

**MOORPARK CITY COUNCIL
AGENDA REPORT**

TO: Honorable City Council

FROM: Atanas Beltchev, Information Systems Manager AB

DATE: May 12, 2015 (CC Meeting of 5/20/15)

SUBJECT: Consider Replacement of City's Storage Area Network (SAN) and Virtual Infrastructure (VI) and Purchase Agreement(s)

BACKGROUND

In Fiscal Year 2007/2008 the City Council approved funding to replace all old physical servers providing storage for City' data and access to the network for all users. New Storage Area Network (SAN) and Virtual Infrastructure (VI) were purchased and implemented by Information Systems (I.S.) staff. Server units, purchased prior to the implementation, were used in the project. Industry's standard lifespan for storage appliances and servers is 5 years. Due to the technology evolvement and exceeding their lifespan, all existing City storage appliances, server equipment and software components are considered outdated. Support is no longer offered by the manufacturers and new spare parts are unavailable for purchase.

Information Systems is requesting approval to replace and upgrade all components of the Storage Area Network and Virtual infrastructure at this time.

DISCUSSION

The Virtual Infrastructure and its core component, the Storage Area Network, is the technological core for all daily operations of the City. All information is stored in the SAN and presented to the users by multiple servers. For better resource utilization, energy savings, lower capital expenses, disaster recovery and improved management process, those servers are virtualized. All virtual servers operate on physical servers with the help of a virtualization layer called hypervisor. I.S. maintains and supports City Virtual Infrastructure and monitors the data. To meet regulatory compliance and for improved productivity, new applications were added in the past. New virtual servers were provisioned to accommodate resources recommended for proper operation of the applications.

Exponential data growth is the factor for constantly increasing need for electronic storage as the City continues to explore and implement paperless solutions.

On May 6, 2015, City Council adopted Resolution No 2015-3388 to appropriate \$350,000 from the General Fund (1000) for the purchase and installation of Tyler Technologies software and to provide for contractual accounting services. Staff analyzed all proposed options and determined that savings of approximately \$11,000.00 will be achieved if City Virtual Infrastructure is used to implement the proposed software.

I.S. staff conducted research and obtained quotes for SAN and VI upgrade from three vendors: Dell, Inc.; Compuwave with product from Nimble, and FusionStorm with product from TinTri. A formal bidding process was not required, because there are purchasing alliances for information technology equipment, products, and services, such as the Western States Contracting Alliance (WSCA), which the City of Moorpark is allowed to use through the State of California. All received proposals were reviewed by I.S. staff. Other factors taken in consideration during the selection process were the facts that City's current SAN and VI were purchased from and supported by Dell and the stability and reliability of the system. Based on all aforementioned criteria, staff's recommendation is that the replacement equipment and software support subscription be purchased from Dell through the State's WSCA contract. The Dell bid totaling \$131,652.34, includes all needed SAN and VI components (see the attached quote). The Compuwave quote was \$127,276.16, excluding server equipment and the FusionStorm quote was \$119,997.37, excluding server equipment and software support subscription.

FISCAL IMPACT

Total cost of the project is \$131,652.34. The Information Systems Division (3120) has sufficient Fiscal Year 2014/2015 funds budgeted for this project:

Account	Account Description	Project Amount
4003-3120-0000-9503	Storage Area Network (SAN) Replacement	\$ 125,000
1000-3120-0000-9102	Contractual Services	\$ 6,653
TOTAL		\$ 131,653

STAFF RECOMMENDATION

1. Approve the replacement of City's Storage Area Network and Virtual Infrastructure, using the State of California negotiated WSCA pricing;
2. Authorize purchase of equipment and software from DELL, Inc.;
3. Authorize the City Manager to sign all related agreements, subject to final language approval by the City Manager.

Attachment: Dell, Inc. - Quotations

**Quotation to MOORPARK,
CALIFORNIA**

Dell Marketing, LP
P.O. Box 149257
Austin, TEXAS 78714

Quote Date: 4/30/2015
Quotation #: DLA94303
Valid Until: 5/30/2015
Prepared By: Chris Brant
SFDC Deal Id: 10256997
Type: System WSCA WN99ABZ

Bill To:
MOORPARK, CALIFORNIA
799 Moorpark Ave
Moorpark, CA 93021

Description	Model Number	Dell SKU	Quantity	Years of	1 Yr Base	Amount	Subtotal
				Support	Unit Price		
Hardware & Drives							
SC4020 8Gb Fibre Channel - 8ports (8pack drives)	CT-SC4020-BASE-FC6		1				
6-pack, Dell 480GB, SAS, 6Gb, 2.5" SSD, RI	DS-SAS-25-480XSSD-6X-Y		1				
6-Pack, Dell 1.2TB, SAS, 6Gb, 2.5", 10K, HDD	DS-SAS6-25-1200X10K-6X-Y		2				
6-Pack, Enclosure Blank, SAS, Drive Bay Blanks, 2.5"	EN-BLNK-SAS6-25-6X-Y		1				
Brocade 300 8-16-24 Port FC8 Switch includes 8x8Gb SFPs	FS-300-8GB-8P		2				
LC-LC Optical Cable, 3M	PA-LC3M-OR-Y		8				
C13-C14, PDU, 12AMP, 6.5 FT (2m), Power cord, Qty2	PA-PC-2M-Y		1				
Sliding Rack Rails for Brocade 300 Switch	PA-RK-SRR		2				
Software							
SW, Storage Center OS Core Base License	SW-CORE-BASE48		1				
SW, Performance Bundle Base License	SW-PERF-BASE48		1				
SW, Remote Data Protection Bundle Base License	SW-RDP-BASE48		1				
Professional Services							
Data Migration to any Dell Storage Array, per TB, 2 to 100TBs	969-9537		2				
Installation and Implementation of a Dell Compellent SC4xxx Storage Array, up to 2 hosts	975-2970		1				
Hardware Installation Included in SAN/DAS Implementation	981-9069		2				
5 Year ProSupport and Mission Critical 4HR 7x24 Onsite Pack	BRCD-300-PS5YR-4H-MC		2				
GOV Sector, Health Check	CAA-1007-GOV		1				
Summary							
Description	Model Number	Dell SKU	Quantity	Years of	1 Yr Base	Amount	Subtotal
Optional Support (CML-HWMTC)							
CT-SC4020-BASE-MTCH : Support, 24x7, Dell/Compellent Series SC4020	CT-SC4020-BASE-MTCH		1	5			

ATTACHMENT

Description	Model Number	Dell SKU	Quantity	Years of Support	1 Yr Base Unit Price	Amount	Subtotal
Support Center (CML-SWMTC)							
SW-CORE-BASE48-MTCS : Support, 24x7, SW, Storage Center OS Core	SW-CORE-BASE48-MTCS		1	5			
SW-PERF-BASE48-MTCS : Support, 24x7, SW, Performance Bundle	SW-PERF-BASE48-MTCS		1	5			
SW-RDP-BASE48-MTCS : Support, 24x7, SW, Remote Data Protection Bundle	SW-RDP-BASE48-MTCS		1	5			

Description	Model Number	Dell SKU	Quantity	Years of Support	1 Yr Base Unit Price	Amount	Subtotal
Gold Spines							
LC-LC Optical Cable, 3M, CUS	PA-LC3M-OR-YSF		8				
TOTALS		Discount Comments					
Power (Watts): 500	5 year support term includes a 25% discount						
Heat (BTUs): 1,707.00							
Rack Units: 2							
Weight (Lbs): 42							
FC (Raw TB): 0							
SATA (Raw TB): 0							
SSD (Raw TB): 2.88							
SAS (Raw TB): 14.4							
Total (Raw TB): 17.28							
						Hardware Total	\$77,205.01
						Software Total	\$0.00
						VA Software Total	\$11,000.00
						Copilot Support Total	\$7,956.77
						VA Software Support Total	\$13,999.95
						Professional Services Total	\$13,134.04
						Subtotal	\$123,295.77
						Discount	(\$82,609.00)
						Freight	\$332.00
						*Grand Total	\$41,028.77

24x7 Support Center w/ Priority On-Site (4 hour)

*Plus applicable taxes

***Copilot Support Term: 5 year (60 months)

****The pricing is displayed in the US Dollar currency.

License Agreement: Use of software items ("Licensed Products") is governed by the terms and conditions of the applicable Dell Compellent End User License Agreement located at <http://www.compellent.com/eula.aspx> (the "License Agreement") which is incorporated herein by reference, and which Customer will also be required to accept in order to install and use the Licensed Products.

Terms and Conditions:

If this purchase is intended for resale and you do not have a separate agreement between you and Dell that specifically applies to this order, your order will be subject to and governed by Dell's Terms and Conditions of Sale for Persons or Entities Purchasing to Resell (or Reseller Terms of Sale), which can be found at www.dell.com/terms/reseller. If your order includes services, then such services are subject to and governed by the applicable service descriptions and terms located at www.dell.com/servicecontracts. The foregoing applicable online terms are hereby incorporated by reference and available in hardcopy from Dell. You acknowledge having read and agree to be bound by such online terms.

Dell's global customer pricing rates (GCP rates) are Dell's trade secrets and constitute confidential and proprietary information. This information is made available to customers on a confidential basis and may not be disclosed to any other party other than the party to which it is disclosed. Further, this information may not be disclosed to any person who does not require such information to carry out the specific purpose of this disclosure.

GCP rates may be used by Dell to convert U.S. Dollar prices to local currency prices but do not necessarily represent an offer to make an exchange. Due to the dynamic nature of foreign exchange markets, Dell may at any time change the instruments, currencies or process for these rates. In particular emerging market currencies, such as the Mexican Peso and South African Rand, are more likely to be adjusted due to their inherent volatile nature.

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SFDC Deal Id: 10014549
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6-Pack, Dell 1.2TB, SAS, 6Gb, 2.5", 10K, HDD	DS-SAS6-25-1200X10K-6X-Y		2				
6-Pack, Enclosure Blank, SAS, Drive Bay Blanks, 2.5"	EN-BLNK-SAS6-25-6X-Y		1				
Brocade 300 8-16-24 Port FC8 Switch includes 8x8Gb SFPs	FS-300-8GB-8P		2				
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C13-C14, PDU, 12AMP, 6.5 FT (2m), Power cord, Qty2	PA-PC-2M-Y		1				
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SW, Performance Bundle Base License	SW-PERF-BASE48		1				
SW, Remote Data Protection Bundle Base License	SW-RDP-BASE48		1				
Training							
DES-ILT Compellent Admin Training 4 Day	973-7428		1				
Professional Services							
Data Migration to any Dell Storage Array, per TB, 2 to 100TBs	969-9537		2				
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Description	Model Number	Dell SKU	Quantity	Support	Unit Price	Amount	Subtotal
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Description	Model Number	Dell SKU	Quantity	Support	Unit Price	Amount	Subtotal
Discount Comments							
5 year support term includes a 25% discount							
Power (Watts): 500 Heat (BTUs): 1,707.00 Rack Units: 2 Weight (Lbs): 42 FC (Raw TB): 0 SATA (Raw TB): 0 SSD (Raw TB): 2.88 SAS (Raw TB): 14.4 Total (Raw TB): 17.28						Hardware Total \$77,205.01 Software Total \$0.00 VA Software Total \$11,000.00 Copilot Support Total \$7,958.77 VA Software Support Total \$13,999.95 Training Total \$4,995.00 Professional Services Total \$13,134.04 Subtotal \$129,292.73 Discount (\$85,956.00) Freight \$332.00 *Grand Total \$43,668.73	

24x7 Support Center w/ Priority On-Site (4 hour)

*Plus applicable taxes

***Copilot Support Term: 5 year (60 months)

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For certain products shipped to end-users in California, a State Environmental Fee will be applied to your invoice. Dell encourages customers to dispose of electronic equipment properly.

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QUOTATION

Quote #: 707391328
 Customer #: 5527619
 Contract #: WN99ABZ
 Customer Agreement #: WSCA B27160
 Quote Date: 05/11/2015
 Customer Name: CITY OF MOORPARK

Date: 5/11/2015

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: STAN TEMPLE PHONE: 1800 - 4563355
 Email Address: Stan_temple@dell.com Phone Ext: 5125139107

GROUP: 1 QUANTITY: 3 SYSTEM PRICE: \$9,983.61 GROUP TOTAL: \$29,950.83

Description	Quantity
PowerEdge R630 Server (210-ACXS)	3
PowerEdge R630 Motherboard (329-BCIY)	3
Thank you for choosing Dell ProSupport Plus. For tech support, visit http://www.dell.com/contactdell (951-2015)	3
Dell Hardware Limited Warranty Plus On Site Service (976-7728)	3
ProSupport Plus: 7x24 Next Business Day Onsite Service, 5 Year (976-7763)	3
ProSupport Plus: 7x24 HW/SW Tech Support and Assistance, 5 Year (976-7770)	3
On-Site Installation Declined (900-9997)	3
US Order (332-1286)	3
PowerEdge R630 Shipping- 8 Drive Chassis (340-AKPS)	3
Broadcom 5720 DP 1Gb Network Interface Card, Low Profile (540-BBBX)	3
QLogic 2562 Dual Channel 8Gb Optical Fibre Channel HBA PCIe, Low Profile (406-BBFB)	6
QLLogic 57800 2x10Gb BT + 2x1Gb BT Network Daughter Card (540-BBBZ)	3
iDRAC8 Enterprise, integrated Dell Remote Access Controller, Enterprise (385-BBHO)	3
OpenManage Essentials, Server Configuration Management (634-BBWU)	3
Chassis with up to 8, 2.5" Hard Drives, 3 PCIe Slots (321-BBKL)	3
Bezel 8 Drive Chassis (325-BBII)	3
Performance BIOS Settings (384-BBBL)	3
RAID 1 for H330/H730/H730P (2 HDDs or SSDs) (780-BBJK)	3
PERC H730 Integrated RAID Controller, 1GB Cache (405-AAEG)	3
SanDisk DAS Cache, 90 Day Trial License (632-BBDC)	3
Intel Xeon E5-2660 v3 2.6GHz,25M Cache,9.60GT/s QPI,Turbo,HT,10C/20T (105W) Max Mem 2133MHz (338-BFFG)	3
Upgrade to Two Intel Xeon E5-2660 v3 2.6GHz,25M Cache,9.60GT/s QPI,Turbo,HT,10C/20T (105W) (374-BBGN)	3
16GB RDIMM, 2133 MT/s, Dual Rank, x4 Data Width (370-ABUG)	24
2133MT/s RDIMMs (370-ABUF)	3
Performance Optimized (370-AAIP)	3
300GB 10K RPM SAS 6Gbps 2.5in Hot-plug Hard Drive,13G (400-AEEC)	6
Electronic System Documentation and OpenManage DVD Kit, PowerEdge R630 (343-BBDK)	3
DVD ROM SATA Internal for 8HD Chassis (429-AAQM)	3
ReadyRails Sliding Rails Without Cable Management Arm (770-BBBC)	3
Dual, Hot-plug, Redundant Power Supply (1+1), 750W (450-ADWS)	3
C13 to C14, PDU Style, 12 AMP, 2 Feet (.6m) Power Cord, North America (492-BBDH)	6

Internal Dual SD Module (330-BBCL)	3
Redundant SD Cards Enabled (385-BBCF)	3
16GB SD Card For IDSDM (385-BBHV)	3
16GB SD Card For IDSDM (385-BBHV)	3
No Operating System (619-ABVR)	3
No Media Required (421-5736)	3
30 days Trial License for Vmware Enterprise Plus (600-BBBC)	3
VMware ESXi 5.5 U2 Embedded Image on Flash Media (600-BBQB)	3
DIMM Blanks for System with 2 Processors (370-ABWE)	3
120W Heatsink for PowerEdge R630 (412-AAEE)	3
120W Heatsink for PowerEdge R630 (412-AAEE)	3

*Total Purchase Price:	\$31,648.35
Product Subtotal:	\$29,950.83
Tax:	\$1,697.52
Shipping & Handling:	\$0.00
State Environmental Fee:	\$0.00
Shipping Method:	LTL 5 DAY OR LESS
	(* Amount denoted in \$)

Order this quote easily online through your [Premier page](#), or if you do not have Premier, using [Quote to Order](#)

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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.

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This quote is valid for 30 days unless otherwise stated. Unless you have a separate written agreement that specifically applies to this order, your order will be subject to and governed by the following agreements, each of which are incorporated herein by reference and available in hardcopy from Dell at your request:

If this purchase is for your internal use only: Dell's Commercial Terms of Sale (www.dell.com/CTS), which incorporate Dell's U.S. Return Policy (www.dell.com/returnpolicy) and Warranty (www.dell.com/warrantyterms).

If this purchase is intended for resale: Dell's Reseller Terms of Sale (www.dell.com/resellerterms).

If this purchase includes services: in addition to the foregoing applicable terms, Dell's Service Terms (www.dell.com/servicecontracts/global).

If this purchase includes software: in addition to the foregoing applicable terms, your use of the software is subject to the license terms accompanying the software, and in the absence of such terms, then use of the Dell-branded application software is subject to the Dell End User License Agreement - Type A (www.dell.com/AEULA) and use of the Dell-branded system software is subject to the Dell End User License Agreement - Type S (www.dell.com/SEULA).

You acknowledge having read and agree to be bound by the foregoing applicable terms in their entirety. Any terms and conditions set forth in your purchase order or any other correspondence that are in addition to, inconsistent or in conflict with, the foregoing applicable online terms will be of no force or effect unless specifically agreed to in a writing signed by Dell that expressly references such terms.

Additional Terms for Public Customers

If you are a department, agency, division, or office of any district, state, county or municipal government within the United States ("Public Customer"), the following terms ("Public Customer Terms") apply in addition to the foregoing terms: A. If any portion of the foregoing terms and conditions (or any terms referenced therein) is prohibited by law, such portion shall not apply to you. Notwithstanding anything to the contrary, the End User License Agreements shall take precedence in all conflicts

relevant to your use of any software. B. By placing your order, you confirm that (1) you are a contracting officer or other authorized representative of Public Customer with authority to bind the Public Customer to these terms and conditions, and (2) you have read and agree to be bound by these terms and conditions.

Pricing, Taxes, and Additional Information

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QUOTATION

Quote #:
 Customer #:
 Contract #:
 Customer Agreement #:
 Quote Date:

707663013
 5527619
 WN99ABZ
 WSCA B27160
 05/14/2015
 CITY OF MOORPARK

Date: 5/14/2015 Customer Name:

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:	STAN TEMPLE	PHONE:	1800 - 4563355
Email Address:	Jonathan_Gold@DELL.com	Phone Ext:	80000

SOFTWARE & ACCESSORIES		GROUP TOTAL: \$11,789.99	
Product	Quantity	Unit Price	Total
VLA VMWARE BASIC SUP/SUB VSPHERE ADV ACCEL KIT 6 PROCS VCENTER (A8359824)	1	\$11,789.99	\$11,789.99
104433872 VS4-ADVC-AK-G-SSS-C Basic Support Coverage VMware vSphere Advanced Acceleration Kit for 6 processors with vCenter Standard (Includes vSphere Advanced for 6 processors, 1 vCenter Server Standard)			
26-aug-12 thru 01-may-16	1	\$0.00	\$0.00

*Total Purchase Price:	\$11,789.99
Product Subtotal:	\$11,789.99
Tax:	\$0.00
Shipping & Handling:	\$0.00
State Environmental Fee:	\$0.00
Shipping Method:	LTL 5 DAY OR LESS

(* Amount denoted in \$)

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