</b>

**Abbreviated Terms and Conditions:**

- \* By accepting this proposal, Customer agrees to the Terms and Conditions located at [http://www.beardatasolutions.com/pdf/terms\\_conditions.pdf](http://www.beardatasolutions.com/pdf/terms_conditions.pdf), as amended from time to time.
- \* This proposal is valid for 15 day and subject to revision if/when vendor's prices go up.
- \* Invoices are generated when product is shipped from third party vendor.
- \* Customer agrees to pay invoice in full within 30 days of invoice date.
- \* Customer agrees to pay a late fee of 18% per annum for any past due balance.
- \* Freight estimated at \$1.36 per pound ground shipping.

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Purchase Order

ACCEPTED BY: \_\_\_\_\_ Date: \_\_\_\_\_

Compliance regulations require an official PO be submitted for order processing.

*John Mitchell* 5/17/11  
 Senior Account Executive