



PREPARED FOR:  
Florida State Board of Administration  
1801 Hermitage Blvd Ste 100  
Tallahassee, FL 32308

QUOTE	
Quote #:	002415 v7
Date Issued:	05/13/2024
Expires:	06/30/2024
Prepared By:	Michael Morrison mmorrison@driven.tech

FSBA - Prisma Access Opt 3

**BILL TO:**

Florida State Board of Administration  
1801 Hermitage Blvd Ste 100  
Tallahassee, FL 32308  
ATTN: Nancy Sampson

**SHIP TO:**

Florida State Board of Administration  
1801 Hermitage Blvd Ste 100  
Tallahassee, FL 32308  
ATTN: Nancy Sampson

Contact	Terms	Customer PO
Nancy Sampson		

43220000-NASPO-19-ACS

Description		Price	Qty	Ext. Price
PAN-PRISMA-ACCESS-MU-LCL-ENTERPRISE	Palo Alto Networks:Prisma Access Mobile User Local Enterprise Edition includes private app access and outbound internet security for mobile users, premium security subscription, 5 service locations, 2 service connections, and standard success per mobile u	\$60.71	300	\$18,213.00
PAN-PRISMA-ACCESS-MU-ADEM-AIOPS	Palo Alto Networks:Prisma Access AI-powered Autonomous Digital Experience Management add-on , includes DEM for mobile user to application monitoring, predictive analytics & Access Analyzer powered by AI/ML/Formal and standard customer success per unit per	\$30.00	300	\$9,000.00
PAN-PRISMA-ACCESS-PREM-SUCCESS	Palo Alto Networks:Prisma Access Premium Success	\$12,917.65	1	\$12,917.65
Subtotal:				\$40,130.65

Professional Services

Description	Extended Price
Professional Services Fixed Fee (PS for install)	\$15,000.00
Subtotal:	\$15,000.00

Quote Summary	Amount
43220000-NASPO-19-ACS	\$40,130.65
Professional Services	\$15,000.00
Total:	\$55,130.65

Pricing does not include any applicable taxes, shipping, handling or other charges. We reserve the right to cancel orders arising from pricing or other errors. Hardware is invoiced upon shipment. Note: For any returns there may be a 20% restocking fee and the product with all original packing material must be returned subject to vendor specific terms.

Driven Tech, Inc. DBA Driven Technologies  
224 W 34th St  
Suite 500  
New York, NY 10001

Ordering Information
Purchase orders and/or executed quotes may be submitted to your account manager, inside sales representative, or directly to the purchasing and orders department (orders@driven.tech).



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Acceptance:





# PRISMA ACCESS DEPLOYMENT

*Prepared for Florida State Board of Administration*

## **DRIVEN ACQUISITION, INC. (DBA DRIVEN TECHNOLOGIES)**

Sales Executive: Bill Banks

Pre-sales Engineer: Robert Schaefer

SOW Generated on May 13, 2024, Version 2

## EXECUTIVE SUMMARY

Florida State Board of Administration ("Customer") has engaged Driven Acquisition, Inc. (dba Driven Technologies) ("Driven" or "Company") to provide a professional services engagement scope of work.

The State Board of Administration is created by the Florida Constitution as Florida's principal independent Investment Management Organization. The SBA is primarily responsible for investing the proceeds of the Florida Retirement System Pension Plan, administering the Florida Retirement System Investment Plan, managing the Florida Hurricane Catastrophe Fund and running Florida PRIME, as well as investing the proceeds of more than 25 other funds directed to the SBA by the Florida Legislature.

## SOLUTION OVERVIEW

The Customer and Driven Technologies recently had a meeting where it was discussed that the Customer is looking for assistance with the deployment of a Palo Alto Prisma Access Local Enterprise solution to include:

- Up to (300) Mobile Users
- ADEM AIOPS up to (300)
- Up to (2) Service Connections

## OUT OF SCOPE

Any configuration/feature not specifically defined within this scope

## PROFESSIONAL SERVICES

### PLAN PHASE

#### Project Planning and Kickoff – Fixed Fee

Initiate project planning and kickoff meeting to align on project objectives

### DESIGN PHASE

#### Design Workshop

Driven Technologies will conduct a design workshop with the Customer to determine the logical configuration of all equipment/services associated with this project. The design workshop will be conducted based on the following criteria:

- Driven Technologies & Manufacturer "Best Practices".

### IMPLEMENT PHASE

#### Prisma Access Deployment

##### Subservices included:

- (1) Prisma Access Onboarding
  - Onboarding of the Prisma Access Tenant, Panorama Platform and configuration of the Cortex Data Lake.
- (1) Infrastructure Configuration

- Configuration of the Prisma Access Service Infrastructure to include IP Infrastructure, Zones and Routing.
- (1) Nat / Security Policy Configuration
  - Outbound Security Policy and Security subscription configuration.
- (1) Mobile User Configuration
  - Onboarding of Mobile GlobalProtect configuration to include: Mobile IP Pool, Locations, Portal Hostname and GlobalProtect endpoint logging.
- (2) Service Connection Configuration
  - Configuration of up to (2) Service Connections. Service connections allow for inbound access to corporate resources.
- (1) SSL Decryption
  - Configuration of an Outbound Forward Proxy for SSL Decryption of Internet traffic to include: Policy configuration including decryption profiles and rules, Pilot group testing and remediation, expanded pilot group testing and remediation, Day-1 Support for production rollout.
- (1) Cutover / Testing
  - Cutover / testing of mobile users

## ADEM Configuration

Setup of ADEM monitoring & configuration of up to (5) application tests

## SUPPORT PHASE

### Day-1 Security Engineering Support

Driven Technologies will be responsible for providing up to (8) hours of day-1 support for the mobile user.

### Client Responsibilities

- Customer is responsible for providing access to the appropriate devices.
- Respond to all requests for information promptly.
- Provide a single dedicated point of contact for project coordination with Driven Technologies.
- Provide security clearance and physical access to facilities, as required. This includes badges, passwords, access cards, and parking privileges.
- All existing network passwords will be provided to our technical resources and/or have an available resource at the time of the engagement.
- Responsible for all licensing, required versions of software and valid support and software contracts if additional troubleshooting or software upgrades are required.
- Responsible for the creation of a system test plan
- Responsible for the physical rack and stack of all associated equipment
- Responsible for providing all copper and fiber patch cables for the required connections.
- Responsible for the deployment of the GlobalProtect client to the endpoints.

### Key Assumptions

- Professional Services will be provided for those tasks stated in the Description of Services.
- Most services shall be performed during Driven's normal business hours – 8. A.M. to 5 P.M. local time Monday through Friday, exclusive of Driven holidays.
- Services will be scheduled with advanced notice where possible.
- Any changes affecting production systems will be conducted within accordance of the customer's standard change management process and/or outside of normal production hours.
- Services to be completed remotely unless agreed by Driven Technologies and the customer.

- If travel or incidental expenses are incurred by Driven Technologies in association with the execution of this agreement, they will be billed as actuals.
- Driven Technologies will use the Customer's existing Palo Alto Panorama solution for Prisma Access Management.

**CUSTOMER CONTACT INFORMATION**

<b>Customer Name</b>	Florida State Board of Administration
<b>Project Name</b>	Prisma Access Deployment
<b>Customer Contact</b>	Nancy Sampson
<b>Customer Contact Email</b>	Nancy.Sampson@sbafla.com

**HOW TO ENGAGE DRIVEN FOR SUPPORT REQUESTS**

**techsupport@driven.tech**

- All support requests will be tracked by Driven Technologies utilizing the process below.
- Client emails techsupport@driven.tech, which generates a ticket and notifies the Driven Support Team.
  - Client will receive an email notification that the request has been received and the ticket has been created.
  - The support ticket will be assigned, and electronically tracked through resolution.

SERVICES PRICING

PRICING SUMMARY

PROFESSIONAL SERVICES TOTAL	\$15,000.00
TOTAL	\$15,000.00

PROFESSIONAL SERVICES BREAKDOWN

Fixed Fee Pricing

The fees associated with this engagement are: **\$15,000.00**

Payment Schedule

This service request and the parties’ rights and responsibilities as set forth on May 13, 2024, referred to herein as the “Effective Date,” and shall remain in full force and effect for twelve months.

The following payment schedule will be executed for the professional services fees associated with this project.

SERVICE FEES	AMOUNT
UPON EXECUTION OF STATEMENT OF WORK	\$7,500.00
UPON COMPLETION OF PROJECT	\$7,500.00
TOTAL FEES	\$15,000.00

**TERMS AND CONDITIONS**

Company shall provide to the Customer the services (the “Services”) set forth in this statement of work issued by Company and accepted by the Customer (each, a “Statement of Work” or “SOW”). Each SOW shall be (i) signed by an authorized representative of each party, (ii) contain all terms and conditions relating to the applicable project as agreed upon by the parties including, without limitation, the fees related to the project and the deliverables to be delivered by Company (the “Deliverables”); and (iii) incorporate, be governed by, and be subject to all terms and conditions set forth in the agreed and signed Master Services Agreement (available upon request). In the event of a conflict between the terms set forth in the Master Services Agreement and the terms set forth in a SOW, the terms of the SOW shall control with respect to that SOW only.

*Quote valid for 60 days from generation date.*

**ACCEPTANCE**

IN WITNESS HEREOF, the parties hereto have caused this Statement of Work Agreement to be executed by their duly authorized representatives on the dates set forth below.

Accepted by:





**ACKNOWLEDGEMENT**  
**by Driven Acquisition, Inc. d/b/a Driven Technologies (“DRIVEN”) Legal**  
**Requirements of**  
**State Board of Administration of Florida must follow**

Notwithstanding anything to the contrary in the **DRIVEN’s** original Proposal and Quote for Palo Alto Networks: Prisma Access licensing, the following provisions apply to the State Board of Administration of Florida (**SBA**) as an entity of the State of Florida, are incorporated by reference into the Agreement, and are agreed to by **DRIVEN**.

1. The **SBA**, as an entity of the State of Florida, is prohibited from entering into indemnification agreements unless expressly authorized by law. (See Florida Attorney General Opinion 99-56, dated September 17, 1999.) The **SBA** is also prohibited from entering into a limitation of remedies agreement unless otherwise authorized by law. (See Florida Attorney General Opinion 85-66, dated August 23, 1985.) The **SBA** agrees to any sections on [Indemnification and Limitation of Liability] to the fullest extent allowable and enforceable under Florida law.

2. Notwithstanding any provision in any agreement between the parties, **DRIVEN** acknowledges and agrees that the **SBA** is bound by the provisions of Chapter 119 (Public Records), Florida Statutes, and in the event of any conflict between Chapter 119, Florida Statutes, and the terms of any agreement between the parties, the provisions and procedures of Chapter 119, Florida Statutes, will prevail.

3. **IF DRIVEN HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO DRIVEN’S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS AGREEMENT, CONTACT THE CUSTODIAN OF THE PUBLIC RECORDS AT:**

**STATE BOARD OF ADMINISTRATION OF FLORIDA**  
**POST OFFICE BOX 13300**  
**TALLAHASSEE, FLORIDA 32317-3300**  
**(850) 488-4406**  
**SBAContracts\_DL@sbafla.com**

(The font size, bolding and text set forth above are required by s. 119.0701(2)(a), F.S.)

4. Consistent with the Florida Transparency in Contracting Initiative, the **SBA** posts certain operational contracts on its website, and this Agreement will be one of the agreements posted. **DRIVEN** hereby agrees that the **SBA** is authorized to post this Agreement (including any amendments or addenda hereto) and a description of the content of the Agreement (including any amendments or addenda hereto) on the **SBA’s** website. At the time of execution **DRIVEN** may submit a redacted version of the agreement for these purposes.

5. In accordance with Section 448.095(5), Florida Statutes, **DRIVEN** shall register with and use, and shall cause any of its subcontractors to register with and use, the E-Verify system to verify the work authorization status of all new employees performing working within the United States of the contractor or subcontractor. **DRIVEN** acknowledges that the SBA is subject to and

**DRIVEN** agrees to comply with Section 448.095, Florida Statutes, as amended from time to time, to the extent applicable.

6. **RESERVED.**

7. This Agreement shall not be construed as a waiver (i) of the sovereign immunity of the State of Florida; (ii) a waiver of the State of Florida's rights under the 11th Amendment to the United States Constitution; or (iii) to a jury trial.

