



January 15, 2020

To Whom It May Concern:

RE: Palo Alto Networks NASPO ValuePoint Contract (AR 3229) Update

Go-live date:

Palo Alto Networks intends to go live with AR 3229 on April 1, 2020. All PAs must be executed prior to this date to execute new purchases after April 1, 2020.

Who to contact:

Participating States should send an e-mail to SLED_Contracts@paloaltonetworks.com if they are interested in executing a Participating Addendum with Palo Alto Networks.

Process:

- Participating States should submit their draft PAs with any proposed changes in MS Word format to SLED_Contracts@paloaltonetworks.com as early as possible to avoid a lapse in contract coverage. Please do not sign the PA in advance.
- Please provide a summary of which proposed changes are negotiable and which changes are based in statute to help streamline the legal review process.
- If the state is proposing significant changes, it would also be helpful to confirm the right point of contact for live discussions/negotiations.

Other Notes:

We ask that all proposed changes be limited to areas where the State absolutely cannot accept the terms in the master agreement due to statute/procurement laws. We have a large number of PAs to execute in a short window of time, so we'd like to focus negotiations on the must-haves to ensure every state can get a PA executed in time.

Sincerely,

A handwritten signature in black ink that reads "Regina Acheampong".

Regina Acheampong
Director, US SLED Contracts & Operations