



TOWN OF APPLE VALLEY

TOWN COUNCIL STAFF REPORT

To: Honorable Mayor and Town Council

Date: April 24, 2012

From: Jason Hall, Supervisor
Information Systems

Item No: 8

Subject: PURCHASE OF STORAGE AREA NETWORK EXPANSION

T.M. Approval: _____

Budgeted Item: Yes No N/A

RECOMMENDED ACTION:

Approve the purchase of the Storage Area Network (SAN) expansion, as budgeted for in the FY 2011-2012 budget.

SUMMARY:

The SAN expansion will provide staff, across the organization, with much needed disk resources which will improve speed and efficiency allowing Town staff the tools and resources to perform the business of the Town of Apple Valley.

The cost of the expansion includes the software, support, installation, and hardware including disks, disk enclosures, controllers, and miscellaneous cabling. The Information Systems division will integrate the new SAN into the existing infrastructure and it will both improve response and reliability of all computers across the organization.

BACKGROUND:

The Town's current SAN is no longer capable of supporting the amount of users on the Town's computer network. Information Systems staff determined, during the preparation for the 2011/2012 Fiscal Year budget, that this equipment would need to be upgraded. However, our current SAN is at maximum capacity. The Information Systems staff began the process of acquiring three competitive quotes for replacement equipment which would allow for expansion, as needed, in the future. Staff selected the least expensive quote and defined the Town's expectations, with respect to acquisition, installation and knowledge transfer from the installing consultant, in the attached statement of work.

CDW-G was the lowest cost vendor. CDW-G uses the California Multiple Award Schedules (CMAS) pricing which provides the lowest cost to government agencies in California. The cost for the switch is the same for all three quotes. As for support, CDW-G and NetApp use the same consultant for installation services for an additional

cost of \$5,540 to each of these quotes beyond the hardware costs. The third vendor does not provide installation services which would leave the Town to hire our own consultant for installation, training, and data transfer. See breakdown of costs below:

Vendor	Hardware Cost	Support Cost	Switch Cost	Total Cost
CDW-G	\$70,269.89	\$5,540	\$6,303.38	\$82,113.27
Insight Investments	\$71,957.35	\$5,540*	\$6,303.38	\$83,800.73
Net App	\$75,744.58	\$5,540	\$6,303.38	\$87,587.96

*Insight Investments does not offer the support.

The life expectancy for this piece of equipment, based on the manufacturer, is approximately ten (10) years. The Town expects to be able to immediately add as many as 160 workstations, beyond the existing 122 workstation, for a total of 282 workstations.

FISCAL IMPACT:

The total for the SAN hardware, software, cabling, installation, training, and data transfer for the selected vendor is \$82,113.27. This item is included in the current fiscal year budget for Information Systems Department and the Finance Department has verified that sufficient funds are available for this purchase.