



# BIRGER.

**Proposal for Sophos Licenses  
Renewals**

**For Trinity Metals Rwanda**

**Date:** 23<sup>rd</sup> September 2024

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Date: 23<sup>rd</sup> September 2024

Our ref: QR001-23/09/24-TRI

Mr. **Olivier Nemeye**  
Position: Group IT Manager  
Company: **Trinity Metals Group**  
Address: Rwanda.

Dear Sir,

## **Re: Proposal for Sophos Licenses renewals**

Following your request, we are pleased to submit our proposal for Sophos Endpoints, Server and Xstream protection bearing our reference QR001-23/09/24-TRI.

We trust our proposal meets your requirements. Should you require any clarification or additional information, please do not hesitate to contact us.

We look forward to a positive response from you.

Yours faithfully,



Parwez Bhugalee

Executive Marketing Business Development



Gabriel Karerangabo

Technology sales officer

### **Birger Rwanda Ltd.**

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## 1. EXECUTIVE SUMMARY

BIRGER. has established the relevant technical know-how to offer the best, most versatile solutions in place to cater for the endpoint protection and network security solution for Trinity Metals Ltd

During the tailoring of the solution, we have taken into consideration the below main specifications for the licenses renewals as discussed:

Hardware Equipment / Software:

- Sophos Central Intercept X Advanced- (Desktop /Laptop)
- Sophos Central Mobile Standard
- Sophos Central Intercept X Advanced for Server
- Sophos Xstream Protection License
- XGS Hardware (Spare)

Professional services:

- a) Perform software updates/upgrades of Sophos equipment and new configurations as required during troubleshooting for:
  - a. 3xFirewalls – Sophos XGS 310
  - b. Sophos Central Intercept X Advanced- (Desktop /Laptop)
  - c. Sophos Central Mobile Standard
  - d. Sophos Central Intercept X Advanced for Server
  - e. Sophos Xstream Protection License
- b) Troubleshoot IT related issues pertaining to the Sophos equipment
- c) Carry out timely health checks and maintenance on Sophos equipment during the term of this Agreement and submit quarterly reports to the Customer
- d) Remediation of vulnerabilities or hardening of the devices as guided by the customer

## **2. BIRGER. OVERVIEW**

BIRGER. covers 9 territories in the Indian Ocean Islands (IOI) and East Africa. Our 3 core services: Technology – Security - Resiliency leverage on our cumulated know-how and experience gained over the past decades since 1953.

At BIRGER., we deliver optimal Support Services with the collaboration of our local certified employees. We ensure that customers transform the Data at the heart of their business to gain a competitive advantage. We train our People continuously during their career to gain technical, managerial and leadership skills. BIRGER. respects its promise and shows dedication consistently when delivering its 3 core services in all 9 territories.

Over the years, BIRGER. has been the catalyst for the introduction of innovative solutions and the dissemination of new technologies for various economic sectors. Leveraging on our experience in technology and security, we offer business continuity services.

### 3. FINANCIAL PROPOSAL

BIRGER. is pleased to provide its price schedule as follows:

| Item | Item &Description-TRINITY RENEWAL                       | Qty | Unit Price/RWF | Total amount /RWF    |
|------|---|-----|----------------|----------------------|
| 1    | Xstream Protection XG 310 RENEWAL -12 Months            | 3   | 9,016,964.86   | 27,050,894.58        |
| 2    | Central Intercept X Advanced-12 Month (Desktop /Laptop) | 150 | 40,161.08      | 6,024,162            |
| 4    | Central Intercept X Advanced for Server-12 Months       | 10  | 128,515.44     | 1,285,154.4          |
| 5    | XGS Hardware (Spare)                                    | 1   | 5,996,932.24   | 5,996,932.24         |
|      | <b>Sub Total</b>  |     |                | <b>40,357,143.22</b> |
|      | <b>BIRGER SLA</b>                                       |     |                | <b>3,579,064.13</b>  |
|      | <b>Tax</b>  |     |                | <b>644,231.55</b>    |
|      | <b>Total</b>  |     |                | <b>44,580,438.90</b> |

#### Remarks:

- Our proposal includes VAT, withholding taxes, Reverse VAT or any other charges.
- Any Additional Man Days shall be charged at USD 700 per person-day.

### 3. TERMS OF CONDITIONS OF SALE

Birger Rwanda Ltd.

- Validity of offer:** 15 Days as from quotation date.
- This offer is restricted to the products listed above, and is furthermore subject to product availability and lifecycle. Pricing is applied only to the above specified project and ONLY for the quantities specified.
- Delivery:** Within 1 – 4 weeks after confirmation and reception of down payment if required. The date of delivery is purely indicative and the company shall not be responsible for any claim that may arise due to late delivery, be it the manufacturer's fault or that of the shipping company.
- Payment:** 100% on confirmation of order
- Force Majeure:** May apply to delays in deliveries arising from circumstances beyond the seller's control.  
May apply to obstacles that render the execution of the order impossible for which the seller cannot be held responsible.
- Special terms:** BIRGER Rwanda Ltd will not be taken as responsible (during warranty) for any damage caused to client's IT equipment due to Natural disaster (including lightning, thunder, cyclones, water leakages etc), unusual shock or electric damage due to wrong power supplies or voltage variations, negligence of end-user, normal wear / tear or tampering.

## 4. Primary Contacts

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