

**CITY OF BERLIN  
COMMON COUNCIL MEETING  
STAFF REPORT**

**TO:** Common Council  
**FROM:** Jessi Balcom, City Administrator  
**AGENDA ITEM:** Corporate Network Solutions Inc Quote  
**MEETING DATE:** April 14, 2026

**BACKGROUND**

Corporate Network Solutions has provided three quotes to enhance security.

Know Be4 Security Awareness Training (3 year subscription)	\$3,075
Barracuda Email Protection (annual)	\$3,936
Microsoft 365 Business Premium (annual)	\$10,455

TOTAL for all QUOTES \$17,466

This will equate to an annual cost increase for security of (\$10,455-\$6,085 for Microsoft 365, upgrade – current version +\$3,936 for Barracuda) \$8,306. This cost will be shared among the Utilities, EMS and General Fund.

**SUGGESTED MOTION**

Motion to approve the quote for and implementation of security measures by Corporate Network Solutions Inc for \$17,466.



Corporate Network Solutions, Inc.  
 1624 East Wisconsin Ave.  
 Appleton, WI 54911  
 Phone: (920)-832-8406  
 Fax: (920)-832-8485

**QUOTE**

Quote # AAAQ36504  
 Date 04/09/26  
 Sales Rep. Todd J. Schroeder

Quote To:  
 City of Berlin  
 Jessi Balcom  
 108 N Capron St  
 Berlin, WI 54923

Ship To:  
 Corporate Network Solutions, Inc.  
 Todd J. Schroeder  
 1624 E Wisconsin Ave  
 Appleton, WI 54911

Qty	Description	Unit Price	Ext. Price
41	KnowBe4 Security Awareness Training Subscription - Platinum Level - 36 Month Subscription	\$75.00	\$3,075.00
		SubTotal	\$3,075.00
		Sales Tax	\$0.00
		Shipping	\$0.00
		<b>Total</b>	<b>\$3,075.00</b>

ALL orders require 50% payment at time of order and the REMAINDER DUE upon product receipt.

\*\*\*\*\* NO LABOR (PC SETUPS, CONVERSIONS, ETC) IS INCLUDED, UNLESS OTHERWISE SPECIFIED AND DOCUMENTED \*\*\*\*\*

Prices Subject to CHANGE. Prices based upon total purchase - all delivery, training or consulting services to be billed at PUBLISHED rates for each activity involved. All hardware computer components proposed above are covered by a LIMITED Manufacturer's WARRANTY - Covering parts and labor on a depot basis. We specifically disclaim ANY and ALL warranties, express or implied, including but not limited to any implied warranties or with regard to any licensed products. We SHALL NOT BE LIABLE for any loss of profits, business, goodwill, data, interruption of business, or for incidental or consequential merchantability or fitness of purpose, damages related to this agreement. MINIMUM 30% restocking fee for unopened material with original packaging.



Corporate Network Solutions, Inc.  
 1624 East Wisconsin Ave.  
 Appleton, WI 54911  
 Phone: (920)-832-8406  
 Fax: (920)-832-8485

**QUOTE**

Quote # AAAQ36493  
 Date 04/02/26  
 Sales Rep. Todd J. Schroeder

Quote To:

City of Berlin  
 Jessi Balcom  
 108 N Capron St  
 Berlin, WI 54923

Ship To:

Corporate Network Solutions, Inc.  
 Todd J. Schroeder  
 1624 E Wisconsin Ave  
 Appleton, WI 54911

Note: The subscription is for 41 licenses with a 1-year subscription.

Qty	Description	Unit Price	Ext. Price
492	Barracuda Email Protection - Premium Plan - Per User - 1 Month Subscription Essentials Total Email Protection - All Users  Flexible deployment AI-powered detection and response Spam, Malware, and Ransomware protection Phishing and BEC protection Account Takeover protection QR-code attack protection Link protection Attachment Sandboxing Dynamic warning banners DMARC reporting Automated Incident Response SIEM/SOAR/XDR integrations Email Encryption Email Continuity Data Loss Prevention Unlimited Microsoft 365 Backup Point-in-time data recovery File scanning for PII and malware Remediation of improper file shares	\$8.00	\$3,936.00
		SubTotal	\$3,936.00
		Sales Tax	\$0.00
		Shipping	\$0.00
		<b>Total</b>	<b>\$3,936.00</b>

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 1624 East Wisconsin Ave.  
 Appleton, WI 54911  
 Phone: (920)-832-8406  
 Fax: (920)-832-8485

**QUOTE**

Quote # AAAQ36505  
 Date 04/09/26  
 Sales Rep. Todd J. Schroeder

**Quote To:**

City of Berlin  
 Jessi Balcom  
 108 N Capron St  
 Berlin, WI 54923

**Ship To:**

Corporate Network Solutions, Inc.  
 Todd J. Schroeder  
 1624 E Wisconsin Ave  
 Appleton, WI 54911

Qty	Description	Unit Price	Ext. Price
41	NCE MICROSOFT 365 BUSINESS PREMIUM ANNUAL	\$255.00	\$10,455.00
		SubTotal	\$10,455.00
		Sales Tax	\$0.00
		Shipping	\$0.00
		<b>Total</b>	<b>\$10,455.00</b>

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