

SUBJECT: REQUEST FOR APPROVAL TO PURCHASE A STORAGE AREA NETWORK APPLIANCE

SOURCE: Finance Department

COMMENT: The Finance Department – Information Technology (IT) Division would like to request approval to purchase a Storage Area Network (SAN) appliance. We currently have a Dell PowerVault 132T tape backup unit that is nine years old and is beginning to fail on occasion. We have a nine hour window of opportunity (9:00 pm to 6:00 am) to backup data on a nightly basis. However, because the amount of data being backed up is so large, the backup process sometimes spills over to 7:00 am - 9:00 am when the majority of staff is active on the network. Backing up data when in use (by staff) slows down network access and could lock the file until the backup is complete. The SAN solution will allow us to store data on the appliance and capture a snapshot of all data at that instance. That data can then be backed up at any time and without interrupting staff productivity. This will also increase our window of opportunity to 24 hours to back-up the data and not inconvenience staff.

Staff received three quotes as follows:

Dell	\$31,675.97 (including tax and free shipping)
KIS	\$36,995.91 (including tax and shipping)
CDW	\$35,814.11 (not including tax and shipping)

Dell has also offered concessions concerning some future features that will be available as a patch update at no additional charge.

We currently have a standardized network system with Dell servers and workstations. Acquiring the Dell EqualLogic PS6510X will allow us to easily implement and integrate with the existing network infrastructure. The acquisition of a SAN is also significant in our goal of server virtualization. With a SAN, we can achieve a high-availability server platform for providing critical IT services to our public safety sector and better ensure system reliability for the rest of the City's staff.

Funds are available in the Technology Enhancements project funded by carryover funds approved in the 2012 /2013 Annual Budget.

RECOMMENDATION: That City Council approve the purchase of one "Dell EqualLogic PS6510X" SAN appliance at a cost of \$31,675.97.

ATTACHMENTS: SAN Price Quotations

Dir MB Approp./ Funded MB CM [Signature] Item No. 2



QUOTATION

Quote #: 645360290
 Customer #: 004023319
 Contract #: WN99ABZ
 Customer Agreement #: WSCA B27160
 Quote Date: 02/18/2013
 Date: 02/20/2013
 Customer Name: CITY OF PORTERVILLE

Thanks for choosing Dell! Your quote is detailed below; please review the quote for product and informational accuracy. If you find errors or desire certain changes please contact your sales professional as soon as possible.

Sales Professional Information

SALES REP: ALLIE L ROLISON PHONE: 1800 - 4563355
 Email Address: Jeremy_Sexton@Dell.com Phone Ext: 80000

GROUP: 1 QUANTITY: 1 SYSTEM PRICE: \$29,434.09 GROUP TOTAL: \$29,434.09

Base Unit	Dell EqualLogic PS6510X, 10Gbe, High Performance, High density, 10K SAS Drives (224-7571)	1
	48 X 600GB 10k SAS DUAL CONTROLLER (342-0367)	1
	EqualLogic array may not be returned (468-8817)	1
	Synchronous and Point-in-Time Replication (468-7110)	1
	Snaps/Clones with integration for MS SQL, Exchange, Hyper V and VMware (468-7155)	1
	SAN HQ multi group monitoring software (468-7156)	1
	ProSupport for your Enterprise: 7x24 HW / SW Tech Support and Assistance for Certified IT Staff, 1 Year (908-6780)	1
	Remote Implementation of a Dell Equallogic Array (961-3859)	1
	Proactive Maintenance Service Declined (926-2979)	1
	EqualLogic Reference Architecture, S4810, PS6510, up to 3 arrays (995-7189)	1
	On-Site Installation Declined (900-9997)	1

***Total Purchase Price: \$31,675.97**
 Product Subtotal: \$29,434.09
 Tax: \$2,241.88
 Shipping & Handling: \$0.00
 State Environmental Fee: \$0.00
 Shipping Method: LTL 5 DAY OR LESS

(* Amount denoted in \$)

Statement of Conditions

The information in this document is believed to be accurate. However, Dell assumes no responsibility for inaccuracies, errors, or omissions, and shall not be liable for direct, indirect, special, incidental, or consequential damages resulting from any such error or omission. Dell is not responsible for pricing or other errors, and reserves the right to cancel orders arising from such errors.

Dell may make changes to this proposal including changes or updates to the products and services described, including pricing, without notice or obligation.

This proposal is not intended to create a contractual relationship. Unless expressly agreed otherwise in a writing signed by the parties, all orders by CITY OF PORTERVILLE for Dell products and services shall be subject to Dell's Terms and Conditions of Sale-Direct, which can be found at www.dell.com/terms, and which incorporate Dell's U.S. Return Policy, at www.dell.com/returnpolicy#total. Please read those terms carefully and in their entirety, and note in particular that Dell EqualLogic and EqualLogic-branded products, Dell|EMC and EMC-branded products, PowerVault ML6000 tape libraries, non-



Attn: Scott Cheney
 Date: January 30, 2013
 Quote # 12913-1

From: Brad Goubeaux
 Phone # 510-933-7576
 FAX # 510-933-1915

PRODUCT DESCRIPTION	QTY	PRICE	EXT PRICE	PART#
Tegile HA2100 Zebi Storage Appliance, Dual Controllers, 22TB Raw Capacity, Dual Intel XEON E5620 CPUs, 600GB SSD, 48GB RAM, Full Software License	1	\$ 26,695.00	\$ 26,695.00	Z HA2100
10Gb Ethernet SFP+ Optical Card Upgrade	2	\$ 999.00	\$ 1,998.00	Z UPG-1000PT
On Site Installation Services	1	\$ 2,250.00	\$ 2,250.00	Z ONSITE-INSTALL
1 Year Support & Maintenance w/ NBD Parts	1	\$ 3,239.00	\$ 3,239.00	SUPPORT
Estimated Freight Charges via GROUND	1	\$ 375.00	\$ 375.00	NONE
<i>(Taxable Amount of \$28,693.00)</i>				

Brad Goubeaux
 Enterprise Accounts Manager
 bradg@kiscc.com

SUBTOTAL \$ 34,557.00
 TAX @ 8.5% \$ 2,438.91
TOTAL = \$ 36,995.91



**PEOPLE
WHO
GET IT™**

\$ 35,814.11

netapp ref# 10332989

City of Porterville

Qte date: 01/21/13
 Prep by: Matt Cross
 Phone: 866-639-2815
 Email: mattcro@cdw.com

QTY	PART NUMBER	DESCRIPTION	End-User / Unit	End User Extended
1	FAS2240-2-R5			
2	FAS2240A-HA-SW-R5	FAS2240A,HA CFO Software,R5	\$0.00	\$0.00
2	SW-2240A-SRESTORE-C	SW,SnapRestore,2240A,-C	\$1,294.16	\$2,588.32
2	SW-CIFS-C	SW,CIFS,-C	\$0.00	\$0.00
2	SW-FCP-C	SW,FCP,-C	\$0.00	\$0.00
2	SW-ISCSI-C	SW,iSCSI,-C	\$0.00	\$0.00
2	SW-NFS-C	SW,NFS,-C	\$0.00	\$0.00
2	SW-2240A-ONTAP8-P	SW,Data ONTAP Essentials,2240A,-P	\$0.00	\$0.00
1	F2240A-2-24X900-R5	FAS2240-2,HA,24x900GB,Dual CTL	\$30,416.17	\$30,416.17
1	X5526A-R6	Rackmount Kit,4-Post,Universal,R6	\$41.47	\$41.47
4	X800E-R6	Power Cable North America,R6	\$0.00	\$0.00
2	X6557-R6	Cable,SAS Cntrl-Shelf/Shelf-Shelf/HA,0.5m	\$45.68	\$91.37
1	X6560-R6	Cable,Ethernet,0.5m RJ45 CAT6	\$2.74	\$2.74
1	CS-O2-NBD	12 Months SupportEdge Premium NBD Onsite and Installation	\$2,674.04	\$2,674.04
GRAND TOTAL			\$35,814.11	

****Quote is good for 30 Days. Tax and Shipping will be calculated at time of purchase**