

## EXECUTIVE SUMMARY

FireOwls is an all CCIE team and an **Arista Certified Services Partner** specializing in technology integrations. This is a Statement of Work for converting Cisco to Arista. The following Arista models are covered:

- 720XP
- 750
- 7010
- 7020R
- 7050X
- 7060X

## STATEMENT OF WORK – Conversion of Cisco IOS/NXOS to Arista EOS and Deployment

SYNNEX SKU	Description	VAR Cost	MSRP
<b>SOS-REMARICONV-FO</b>	Remote conversion and deployment: Two (2) Cisco switches to two (2) Arista switches		\$12,500.00
<b>SOS-REMARICV-FO</b>	Installation of CloudVision		\$1,250.00

- **Project Coordination**
  - FireOwls will send a Client Configuration Development Questionnaire for the Client's response
  - FireOwls will attend a single 1-hour engagement kickoff call
    - Introductions
    - Discuss Client's needs
    - Discuss scheduling
    - Discuss Questionnaire responses if required
    - Review bill of materials
    - Discuss any technical requirements
- **Conversion of Cisco to Arista**
  - **Preparation – Remote**
    - "Discovery" (definition below) of current and pertinent Cisco network and architecture preparation for migration
    - Review dynamic and static routing configuration and operational state.
    - Review security policies on routers and adjacent/connected devices.
    - Convert like-for-like pertinent (currently used) management and Layer 2 configurations (minor Layer 3 static configs) of the Cisco switches to Arista switches
    - Optimize the Arista configuration to Arista's Best Practices
    - Validate Arista configuration via NRFU (Network Ready For Use)
  - **Migration – Remote (via VPN)**
    - High level: Perform migration of (2) two Cisco IOS/IOS-XE/NXOS switches to (2) two Arista EOS.



- This does not include rack, stack, and cabling.
- This includes up to one (1) pre-scheduled maintenance window (up to 6 hours each)
- After switch is racked, stacked, and cabled by Client, FireOwls will the following scope:
  - Set switch name
  - Upgrade firmware version as required
  - Configure up to five user accounts
  - Configure Management
  - Integrate with TACACS, RADIUS, or AAA
  - Configure port-based VLANs (up to four VLANs)
  - Configure Telemetry
  - Configure up to 3 VLAN IP addresses, default gateway and DNS
  - Configure up to two (2) MLAGs
  - Configure stacking technology
  - Disable unused ports, as required
  - Configure Syslog
  - Test and Validate functionality
- **Conclusion**
  - Obtain Client sign off
  - FireOwls will provide a one-page summary of the Arista architecture after the migration, along with a high-level description of the architecture
  - FireOwls will conduct post deployment meeting up to 30 minutes for project close discussions, questions, and comments
- **Additional Services (extra charge):** CloudVision
- **Additional Services (extra charge):** Routing Configuration
  - Configure routing protocol(s) on Arista
  - Configure routing on neighboring network devices, i.e. Cisco, Brocade, Juniper, F5, etc.

### Responsibilities and Assumptions:

- Client will be responsible for procurement of hardware and software licensing for this project.
- Client will be responsible for all cabling and physical installation
- Client will be responsible for any necessary base IP addressing needed for remote connectivity to equipment.
- Client will provide with direct VPN access (non-Webex or screen-sharing) for remote access to equipment.
- FireOwls must review all BOMs prior to contract acceptance.
- Out of Scope: Any work not explicitly detailed in this SOW is out of scope unless there is an appropriate Change Order.
- Client will provide a project contact with decision-making authority to support the scope of services described in this SOW and ensure the proper personnel are scheduled to review each completed Service or Deliverable upon notification of completion by Client.
- Client will provide the necessary hardware, software, and tools required for the successful completion of the project.



# Arista Deployment Statement of Work

- All work will be performed during normal business hours, Monday through Friday, 8am to 5pm, except holidays unless otherwise agreed upon.
- Provider is not liable for any data loss.
- Work to be completed within 120 days from when the Provider receives Customer PO.

**Warranty:**

NO WARRANTIES, EXPRESS OR IMPLIED, ARE MADE WITH RESPECT TO THE PRODUCTS OR SERVICES SUPPLIED BY FIREOWLS CORPORATION, INCLUDING, WITHOUT LIMITATION, ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.

**Payment:**

- Engagement will be billed on a prepaid fixed price basis
- FireOwls will invoice upon contract acceptance