

City of Joliet

150 West Jefferson Street
Joliet, IL 60432



Meeting Agenda - Final

Wednesday, February 4, 2026
8:30 AM

City Hall, Executive Conference Room

Communication, Technology & Information Systems Committee

Committee Members

Councilwoman Sherri Reardon, Chairperson
Councilman Cesar Cardenas
Councilman Juan Moreno

Citizens who are unable to attend the meeting can email comments in advance of the meeting to publiccomment@joliet.gov.

ROLL CALL

APPROVAL OF MINUTES

Approval of the Minutes of the Communication, Technology & [TMP-9494](#)
Information Systems Committee Meeting on January 7, 2026

Attachments: [CTIS Meeting Minutes - Jan 7 2026.pdf](#)

CITIZENS TO BE HEARD ON AGENDA ITEMS

This section is for anyone wanting to speak regarding agenda items and are allowed a maximum of 4 minutes. It is not a question and answer period and staff, and the Committee members do not generally respond to public comments. The City Clerk has a copy of the public speaking procedures; please note, speakers who engage in conduct injurious to the harmony of the meeting shall be called to order by the Presiding Officer and may forfeit the opportunity to speak.

AGENDA ITEMS

Award of Contract to Esri for an Enterprise License Agreement in [TMP-9482](#)
the Amount of \$361,626.00.

Attachments: [City of Joliet Esri Enterprise Agreement Contract.pdf](#)

Award of Contract to CDWG for Core Network Switch Replacement [TMP-9492](#)
in the Amount of \$62,953.12

Attachments: [CDWG - CORE SWITCH REPLACEMENT - QUOTE PRCT174.pdf](#)

Award of Contract to Heartland Business Systems for the Nutanix [TMP-9493](#)
Server Replacement Project in the Amount of \$223,922.42

Attachments: [Nutanix Cluster.pdf](#)

NEW OR OLD BUSINESS, NOT FOR FINAL ACTION OR RECOMMENDATION

PUBLIC COMMENT

This section is for anyone wanting to speak regarding non-agenda items and are allowed a maximum of 4 minutes. It is not a question and answer period and staff, and the Committee members do not generally respond to public comments. The City Clerk has a copy of the public speaking procedures; please note, speakers who engage in conduct injurious to the harmony of the meeting shall be called to order by the Presiding Officer and may forfeit the opportunity to speak.

CLOSED SESSION to discuss the following subjects:

ADJOURNMENT

This meeting will be held in an accessible location. If you need a reasonable accommodation, please contact The City Clerk Office, 150 West Jefferson Street, Joliet, Illinois 60432 at (815) 724-3780.



City of Joliet

150 West Jefferson Street
Joliet, IL 60432

Memo

File #: TMP-9494

Agenda Date: 2/4/2026



City of Joliet

150 West Jefferson Street
Joliet, IL 60432

Communication, Technology & Information Systems Committee Meeting Minutes - Pending Approval

Committee Members

Councilwoman Sherri Reardon, Chairperson
Councilman Cesar Cardenas
Councilman Juan Moreno

Wednesday, January 7, 2026

8:30 AM City Hall, Executive Conference Room

Citizens who are unable to attend the meeting can email comments in advance of the meeting to publiccomment@joliet.gov.

ROLL CALL

Present	Councilwoman Sherri Reardon and Councilman Juan Moreno
Absent	Councilman Cesar Cardenas

ALSO PRESENT: Christopher Sternal, CIO and Amanda Dite, Deputy Director of IT.

APPROVAL OF MINUTES

A motion was made by Councilman Moreno, seconded by Councilwoman Reardon, to approve.

The motion carried by the following vote:

Aye:	Councilwoman Reardon and Councilman Moreno
Absent:	Councilman Cardenas

[**TMP-9329**](#)

Attachments: [MeetingMinutes 12-3-2025.pdf](#)

CITIZENS TO BE HEARD ON AGENDA ITEMS

None.

AGENDA ITEMS

Award of Contract to CDWG for Mimecast Web Security and Critical Protection Cloud Gateway Annual Renewal in the Amount of \$48,880.21

[**TMP-9326**](#)

Attachments: [CDWG Quote PRRQ054 - Mimecast Renewal.pdf](#)
[GL-07282 Cloud Gateway Datasheet.pdf](#)

Christopher Sternal, CIO, discussed the Mimecast Web Security renewal.

A motion was made by Councilman Juan Moreno, seconded by Councilwoman

Sherri Reardon to recommend for approval Award of Contract to CDWG for Mimecast Web Security and Critical Protection Cloud Gateway Annual Renewal in the Amount of \$48,880.21.

The motion carried by the following vote:

Aye: Councilwoman Reardon and Councilman Moreno

Absent: Councilman Cardenas

Award of Contract to CDWG for the Renewal of Barracuda Cloud Data Protection Services

[TMP-9327](#)

Attachments: [Barracuda_Cloud_Archiving_Service_DS_US.pdf](#)
[DS_Entra_ID_US.pdf](#)
[DS-Cloud-to-Cloud-Backup.pdf](#)
[CDWG - Barracuda - PRCN698.pdf](#)

Christopher Sternal, CIO, gave an overview of the Barracuda Cloud Data Protection renewal.

A motion was made by Councilman Juan Moreno, seconded by Councilwoman Sherri Reardon to recommend for approval Award of Contract to CDWG for the Renewal of Barracuda Cloud Data Protection Services.

The motion carried by the following vote:

Aye: Councilwoman Reardon and Councilman Moreno

Absent: Councilman Cardenas

NEW OR OLD BUSINESS, NOT FOR FINAL ACTION OR RECOMMENDATION

None.

PUBLIC COMMENT

None.

ADJOURNMENT

A motion was made by Councilman Moreno, seconded by Councilwoman Reardon to adjourn.

The motion carried by the following vote:

Aye: Councilwoman Reardon and Councilman Moreno

Absent: Councilman Cardenas

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City of Joliet

150 West Jefferson Street
Joliet, IL 60432

Memo

File #: TMP-9482

Agenda Date: 2/4/2026

TO: Communication, Technology & Information Systems Committee

FROM: Chris Sternal, Director of IT

SUBJECT:

Award of Contract to Esri for the Renewal of Existing Enterprise Agreement for Three Years in the Amount of \$361,626.00.

BACKGROUND:

Environmental Systems Research Institute, Inc. (Esri) provides Geographic Information System (GIS) software for the City's data services, mapping, utilities, and planning operations. The enterprise agreement provides our organization with comprehensive access to Esri's GIS platform, including ArcGIS Pro, ArcGIS Online, ArcGIS Enterprise, and a suite of advanced extensions and tools.

CONCLUSION:

The renewal of the enterprise agreement will allow continued use of Esri's online GIS services as well as the enterprise GIS software license which includes maintenance and support for 2026 through 2028. This agreement ensures unlimited deployment of core software across departments, enabling greater collaboration, streamlined workflows, and enhanced spatial analysis capabilities. In addition, the ELA includes premium technical support, software upgrades, and access to Esri's extensive training resources, which will help staff maintain proficiency and leverage new features as they become available. The three-year agreement protects us from yearly rate increases.

Annual Costs

Year	Item	Cost
2026	Esri ELA Year 1	\$120,542.00
2027	Esri ELA Year 2	\$120,542.00
2028	Esri ELA Year 3	\$120,542.00

| Total Cost | \$361,626.00 |

Section 2-438 of the City of Joliet Code of Ordinances states that purchases whose estimated cost is in excess of twenty-five thousand dollars (\$25,000.00) may be awarded without written specifications or bidding under certain circumstances. Three of these circumstances apply:

- (b) Purchases for additions to and repairs and maintenance of equipment owned by the City which may be more efficiently added to, repaired or maintained by a certain person;
- (f) Purchases when authorized by a concurring vote of two-thirds of the Mayor and City Council;

(g) Purchases of professional services.

Sufficient Funds exist utilizing the Information Technology GIS Contractual Services budget (ORG 04044000, OBJ 524200, \$120,542.00)

RECOMMENDATION:

It is recommended that this item be forwarded to City Council with a recommendation to approve.



Environmental Systems Research Institute, Inc.
380 New York St
Redlands, CA 92373-8100
Phone: (909) 793-2853
DUNS Number: 06-313-4175 CAGE Code: 0AMS3

To expedite your order, please attach a copy of this quotation to your purchase order.
Quote is valid from: 1/21/2026 To: 4/21/2026

Quotation # Q-562005

Date: January 21, 2026

Customer # 147408 Contract #

City of Joliet
Information Technology Dept
150 W Jefferson St
Joliet, IL 60432-4148

ATTENTION: Michael DiGiannantonio
PHONE: 815-486-1054
EMAIL: mdigiannantonio@joliet.gov

Material	Qty	Term	Unit Price	Total
193208	1	Year 1	\$120,542.00	\$120,542.00
Populations of 125,000 to 150,000 Small Government Enterprise Agreement Annual Subscription				
193208	1	Year 2	\$120,542.00	\$120,542.00
Populations of 125,000 to 150,000 Small Government Enterprise Agreement Annual Subscription				
193208	1	Year 3	\$120,542.00	\$120,542.00
Populations of 125,000 to 150,000 Small Government Enterprise Agreement Annual Subscription				
				Subtotal: \$361,626.00
				Sales Tax: \$0.00
				Estimated Shipping and Handling (2 Day Delivery): \$0.00
				Contract Price Adjust: \$0.00
				Total: \$361,626.00

Esri may charge a fee to cover expenses related to any customer requirement to use a proprietary vendor management, procurement, or invoice program.

For questions contact: Mitchell Winiecki	Email: mwiniecki@esri.com	Phone: 6514540600 x8301
The items on this quotation are subject to and governed by the terms of this quotation, the most current product specific scope of use document found at https://assets.esri.com/content/dam/esrisites/media/legal/product-specific-terms-of-use/e300.pdf , and your applicable signed agreement with Esri. If no such agreement covers any item quoted, then Esri's standard terms and conditions found at https://go.esri.com/MAPS apply to your purchase of that item. If any item is quoted with a multi-year payment schedule, Esri may invoice at least 30 days in advance of each anniversary date without the issuance of a Purchase Order, and Customer is required to make all payments without right of cancellation. Third-party data sets included in a quotation as separately licensed items will only be provided and invoiced if Esri is able to provide such data and will be subject to the applicable third-party's terms and conditions. If Esri is unable to provide any such data set, Customer will not be responsible for any further payments for the data set. US Federal government entities and US government prime contractors authorized under FAR 51.1 may purchase under the terms of Esri's GSA Federal Supply Schedule. Supplemental terms and conditions found at https://www.esri.com/en-us/legal/terms/state-supplemental apply to some US state and local government purchases. All terms of this quotation will be incorporated into and become part of any additional agreement regarding Esri's offerings. Acceptance of this quotation is limited to the terms of this quotation. Esri objects to and expressly rejects any different or additional terms contained in any purchase order, offer, or confirmation sent to or to be sent by buyer. Unless prohibited by law, the quotation information is confidential and may not be copied or released other than for the express purpose of system selection and purchase/license. The information may not be given to outside parties or used for any other purpose without consent from Esri. Delivery is FOB Origin for customers located in the USA.		



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150 W Jefferson St
Joliet, IL 60432-4148

ATTENTION: Michael DiGiannantonio
PHONE: 815-486-1054
EMAIL: mdigiannantonio@joliet.gov

If you have made ANY alterations to the line items included in this quote and have chosen to sign the quote to indicate your acceptance, you must fax Esri the signed quote in its entirety in order for the quote to be accepted. You will be contacted by your Customer Service Representative if additional information is required to complete your request.

If your organization is a US Federal, state, or local government agency; an educational facility; or a company that will not pay an invoice without having issued a formal purchase order, a signed quotation will not be accepted unless it is accompanied by your purchase order.

In order to expedite processing, please reference the quotation number and any/all applicable Esri contract number(s) (e.g. MPA, ELA, SmartBuy, GSA, BPA) on your ordering document.

BY SIGNING BELOW, YOU CONFIRM THAT YOU ARE AUTHORIZED TO OBLIGATE FUNDS FOR YOUR ORGANIZATION, AND YOU ARE AUTHORIZING ESRI TO ISSUE AN INVOICE FOR THE ITEMS INCLUDED IN THE ABOVE QUOTE IN THE AMOUNT OF \$ _____, PLUS SALES TAXES IF APPLICABLE. DO NOT USE THIS FORM IF YOUR ORGANIZATION WILL NOT HONOR AND PAY ESRI'S INVOICE WITHOUT ADDITIONAL AUTHORIZING PAPERWORK.

Please check one of the following:

I agree to pay any applicable sales tax.

I am tax exempt, please contact me if exempt information is not currently on file with Esri.

Signature of Authorized Representative

Date

Name (Please Print)

Title

The quotation information is proprietary and may not be copied or released other than for the express purpose of system selection and purchase/license. This information may not be given to outside parties or used for any other purpose without consent from Environmental Systems Research Institute, Inc. (Esri).

Any estimated sales and/or use tax reflected on this quote has been calculated as of the date of this quotation and is merely provided as a convenience for your organization's budgetary purposes. Esri reserves the right to adjust and collect sales and/or use tax at the actual date of invoicing. If your organization is tax exempt or pays state tax directly, then prior to invoicing, your organization must provide Esri with a copy of a current tax exemption certificate issued by your state's taxing authority for the given jurisdiction.

Esri may charge a fee to cover expenses related to any customer requirement to use a proprietary vendor management, procurement, or invoice program.

For questions contact: Mitchell Winiecki	Email: mwiniecki@esri.com	Phone: 6514540600 x8301
The items on this quotation are subject to and governed by the terms of this quotation, the most current product specific scope of use document found at https://assets.esri.com/content/dam/esrisites/media/legal/product-specific-terms-of-use/e300.pdf , and your applicable signed agreement with Esri. If no such agreement covers any item quoted, then Esri's standard terms and conditions found at https://go.esri.com/MAPS apply to your purchase of that item. If any item is quoted with a multi-year payment schedule, Esri may invoice at least 30 days in advance of each anniversary date without the issuance of a Purchase Order, and Customer is required to make all payments without right of cancellation. Third-party data sets included in a quotation as separately licensed items will only be provided and invoiced if Esri is able to provide such data and will be subject to the applicable third-party's terms and conditions. If Esri is unable to provide any such data set, Customer will not be responsible for any further payments for the data set. US Federal government entities and US government prime contractors authorized under FAR 51.1 may purchase under the terms of Esri's GSA Federal Supply Schedule. Supplemental terms and conditions found at https://www.esri.com/en-us/legal/terms/state-supplemental apply to some US state and local government purchases. All terms of this quotation will be incorporated into and become part of any additional agreement regarding Esri's offerings. Acceptance of this quotation is limited to the terms of this quotation. Esri objects to and expressly rejects any different or additional terms contained in any purchase order, offer, or confirmation sent to or to be sent by buyer. Unless prohibited by law, the quotation information is confidential and may not be copied or released other than for the express purpose of system selection and purchase/license. The information may not be given to outside parties or used for any other purpose without consent from Esri. Delivery is FOB Origin for customers located in the USA.		

Esri Use Only:
Cust. Name _____
Cust. # _____
PO # _____
Esri Agreement # _____



SMALL ENTERPRISE AGREEMENT COUNTY AND MUNICIPALITY GOVERNMENT (E214-5)

This Agreement is by and between the organization identified in the Quotation ("Customer") and **Environmental Systems Research Institute, Inc. ("Esri")**.

This Agreement sets forth the terms for Customer's use of Products and incorporates by reference (i) the Quotation and (ii) the Master Agreement. Should there be any conflict between the terms and conditions of the documents that comprise this Agreement, the order of precedence for the documents shall be as follows: (i) the Quotation, (ii) this Agreement, and (iii) the Master Agreement. This Agreement shall be governed by and construed in accordance with the laws of the state in which Customer is located without reference to conflict of laws principles, and the United States of America federal law shall govern in matters of intellectual property. The modifications and additional rights granted in this Agreement apply only to the Products listed in Table A.

Table A
List of Products

Uncapped Quantities (annual subscription)

ArcGIS Enterprise Software and Extensions ArcGIS Enterprise (Advanced and Standard) ArcGIS Monitor ArcGIS Enterprise Extensions: ArcGIS 3D Analyst, ArcGIS Spatial Analyst, ArcGIS Geostatistical Analyst, ArcGIS Network Analyst, ArcGIS Data Reviewer	ArcGIS Enterprise Additional Capability Servers ArcGIS Image Server
	ArcGIS Online User Types ArcGIS Online Viewer User Type
	ArcGIS Enterprise User Types ArcGIS Enterprise Viewer User Type

Capped Quantities (annual subscription)

ArcGIS Online User Types		ArcGIS Enterprise User Types	
ArcGIS Online Contributor User Type	75	ArcGIS Enterprise Contributor User Type	75
ArcGIS Online Mobile Worker User Type	250	ArcGIS Enterprise Mobile Worker User Type	250
ArcGIS Online Creator User Type	250	ArcGIS Enterprise Creator User Type	250
ArcGIS Online Professional User Type	60	ArcGIS Enterprise Professional User Type	60
ArcGIS Online Professional Plus User Type	60	ArcGIS Enterprise Professional Plus User Type	60
ArcGIS Pro (Add-on Apps) for ArcGIS Online Creator or Professional User Type		ArcGIS Pro (Add-on Apps) for ArcGIS Enterprise Creator or Professional User Type	
ArcGIS 3D Analyst, ArcGIS Data Reviewer, ArcGIS Geostatistical Analyst, ArcGIS Network Analyst, ArcGIS Publisher, ArcGIS Spatial Analyst, ArcGIS Workflow Manager, ArcGIS Image Analyst	60 each	ArcGIS 3D Analyst, ArcGIS Data Reviewer, ArcGIS Geostatistical Analyst, ArcGIS Network Analyst, ArcGIS Publisher, ArcGIS Spatial Analyst, ArcGIS Workflow Manager, ArcGIS Image Analyst	60 each
ArcGIS Online Apps and Other		ArcGIS Enterprise Apps and Other	
ArcGIS Location Sharing for ArcGIS Online	60	ArcGIS Location Sharing for ArcGIS Enterprise	60
ArcGIS Online Service Credits	150,000	ArcGIS Advanced Editing User Type Extension for ArcGIS Enterprise	75

Other Benefits

Number of Esri User Conference registrations provided annually	5
Number of Tier 1 Help Desk individuals authorized to call Esri	5
Five percent (5%) discount on all individual commercially available instructor-led training classes at Esri facilities purchased outside this Agreement	

Customer may accept this Agreement by signing and returning the whole Agreement with (i) the Quotation attached, (ii) a purchase order, or (iii) another document that matches the Quotation and references this Agreement ("Ordering Document"). **ADDITIONAL OR CONFLICTING TERMS IN CUSTOMER'S PURCHASE ORDER OR OTHER DOCUMENT WILL NOT APPLY, AND THE TERMS OF THIS AGREEMENT WILL GOVERN.** This Agreement is effective as of the date of Esri's receipt of an Ordering Document, unless otherwise agreed to by the parties ("Effective Date").

Term of Agreement: Three (3) years

This Agreement supersedes any previous agreements, proposals, presentations, understandings, and arrangements between the parties relating to the licensing of the Products. Except as provided in Article 4—Product Updates, no modifications can be made to this Agreement.

Accepted and Agreed:

(Customer)

By: _____
Authorized Signature

Printed Name: _____

Title: _____

Date: _____

CUSTOMER CONTACT INFORMATION

Contact: _____

Telephone: _____

Address: _____

Fax: _____

City, State, Postal Code: _____

E-mail: _____

Country: _____

Quotation Number (if applicable): _____

1.0—ADDITIONAL DEFINITIONS

In addition to the definitions provided in the Master Agreement, the following definitions apply to this Agreement:

“Case” means a failure of the Software or Online Services to operate according to the Documentation where such failure substantially impacts operational or functional performance.

“Deploy”, “Deployed” and “Deployment” mean to redistribute and install the Products and related Authorization Codes within Customer’s organization(s).

“Fee” means the fee set forth in the Quotation.

“Maintenance” means Tier 2 Support, Product updates, and Product patches provided to Customer during the Term of Agreement.

“Master Agreement” means the applicable master agreement for Esri Products incorporated by this reference that is (i) found at <https://www.esri.com/en-us/legal/terms/full-master-agreement> and available in the installation process requiring acceptance by electronic acknowledgment or (ii) a signed Esri master agreement or license agreement that supersedes such electronically acknowledged master agreement.

“Product(s)” means the products identified in Table A—List of Products and any updates to the list Esri provides in writing.

“Quotation” means the offer letter and quotation provided separately to Customer.

“Technical Support” means the technical assistance for attempting resolution of a reported Case through error correction, patches, hot fixes, workarounds, replacement deliveries, or any other type of Product corrections or modifications.

“Tier 1 Help Desk” means Customer’s point of contact(s) to provide all Tier 1 Support within Customer’s organization(s).

“Tier 1 Support” means the Technical Support provided by the Tier 1 Help Desk.

“Tier 2 Support” means the Esri Technical Support provided to the Tier 1 Help Desk when a Case cannot be resolved through Tier 1 Support.

2.0—ADDITIONAL GRANT OF LICENSE

2.1 Grant of License. Subject to the terms and conditions of this Agreement, Esri grants to Customer a personal, nonexclusive, nontransferable license solely to use, copy, and Deploy quantities of the Products listed in Table A—List of Products for the Term of Agreement (i) for the applicable Fee and (ii) in accordance with the Master Agreement.

2.2 Consultant Access. Esri grants Customer the right to permit Customer’s consultants or contractors to use the Products exclusively for Customer’s benefit. Customer will be solely responsible for compliance by consultants and contractors with this Agreement and will ensure that the consultant or contractor discontinues use of Products upon completion of work for Customer. Access to or use of Products by consultants or contractors not exclusively for Customer’s benefit is prohibited. Customer may not permit its consultants or contractors to install Software or Data on consultant, contractor, or third-party computers or remove Software or Data from Customer locations, except for the purpose of hosting the Software or Data on Contractor servers for the benefit of Customer.

3.0—TERM, TERMINATION, AND EXPIRATION

3.1 Term. This Agreement and all licenses hereunder will commence on the Effective Date and continue for the duration identified in the Term of Agreement, unless this Agreement is terminated earlier as provided herein. Customer is only authorized to use Products during the Term of Agreement. For an Agreement with a limited term, Esri does not grant Customer an indefinite or a perpetual license to Products.

3.2 No Use upon Agreement Expiration or Termination. All Product licenses, all Maintenance, and Esri User Conference registrations terminate upon expiration or termination of this Agreement.

3.3 Termination for a Material Breach. Either party may terminate this Agreement for a material breach by the other party. The breaching party will have thirty (30) days from the date of written notice to cure any material breach.

3.4 Termination for Lack of Funds. For an Agreement with government or government-

owned entities, either party may terminate this Agreement before any subsequent year if Customer is unable to secure funding through the legislative or governing body's approval process.

3.5 Follow-on Term. If the parties enter into another agreement substantially similar to this Agreement for an additional term, the effective date of the follow-on agreement will be the day after the expiration date of this Agreement.

4.0—PRODUCT UPDATES

4.1 Future Updates. Esri reserves the right to update the list of Products in Table A—List of Products by providing written notice to Customer. Customer may continue to use all Products that have been Deployed, but support and upgrades for deleted items may not be available. As new Products are incorporated into the standard program, they will be offered to Customer via written notice for incorporation into the Products schedule at no additional charge. Customer's use of new or updated Products requires Customer to adhere to applicable additional or revised terms and conditions in the Master Agreement.

4.2 Product Life Cycle. During the Term of Agreement, some Products may be retired or may no longer be available to Deploy in the identified quantities. Maintenance will be subject to the individual Product Life Cycle Support Status and Product Life Cycle Support Policy, which can be found at <https://support.esri.com/en/other-resources/product-life-cycle>. Updates for Products in the mature and retired phases may not be available. Customer may continue to use Products already Deployed, but Customer will not be able to Deploy retired Products.

5.0—MAINTENANCE

The Fee includes standard maintenance benefits during the Term of Agreement as specified in the most current applicable Esri Maintenance and Support Program document (found at <https://www.esri.com/en-us/legal/terms/maintenance>). At Esri's sole discretion, Esri may make patches, hot fixes, or updates available for download. No Software other

than the defined Products will receive Maintenance. Customer may acquire maintenance for other Software outside this Agreement.

a. Tier 1 Support

1. Customer will provide Tier 1 Support through the Tier 1 Help Desk to all Customer's authorized users.
2. The Tier 1 Help Desk will be fully trained in the Products.
3. At a minimum, Tier 1 Support will include those activities that assist the user in resolving how-to and operational questions as well as questions on installation and troubleshooting procedures.
4. The Tier 1 Help Desk will be the initial point of contact for all questions and reporting of a Case. The Tier 1 Help Desk will obtain a full description of each reported Case and the system configuration from the user. This may include obtaining any customizations, code samples, or data involved in the Case.
5. If the Tier 1 Help Desk cannot resolve the Case, an authorized Tier 1 Help Desk individual may contact Tier 2 Support. The Tier 1 Help Desk will provide support in such a way as to minimize repeat calls and make solutions to problems available to Customer's organization.
6. Tier 1 Help Desk individuals are the only individuals authorized to contact Tier 2 Support. Customer may change the Tier 1 Help Desk individuals by written notice to Esri.

b. Tier 2 Support

1. Tier 2 Support will log the calls received from Tier 1 Help Desk.
2. Tier 2 Support will review all information collected by and received from the Tier 1 Help Desk including preliminary documented troubleshooting provided by the Tier 1 Help Desk when Tier 2 Support is required.
3. Tier 2 Support may request that Tier 1 Help Desk individuals provide verification of information, additional information, or answers to additional questions to

supplement any preliminary information gathering or troubleshooting performed by Tier 1 Help Desk.

4. Tier 2 Support will attempt to resolve the Case submitted by Tier 1 Help Desk.
5. When the Case is resolved, Tier 2 Support will communicate the information to Tier 1 Help Desk, and Tier 1 Help Desk will disseminate the resolution to the user(s).

6.0—ENDORSEMENT AND PUBLICITY

This Agreement will not be construed or interpreted as an exclusive dealings agreement or Customer's endorsement of Products. Either party may publicize the existence of this Agreement.

7.0—ADMINISTRATIVE REQUIREMENTS

7.1 OEM Licenses. Under Esri's OEM or Solution OEM programs, OEM partners are authorized to embed or bundle portions of Esri products and services with their application or service. OEM partners' business model, licensing terms and conditions, and pricing are independent of this Agreement. Customer will not seek any discount from the OEM partner or Esri based on the availability of Products under this Agreement. Customer will not decouple Esri products or services from the OEM partners' application or service.

7.2 Annual Report of Deployments. At each anniversary date and ninety (90) calendar days prior to the expiration of this Agreement, Customer will provide Esri with a written report detailing all Deployments. Upon request, Customer will provide records sufficient to verify the accuracy of the annual report.

8.0—ORDERING, ADMINISTRATIVE PROCEDURES, DELIVERY, AND DEPLOYMENT

8.1 Orders, Delivery, and Deployment

a. Upon the Effective Date, Esri will invoice Customer and provide Authorization Codes to activate the nondestructive copy protection program that enables Customer to download,

operate, or allow access to the Products. If this is a multi-year Agreement, Esri may invoice the Fee up to thirty (30) calendar days before the annual anniversary date for each year.

- b.** Undisputed invoices will be due and payable within thirty (30) calendar days from the date of invoice. Esri reserves the right to suspend Customer's access to and use of Products if Customer fails to pay any undisputed amount owed on or before its due date. Esri may charge Customer interest at a monthly rate equal to the lesser of one percent (1.0%) per month or the maximum rate permitted by applicable law on any overdue fees plus all expenses of collection for any overdue balance that remains unpaid ten (10) days after Esri has notified Customer of the past-due balance.
- c.** Esri's federal ID number is 95-2775-732.
- d.** If requested, Esri will ship backup media to the ship-to address identified on the Ordering Document, FOB Destination, with shipping charges prepaid. Customer acknowledges that should sales or use taxes become due as a result of any shipments of tangible media, Esri has a right to invoice and Customer will pay any such sales or use tax associated with the receipt of tangible media.

8.2 Order Requirements. Esri does not require Customer to issue a purchase order. Customer may submit a purchase order in accordance with its own process requirements, provided that if Customer issues a purchase order, Customer will submit its initial purchase order on the Effective Date. If this is a multi-year Agreement, Customer will submit subsequent purchase orders to Esri at least thirty (30) calendar days before the annual anniversary date for each year.

- a.** All orders pertaining to this Agreement will be processed through Customer's centralized point of contact.
- b.** The following information will be included in each Ordering Document:
 - (1) Customer name; Esri customer number, if known; and bill-to and ship-to addresses
 - (2) Order number
 - (3) Applicable annual payment due

9.0—MERGERS, ACQUISITIONS, OR DIVESTITURES

If Customer is a commercial entity, Customer will notify Esri in writing in the event of (i) a consolidation, merger, or reorganization of Customer with or into another corporation or entity; (ii) Customer's acquisition of another entity; or (iii) a transfer or sale of all or part of Customer's organization (subsections i, ii, and iii, collectively referred to as "**Ownership Change**"). There will be no decrease in Fee as a result of any Ownership Change.

- 9.1** If an Ownership Change increases the cumulative program count beyond the maximum level for this Agreement, Esri reserves the right to increase the Fee or terminate this Agreement and the parties will negotiate a new agreement.
- 9.2** If an Ownership Change results in transfer or sale of a portion of Customer's organization, that portion of Customer's organization will transfer the Products to Customer or uninstall, remove, and destroy all copies of the Products.
- 9.3** This Agreement may not be assigned to a successor entity as a result of an Ownership Change unless approved by Esri in writing in advance. If the assignment to the new entity is not approved, Customer will require any successor entity to uninstall, remove, and destroy the Products. This Agreement will terminate upon such Ownership Change.



City of Joliet

150 West Jefferson Street
Joliet, IL 60432

Memo

File #: TMP-9492

Agenda Date: 2/4/2026

TO: Communication, Technology & Information Systems Committee

FROM: Chris Sternal, Director of IT

SUBJECT:

Award of Contract to CDWG for Core Network Switch Replacement in the Amount of \$62,953.12

BACKGROUND:

The City's core network switches are end-of-life and no longer meet modern performance, security, and reliability standards. These switches form the backbone of our network, supporting critical city services, public safety systems, and connectivity for operations. Delaying replacement risks network failures, degraded service delivery, and increased maintenance costs. This upgrade is essential to maintain operational continuity and align with industry best practices for enterprise networking.

CONCLUSION:

Upgrading to modern Cisco Catalyst 9500 switches will provide higher bandwidth, advanced security features, and improved redundancy to prevent outages. This upgrade will also ensure scalability for future initiatives such as cloud services and smart city technologies. Updating this infrastructure is essential to maintain operational continuity and align with industry best practices. The CDW-G quote includes all required hardware, five years of licensing and support, as well as installation services to ensure a complete turnkey solution.

To ensure competitive pricing, the Sourcewell-State of IL R-257160 contract will be utilized for the procurement of hardware, licensing and support.

Section 2-438 of the City of Joliet Code of Ordinances states that purchases whose estimated cost is in excess of twenty-five thousand dollars (\$25,000.00) may be awarded without written specifications or bidding under certain circumstances. Two of these circumstances apply:

- (f) Purchases when authorized by a concurring vote of two-thirds of the Mayor and City Council;
- (g) Purchases of professional services.

Sufficient Funds exist utilizing the Information Technology Infrastructure Repairs & Maintenance budget (Org 04013000, Object 524300, \$62,953.12)

RECOMMENDATION:

It is recommended that this item be forwarded to City Council with a recommendation to approve.



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

Hardware Software Services IT Solutions Brands Research Hub

QUOTE CONFIRMATION

IT INVOICES,

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
PRCT174	11/6/2025	CISCO PROPOSAL	229298	\$62,953.12

IMPORTANT - PLEASE READ

Special Instructions: TAX:MULTIPLE TAX JURISDICTIONS APPLY TAX: CONTACT CDW FOR TAX DETAILS

QUOTE DETAILS					
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE	
Cisco Catalyst 9500 - Network Advantage - Switch - 48 Port - Managed	2	5083143	\$10,878.97	\$21,757.94	
Mfg. Part#: C9500-48Y4C-A UNSPSC: 43222612 TAX: JOLIET, IL .0000% \$.00 Contract: Sourcewell 121923-CDWG Tech Catalog (121923)					
Cisco SMARTnet - extended service agreement	2	5686347	\$6,724.86	\$13,449.72	
Mfg. Part#: CON-SNT-C9504YA4 UNSPSC: 81111811 Electronic distribution - NO MEDIA TAX: JOLIET, IL .0000% \$.00 Contract: Sourcewell-State of IL R-257160 (25-448DOIT-TELEC-P-80070)					
Cisco Network and Digital Network Architecture Advantage - Term License (5	2	4809906	\$8,706.21	\$17,412.42	
Mfg. Part#: C9500-DNA-A-5Y UNSPSC: 43233204 Electronic distribution - NO MEDIA TAX: JOLIET, IL .0000% \$.00 Contract: Sourcewell-State of IL R-257160 (25-448DOIT-TELEC-P-80070)					
Cisco - power supply - redundant - 650 Watt	2	5071935	\$1,006.52	\$2,013.04	
Mfg. Part#: C9K-PWR-650WAC-R/2 UNSPSC: 39121004 TAX: JOLIET, IL .0000% \$.00 Contract: Sourcewell-State of IL R-257160 (25-448DOIT-TELEC-P-80070)					
NEW ITEM	1	NEW-ITEM	\$8,320.00	\$8,320.00	
Mfg. Part#: NEW-ITEM (Installation, Configuration, Testing) TAX: JOLIET, IL .0000% \$.00					

QUOTE DETAILS (CONT.)

Contract: MARKET

SUBTOTAL	\$62,953.12
SHIPPING	\$0.00
SALES TAX	\$0.00
GRAND TOTAL	\$62,953.12

PURCHASER BILLING INFO	DELIVER TO
Billing Address: CITY OF JOLIET PURCHASING DEPT 150 W JEFFERSON ST JOLIET, IL 60432-4158 Phone: (815) 724-3925 Payment Terms: Net 30 Days-Govt State/Local	Shipping Address: CITY OF JOLIET PURCHASING DEPT 150 W JEFFERSON ST JOLIET, IL 60432-4158 Phone: (815) 724-3925 Shipping Method: FedEx Ground (1-2 days)
Please remit payments to:	
CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515	

**Sales Contact Info**

Justin Christofferson | (877) 529-2915 | justin.christofferson@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.cdwg.com/content/terms-conditions/product-sales.aspx>

For more information, contact a CDW account manager.

Cisco

BY PLACING AN ORDER FOR ABOVE PRODUCTS, Customer acknowledges and agrees: (1) that it is receiving the Cisco Products and Services directly from Cisco Systems, Inc. ("Cisco") and hereby agrees to the Cisco's terms and conditions ("Cisco Terms"), which can be found at Cisco's Customer Contract Experience site at the following URL: <https://www.cisco.com/site/us/en/about/legal/contract-experience/index.html>, which includes Cisco's General Terms at the following URL:

https://www.cisco.com/c/dam/en_us/about/doing_business/legal/Cisco_General_Terms.pdf, and the Offer Descriptions at the following URL:

<https://www.cisco.com/c/en/us/about/legal/cloud-and-software/software-terms.html#offer-descriptions-product>, and (2) that Cisco or its affiliates and not Seller will be responsible for the performance of the Cisco Products and Services.



City of Joliet

150 West Jefferson Street
Joliet, IL 60432

Memo

File #: TMP-9493

Agenda Date: 2/4/2026

TO: Communication, Technology & Information Systems Committee

FROM: Chris Sternal, Director of IT

SUBJECT:

Award of Contract to Heartland Business Systems for the Nutanix Server Replacement Project in the Amount of \$223,922.42

BACKGROUND:

The City of Joliet currently operates Nutanix clusters that require expansion and reconfiguration to meet growing infrastructure demands and improve system performance. This project involves removing two existing nodes from current clusters and implementing a new Nutanix AHV-based cluster. The new cluster will consist of four all-flash nodes configured with recommended base settings, upgraded firmware, and integrated management tools such as Prism Central.

CONCLUSION:

The Nutanix server replacement project will ensure the City's IT infrastructure remains scalable, secure, and aligned with current technology standards. Implementing the new Nutanix cluster will enhance system reliability, simplify management, and support future growth.

To ensure competitive pricing, the purchase will be made under the TIPS cooperative contract number 220105.

Section 2-438 of the City of Joliet Code of Ordinances states that purchases whose estimated cost is in excess of twenty-five thousand dollars (\$25,000.00) may be awarded without written specifications or bidding under certain circumstances. Two of these circumstances apply:

- (f) Purchases when authorized by a concurring vote of two-thirds of the Mayor and City Council;
- (g) Purchases of professional services.

Sufficient Funds exist utilizing the Information Technology Capital budget (Org 30040120, Object 557700, \$223,922.42)

RECOMMENDATION:

It is recommended that this item be forwarded to City Council with a recommendation to approve.

Statement of Work

City of Joliet

NEW NUTANIX CLUSTER

SOW Prepared By:

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mspampinato@hbs.net

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Engineering Services Manager
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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 Joliet (hereinafter referred to as “CoJ” or “Customer”).

Configure new Nutanix cluster using native AHV hypervisor for after removing two all-flash nodes from existing clusters

The objectives of the project are:

- Remove two all-flash nodes from existing clusters
- Implement and configure new Nutanix AHV based cluster

Project Scope

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

This project is expected to take 1 week to complete from the project kick-off. In the event that an extension to the project timeline is required, the parties shall utilize the Change Order process.

In Scope

- **Phase 1: Remove all-flash nodes**
 - Remove one (1) all-flash node from existing clusters via Prism Element, two (2) total
- **Phase 2: Create new All-Flash Cluster**
 - Unbox, rack, and cable two (2) new Nutanix Nodes
 - Download and install Nutanix Foundation
 - Foundation one (1) new Nutanix AHV cluster of four (4) All-Flash nodes
 - Configure cluster with recommended base configuration
 - NTP
 - SMTP
 - DNS
 - SNMP if requested
 - Cluster VIP and Data Services IP
 - Subnets required for Nutanix operations, demonstrations, and validation
 - Upgrade cluster firmware and software to latest versions
 - Download and Deploy Prism Central
 - License cluster via Prism Central
- **Phase 3: Migration**
 - Creation and configuration of Nutanix Move VM
 - Use of Nutanix Move for up to five (5) virtual machines
- **Phase 4: Wrap up**
 - Creation of documentation
 - Education and handoff

Out of Scope

- Troubleshooting of existing virtualization environment



- Troubleshooting of existing physical servers
- Troubleshooting of networking outside the requirements for Nutanix connectivity
- Creation of subnets on Nutanix not required for Nutanix operations, demonstrations, and validation
- Unracking and/or decommissioning of existing hardware
- Conversion of existing VMware environment to AHV, other than two (2) all-flash nodes
- 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.
- Configuration of backups on Nutanix infrastructure
- The Nutanix Move tool is unable to move a physical server to Nutanix AHV. All existing physical server migrations would be out of scope for this engagement.

Additional Requirements and Conditions

- HBS and Customer will both 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.
- Inside sales rep shall provide updates to Customer regarding the project. Inside sales rep 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 product(s) 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. In the event that a delay may impact the project, the parties shall utilize the change order process in order 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:

- Creation of subnet(s) for Nutanix IPMI, host, Controller VM (CVM), and Prism Central connectivity before implementation date.
- Completion of the Nutanix pre-deployment questionnaire to identify all required information for deployment before implementation date
- Obtaining all required licenses from vendor portals for installed hardware and software pertaining to the Nutanix implementation
- Determination of IPv6 forwarding availability at both installation locations for use in Nutanix Foundation
- Provide a “flat switch” at each installation site if IPv6 is not forwarded in the environment or if HBS resource's device cannot be put into the same subnet as the IPMI and Hosts
- Availability of a “crash cart” (moveable monitor, keyboard, and mouse) at each installation site
- Proper work area (table/desk and chair) for configuration portions of implementation



- Physical access to all installation sites
- Administrative access to switching gear that the hardware will be connected to or access to a switching resource for configuration and troubleshooting purposes related to installation and configuration of the Nutanix systems
- Remote connectivity via VPN or screen share for any applicable remote work.
- Customer must work with the required vendor to confirm that existing VMs to be moved are supported on the AHV hypervisor.

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	Functional Nutanix all-flash cluster
2	Demonstration of Nutanix Move
3	Nutanix As-Built document
4	Update or creation of Visio documentation pertaining to Nutanix footprint

Estimated Hours

This is an estimate of hours and, by its nature, is a “best guess,” based on industry standards and best practices, HBS’ experience, and Customer’s needs as communicated thus far. HBS used input from its most experienced team members to generate this estimate. The pricing is set forth on the attached Quote.

#	Task	Est Effort (hrs)
1	Phase 1	6
2	Phase 2	18
3	Phase 3	8
4	Phase 4	4
	Total Hours	36

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. In the event that 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.

Nutanix Expansion with 3 and 5 Year Options - January 2026

Quote #382993 v3



Prepared For:

Joliet, City of

 Chris Sternal
 150 W Jefferson St.
 Joliet, IL 60432

 P: (815) 724-4117
 E: csternal@joliet.gov

Prepared by:

Chicago Illinois Office

 Mauri Spampinato
 5400 Patton Drive
 Suite 4B
 Lisle, IL 60532

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 E: mspampinato@hbs.net

Date Issued:

01.20.2026

Expires:

01.30.2026

Contract	Qty
TIPS Contract #220105	

Nutanix Cluster w/3yr Support + Existing Node Licensing		Price	Qty	Ext. Price
NX-8155-G9-4510-CM	Nutanix NX-8155-G9 Hyper Converged Appliance - 1 Nodes - 2 x Intel Xeon Silver 4510 Dodeca-core (12 Core) 2.40 GHz - 12 x SSD Supported - 2 Boot Drive(s) - 1 x Serial Attached SCSI (SAS), Serial ATA Controller - 12 x Total Bays - 12 x 3.5" Bay - 10 Gigabi	\$12,610.14	2	\$25,220.28
C-MEM-32GB-5600-CM	Nutanix RAM Module - 32 GB - DDR5-5600/PC5-44800 DDR5 SDRAM - 5600 MHz	\$300.44	32	\$9,614.08
C-NVM-15.36TB-A-CM	15.36TB NVME SSD	\$2,841.21	16	\$45,459.36
C-LOM-10G2D1BT-CM	Nutanix Management Module - For Data Networking - 2 x 10GBase-T LAN10 Gigabit Ethernet - 10GBase-T - 10 Gbit/s	\$356.79	2	\$713.58
C-NIC-25G2E1-CM	Nutanix 25Gigabit Ethernet Card - Intel E810 - 2 Port(s)	\$517.10	2	\$1,034.20
C-PWR-4FC13C14A-CM	Nutanix Standard Power Cord - 10 A - 4 ft Cord Length - IEC 60320 C14 / IEC 60320 C13 - 1	\$26.21	4	\$104.84
C-TPM-2.0-U-CM	Nutanix Trusted Platform Module (TPM)	\$98.25	2	\$196.50
SW-NCI-ULT-PR	SUB ULT AND PROD SW SUP SVC FOR 1 CPU CORE	\$1,295.94	96	\$124,410.24
TERM-MONTHS	TERM IN MONTHS	\$0.00	36	\$0.00
S-HW-PRD	Nutanix Service/Support - Service - 24 x 7 - Technical	\$2,124.31	2	\$4,248.62
SUPPORT-TERM	SUP TERM IN MONTHS	\$0.00	36	\$0.00
PLATFORM INTEGRATION	PLATFORM INTEGRATION FEE	\$0.00	1	\$0.00
Subtotal:				\$211,001.70

* Optional

Nutanix Cluster w/5yr Support + Existing Node Licensing	Price	Qty	Ext. Price

* Optional

Nutanix Cluster w/5yr Support + Existing Node Licensing		Price	Qty	Ext. Price
NX-8155-G9-4510-CM	Nutanix NX-8155-G9 Hyper Converged Appliance - 1 Nodes - 2 x Intel Xeon Silver 4510 Dodeca-core (12 Core) 2.40 GHz - 12 x SSD Supported - 2 Boot Drive(s) - 1 x Serial Attached SCSI (SAS), Serial ATA Controller - 12 x Total Bays - 12 x 3.5" Bay - 10 Gigabit	\$12,610.14	2	\$25,220.28
C-MEM-32GB-5600-CM	Nutanix RAM Module - 32 GB - DDR5-5600/PC5-44800 DDR5 SDRAM - 5600 MHz	\$300.44	32	\$9,614.08
C-NVM-15.36TB-A-CM	15.36TB NVME SSD	\$2,841.21	16	\$45,459.36
C-LOM-10G2D1BT-CM	Nutanix Management Module - For Data Networking - 2 x 10GBase-T LAN10 Gigabit Ethernet - 10GBase-T - 10 Gbit/s	\$356.79	2	\$713.58
C-NIC-25G2E1-CM	Nutanix 25Gigabit Ethernet Card - Intel E810 - 2 Port(s)	\$517.10	2	\$1,034.20
C-PWR-4FC13C14A-CM	Nutanix Standard Power Cord - 10 A - 4 ft Cord Length - IEC 60320 C14 / IEC 60320 C13 - 1	\$26.21	4	\$104.84
C-TPM-2.0-U-CM	Nutanix Trusted Platform Module (TPM)	\$98.25	2	\$196.50
SW-NCI-ULT-PR	SUB ULT AND PROD SW SUP SVC FOR 1 CPU CORE	\$2,159.65	96	\$207,326.40
TERM-MONTHS	TERM IN MONTHS	\$0.00	60	\$0.00
S-HW-PRD	Nutanix Service/Support - Service - 24 x 7 - Technical	\$3,540.51	2	\$7,081.02
SUPPORT-TERM	SUP TERM IN MONTHS	\$0.00	60	\$0.00
PLATFORM INTEGRATION	PLATFORM INTEGRATION FEE	\$0.00	1	\$0.00
* Optional Subtotal:				\$296,750.26

Cables		Price	Qty	Ext. Price
SFC2-CIIN-6M-ENC	CISCO TO INTEL COMPATIBLE SFC2-CIIN-6M 10GBASE-CU SFP+ DAC 6M TAA COMPLIANT	\$61.11	4	\$244.44
C6-BL-20-ENC	ENET Cat6 Blue 20 Foot Patch Cable with Snagless Molded Boot (UTP) High-Quality Network Patch Cable RJ45 to RJ45 - 20Ft - Lifetime Warranty	\$8.14	2	\$16.28
Subtotal:				\$260.72

HBS Services		Price	Qty	Ext. Price
HBS-FLEX-SERVICES	HBSFLEX Services Flexible Services block- Rates for services based on attached HBS FLEX Volume Service Schedule	\$12,660.00	1	\$12,660.00
Subtotal:				\$12,660.00

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."

Quote Summary	Amount
Nutanix Cluster w/3yr Support + Existing Node Licensing	\$211,001.70
Cables	\$260.72
HBS Services	\$12,660.00
Total:	\$223,922.42

This quote may not include applicable sales tax, shipping, handling and/or delivery charges. Final applicable sales tax, shipping, handling and/or 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 2021.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.2024.v2.0

Acceptance

Chicago Illinois Office

Joliet, City of

Mauri Spampinato

Signature / Name

01/20/2026

Date

Chris Sternal

Signature / Name

Initials

Date

IL Service Schedule 3 - 2025

SCHEDULE to the Service Agreement ("Agreement") between Heartland Business Systems, a Wisconsin limited liability company, (hereafter called Heartland) and Joliet, City of(Customer). Heartland and Customer (hereafter called PARTIES) agree as follows:

1. The terms of this SCHEDULE shall govern in the event of a conflict between the terms of the Agreement and the terms of this SCHEDULE.
2. **Pricing.** Customer agrees to pay Heartland based on the hourly rates described below. Pricing does not include applicable sales tax which will be charged at time of invoicing.
3. **Travel.** Travel will be billed to customer at below rates based on one way travel from closest Heartland office.
4. **Prepayment.** HBSFLEX Volume Service Pricing is available only for prepaid service blocks. HBSFLEX Agreements may not be used to purchase products.
5. **Expiration.** HBSFLEX Agreements will expire 18 months from date of purchase.
6. **Additions.** Should this quote be an addition or conversion of an existing agreement, Rate schedule below will apply to all funds.

SS.2024.V1.0

HOURLY SERVICES BILLING SCHEDULE
(time is billed in 15 minute increments)

Engineer Work Role	Standard Hourly Rate	Prepaid Flex Hourly Rate
Structured Cabling Project Coordinator	\$100 \$115	\$100 \$115
AV Tech I Break-Fix I Cisco Collaboration I ESRM Coordinator I Help Desk I Physical Security Engineer I Project Coordinator Project Manager I	\$125	\$125
AV Engineer II Cabling II Cabling Project Manager II Cisco Collaboration II Cloud Engineer II Enterprise Engineer II Help Desk II HBS Data Center Engineer II Imaging Technician II Mitel Collaboration II Network Operations Center II Physical Security Engineer II Project Manager II SMB Engineer II	\$160	\$160
AI III Apps Business Consulting III AV Engineer III Cisco Collaboration III Cloud Engineer III Custom Development III Data Analytics III D365 Consultant III D365 / Modern Work Consultant III Enterprise Engineer III Imaging Technician III Mitel Collaboration Engineer III Network Operations Center III Physical Security Engineer III Project Manager III SQL III	\$195	\$195
AI IV Cisco Collaboration IV Cloud Architect IV Data Analytics IV D365 Senior Consultant IV Enterprise Technical Engineer IV ERP/Dynamics GP IV InfoSec Consultant IV InfoSec SOC Consultant IV Project Manager IV SMB Engineer IV SQL IV	\$215	\$215

AI V Applications Architect V Cisco Collaboration V Cloud Architect V Data Analytics V D365 Custom Dev V Enterprise Principal Engineer V ERP/Dynamics GP V SQL V	\$240	\$240
Business Technology Consultant VI Enterprise Principal Engineer VI Cloud Architect VI Cloud Architect - InfoSec VI Collaboration Architect VI Data Analytics VI	\$250	\$250
InfoSec Consultant VII InfoSec SOC Consultant VII	\$290	\$290
On Call Pager	\$335	\$335
After Hours Rate - Before 8am or after 5pm CST - Weekends & Company Recognized Holidays	1.5x Base Rate	1.5x Base Rate