



Tubac Fire District

**Nextrio &
Tubac Fire District**

A history of partnership

nextrio
FAMILY HOMECARE INC
4803

Station #4

TUBAC FIRE DIST
STATION #4



WHAT GUIDES US



Values

Passionate about technology
Engaged in our own destiny
Accountable for clients' success
Balanced in life
Invested in our community
Practiced in trust, respect and straight talk
Creative and inspired
Caffeinated

Vision

Nextrio capitalizes on our “culture of yes” to help clients make pivotal technology choices and strengthen their market advantage.

Mission

We demonstrate daily that delightful IT experts are good for business.

NEXTRIONS

We love to love them...



33% women



30 VMware, Cisco,
Microsoft, & more certs



3 MBAs,
2 Ethical Hackers
1 CPA



100% Background
Checked



1500 hours donated/ yr



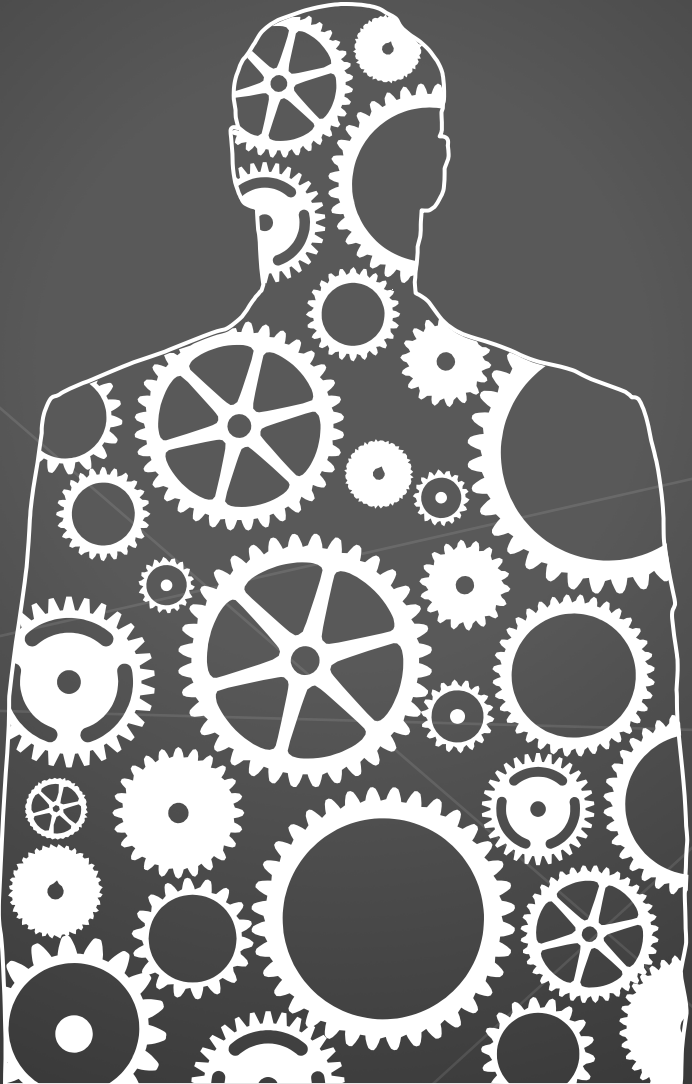
Bilingual Spanish



Avg Tenure: 5.5 years



40% 18-34 yr old



TFD FY 2019

91 Tickets Opened
84 Billable Hours
9 Engineers Deployed



18 Years in Business
12 Sonoran Dog Caterings
2% Top Tier Microsoft Gold Partner
1 Focus: Smart IT for Business

Nextrio By the Numbers





TFD Managed Services Contract



Infrastructure: Managed Firewall Routers

Infrastructure: Managed Switches

Infrastructure: Managed WiFi

Security: Server Maintenance & Management

Security: Workstation Maintenance & Management

Extra Support: Additional 10 hours per month

Infrastructure Needs Today, Tomorrow and Future

Currently Underway

- Managed WiFi Access Point Replacements
- Managed Backup Upgrade for Disaster Recovery with Local Storage and Cloud Storage

Immediate Needs (next 6-12 months)

- Server consolidation/virtualization and hardware replacement
- Network Switches hardware replacements

Future Needs (12+ months)

- UPS/Battery Backups
 - Workstation Replacements
- Cloud-based Server Migration

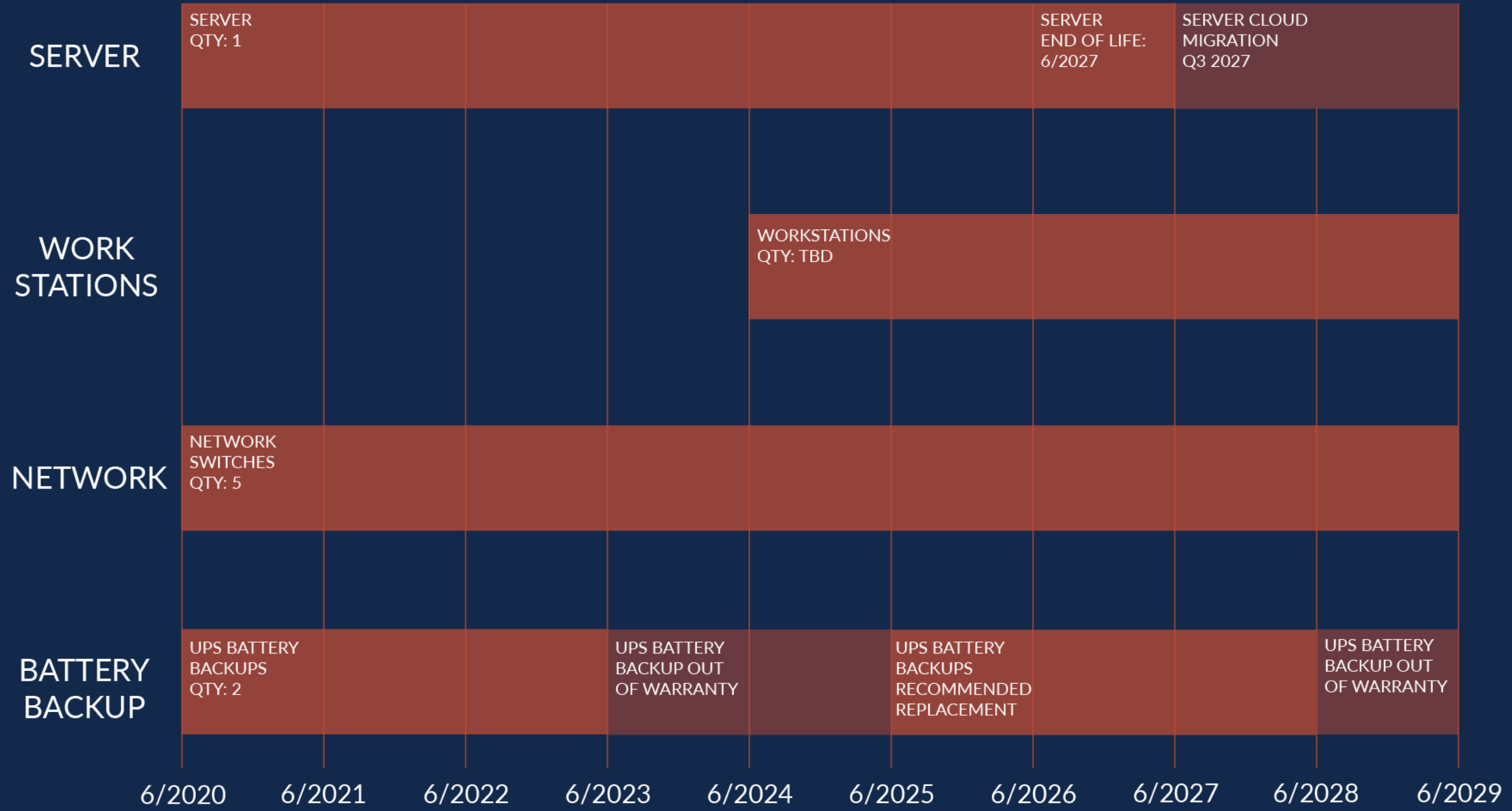
Server, Network Switches & UPS

- **Server**
 - Current Infrastructure
 - 1x server 10+ years old and 1x server 5+ years old
 - 4 virtual machines running on the 2 servers
 - Planned Upgrades
 - 1x server with 1x virtual machine currently hosting data backup will be moved to an external device featuring a cloud backup.
 - The other 3 virtual machines will be hosted on the 1 server.
 - Benefits: Speed. Cost savings
- **Switches**
 - Current: 1gb Switches
 - Planned Upgrades
 - 5x 50 port 10gb Switches
 - 1x 24 port 10gb Switch
 - Benefits: FASTER:10x increase in available throughput. Increased adaptability as future technology demands.
- **UPS Battery Backups**
 - Replace 2 battery backup systems to ensure the integrity of data in the event of a power disruption.

Future Projects

- Desktop Workstation Replacement
 - Time Frame: Summer 2024
 - Scope of work: Begin to replace all workstations as they reach end of life.
- Cloud Based Server Migration
 - Time Frame: Summer 2027
 - Scope of work: Move the physical server to a cloud-based server.

TUBAC FIRE DISTRICT IT LIFECYCLE



Nextrio Partnership Options



Current Contract



12-month Fixed Fee;
Former Simply Bits
ESG Service Model

Option 2



36-month Fixed Fee;
10% Multi-year
Service Discount

Option 4



48-month Fixed Fee;
Free Server Hardware
and Installation Time



Option 1



12-month Fixed Fee;
Standard Nextrio
Service Model

Option 3



36-month Fixed Fee;
Free Server Hardware

Contract Renewal Options Comparison

	Option 1: Standard Renewal	Option 2: 10% Service Discount	Option 3: Free Hardware	Option 4: Free Hardware + Installation
Monthly Recurring Charge	\$3,168.00	\$2,851.20	\$3,168.00*	\$3,168.00*
Contract Length	12-months	36-months	36-months	48-months
Future Price Protection	No	Yes	Yes	Yes
No Charge Inclusions^	None	None	Server and Switch Hardware and Operating System Licenses	Server and Switch Hardware and Operating System Licenses + Installation Time
Savings	(approximately \$2400 less per year than current contract)	10% off MRC over 36 months = \$11,404.80	Project Hardware Included = \$16,020.00	Project Hardware & Install Included = \$22,554.00

* Pricing is based on actual device counts in use; minimum monthly charge of \$3000/month required); first and last month's fee required up-front for security deposit on free equipment

^ Customer responsible for applicable sales taxes and shipping for hardware; ownership of equipment transfers to TFD upon installation (this is not a lease)

Driven by
more than
just great
technology.



Nextrio was founded in 2002 to provide professional IT infrastructure consulting and managed IT services by friendly, approachable business people with highly technical knowledge.

Our business has never been *only* about the technical results. From day one, it's been about relationships. From our original three founders to the nearly 50 professionals contributing daily to our success, a shared respect for ingenuity and an unwavering sense of accountability unites us.

With this simple creed, Nextrio has been fortunate to attract some of the IT industry's best and brightest minds to work with more than 1,200 inspirational clients throughout the Southwest.

Nextrio is a good place, for great people to do what they love every day. It is our privilege to share that passion for our craft with you.

