

SERVICES PROPOSAL

PROJECT FUNDAMENTALS

| | | |
|------------------------|----------------------------|--|
| Project Name: | Rubrik Deployment Services | Requested By (Sales): Jeff Mitchell 916-337-4717 jeffmit@cdw.com |
| Customer Name: | Mt. Diablo USD | |
| CDW Affiliate: | CDW Government | |
| Effective Date: | April 12, 2021 | Submitted By (SA/ISA): David Wimberly |
| Version: | 2.0 | |

CUSTOMER-DESIGNATED LOCATIONS

| Location(s) | Service(s) | | |
|---|--|--|--|
| Mt. Diablo USD 1969 Carlotta Dr Concord, CA 94519 | <input type="checkbox"/> Assessment <input type="checkbox"/> Configuration <input type="checkbox"/> Design <input checked="" type="checkbox"/> Implementation | <input type="checkbox"/> Knowledge Transfer <input checked="" type="checkbox"/> Project Management <input type="checkbox"/> Reconfiguration <input type="checkbox"/> Reinstallation | <input type="checkbox"/> Staff Augmentation <input type="checkbox"/> Support <input type="checkbox"/> Training <input type="checkbox"/> Custom Work |

PROJECT SCOPE

PHYSICAL BRIK IMPLEMENTATION

Seller will conduct a physical implementation engagement with Customer. s

- Remote plan and design session around Rubrik environment deployment and site readiness
 - Site Readiness (physical considerations for racking/cabling)
 - Deployment variables for Brik installation
- Install and deploy up to 4 Rubrik Briks physical at a single site
 - Racking and cabling of Brik nodes
 - Deployment of physical nodes
 - Base Rubrik Cluster configuration
 - Configure Rubrik archive targets
 - Configure hypervisor integration
- Configure Rubrik backup environment jobs, policies, and schedules within Rubrik UI
 - RBAC and user configuration
 - SLA Domains
 - Configuration of up to three (3) application/storage connectors as needed
- Perform Test Backup and Restore of non-production VM workload
 - Restore Scenarios:
 - VM Restore
 - VM Image mounts
 - Single File Restore
- Configure Rubrik appliance replication if multiple Briks are installed as part of solution
- Provide functional demonstration and knowledge transfer around solution

RUBRIK CLOUDOUT INTEGRATION FOR AWS/AZURE DEPLOYMENT

Seller will conduct an implementation engagement with Customer.

- Remote planning session around Rubrik integration with AWS/AZURE
 - Rubrik on-premise environment readiness
 - AWS/AZURE subscription and account readiness
 - AWS/AZURE storage types (S3/Glacier) for backup target discussions and selections
- Deployment of CloudOut Components
 - Deployment of AWS/AZURE S3 or Amazon Glacier target
 - Configuration of Intelligent-Tiering Storage (if needed)
 - Configuration and integration of Rubrik archival locations to AWS/AZURE
 - Configure test/pilot backup job to use AWS/AZURE archiving
- Backup Archival Testing
 - Execute test/pilot backup job to archive data to AWS/AZURE
 - Monitor job to ensure successful completion
 - Verify AWS/AZURE S3 data usage to validate archiving
 - Test retrieval/restore of non-production backup data from AWS/AZURE
- Knowledge Transfer around AWS/AZURE and Rubrik Integration

RESPONSIBILITIES

As part of this engagement, Customer is responsible for providing the following:

1. Rubrik licensing. Actual feature use will be dependent up on the version purchased.
2. Virtual infrastructure for Rubrik Availability to be deployed on.
3. Configuration and connectivity of the AWS/AZURE infrastructure and any consumption costs.

As part of this engagement, Seller is responsible for the following:

1. Manage any support issues which may arise throughout the duration of the jumpstart

PROJECT ASSUMPTIONS

1. Seller is not responsible for modifications beyond the initial configuration engagement.
2. Customer has either a local NTP server or will allow access to an external NTP time source
3. Project management and site readiness tasks will be performed remotely.

OUT OF SCOPE

Tasks outside the statement of work include, but are not limited to:

1. Configuration of the environment that is proposed to be backed up (VMs, servers)
2. Configuration of LAN/SAN switches
3. Remediation of items outside of the scope of the project
4. Base deployment/configuration of Rubrik on-premise environment (this module assumes Rubrik is already configured and running in customer environment)
5. Base configuration of AWS/AZURE environment (this module assumes AWS/AZURE subscription and environment is already configured)
6. Configuration of AWS/AZURE networking and interconnectivity between on-premise and AWS/AZURE infrastructure

Services not specified in this SOW are considered out of scope and will be addressed with a separate SOW or Change Order.

ITEM(S) PROVIDED TO CUSTOMER

Table 1 – Item(s) Provided to Customer

| Item | Description | Format |
|---------------------------------|---|--------|
| Rubrik Design Sheet | Project design and planning documentation | Word |
| Vendor procedural documentation | Vendor installation and administration guides | PDF |

PROJECT SCHEDULING

Customer and Seller, who will jointly manage this project, will together develop timelines for an anticipated schedule (“**Anticipated Schedule**”) based on Seller’s project management methodology. Any dates, deadlines, timelines or schedules contained in the Anticipated Schedule, in this SOW or otherwise, are estimates only, and the Parties will not rely on them for purposes other than initial planning.

TOTAL FEES

The total fees due and payable under this SOW (“**Total Fees**”) include both fees for Seller’s performance of work (“**Services Fees**”) and any other related costs and fees specified in the Expenses section (“**Expenses**”). Unless otherwise specified, taxes will be invoiced but are not included in any numbers or calculations provided herein.

Seller will invoice for the Total Fees.

SERVICES FEES

Services Fees hereunder are FIXED FEES, meaning that the amount invoiced for the Services will be \$8,420.

The invoiced amount of Services Fees will equal the amount of fees applicable to each completed project milestone, as specified in Table 2.

Table 2 – Services Fees

| Project Milestones | Percentage | Fees |
|---------------------------|-------------------|-------------------|
| Completion of Work | 100% | \$8,420.00 |
| Totals | 100% | \$8,420.00 |

EXPENSES

Neither travel time nor direct expenses will be billed for this project.

Two (2) weeks' advance notice from Customer is required for any necessary travel by Seller personnel.

If an additional exhibit is necessary, insert it here, either by customizing the sample building block provided through this dropdown or selecting this orange swath and pasting in the content. If no additional exhibit is necessary, delete this section.

NOT FOR SIGNATURE

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