



Town Council Agenda Report

Date: April 14, 2020 Item No. 4

To: Honorable Mayor and Town Council

Subject: PURCHASE OF DATA STORAGE, BACKUP, AND SERVER UPGRADES

From: Douglas Robertson, Town Manager

Submitted by: Brandon Cales, Innovation and Technology Officer
Department of Innovation and Technology

Budgeted Item: Yes No N/A

RECOMMENDED ACTION

Approve the California Multiple Award Schedules (CMAS) price quote and purchase of a data storage, data backup, and disaggregated hyperconverged infrastructure (dHCI) solution in the amount of \$149,578.26.

BACKGROUND

The Town has an aging technology infrastructure that is dispersed across several platforms and components. Many of these components are approaching end-of-life, are out of warranty and/or are no longer supported to receive critical updates necessary to ensure the security of the Town's technology and avoid risk of essential systems failing.

As the Town's usage of data grows, the current storage area network (SAN), data backup and dHCI solution, is no longer capable of supporting the increasing amount of media rich content being created for the public access broadcasting channels and other mediums, along with the increased need for fast, reliable, accessible data and software used by Town Staff and Departments, including the production of quality media content.

FISCAL IMPACT

This purchase is using available funds from the PEG Channel fund balance. The purchase also utilizes the CMAS Purchasing Agreement – Contract #3-14-70-3040B, commonly referred to as a "piggyback purchasing" procedure which utilizes competitively procured products and services.

ATTACHMENTS

Quote #2020-82961v3 from Logicalis, Inc.

**Town of Apple Valley - dHCI
Quotation # 2020-82961v3**

**Prepared By Logicalis for:
Town of Apple Valley**

*To the attention of :
Brandon Cales
Town of Apple Valley
14955 Dale Evans Pkwy
Apple Valley, CA 92307-3061
Tel: (760) 240-7000 x7609
Email: bcales@applevalley.org*

March 09, 2020

Pricing Summary

The following is a price summary of Logicalis' proposed solution.

Price Summary	Amount
Hardware	\$78,145.81
Software	\$20,803.41
Hardware Maintenance	\$21,877.34
Software Maintenance	\$6,590.40
Professional Services	\$16,105.00
Additional Charges	\$6,056.30
Grand Total	\$149,578.26

This quotation adheres to the pricing requirements of the CMAS Contract #3-14-70-3040B.



Logicalis offers a range of services, from helping you define and design a cloud strategy to assisting with server and storage selection for your current environment. We provide a variety of assessments and health checks, perfect for those who need help determining what the next steps are. Find out more at www.us.logicalis.com

Town of Apple Valley - dHCI
Quotation # 2020-82961v3

Customer Name & Address	Logicalis Account Executive
Brandon Cales Town of Apple Valley 14955 Dale Evans Pkwy Apple Valley, CA 92307-3061 (760) 240-7000 x7609 bcales@applevalley.org	Lisa Waelde 391 N. Main Street, Suite 103 Corona, CA 92880 +1 9513932315 lisa.waelde@us.logicalis.com
Bill To Address	Ship to Address
Town of Apple Valley 14955 Dale Evans Pkwy Apple Valley, CA 92307-3061	

Quotation expiration date: March 17, 2020

Item	Qty	Part Number	Description	List Price	Discount %	Unit Price	Extended Price
Products							
1	1	BB955A	HPE STOREONCE 3640 48TB SYSTEM	\$30,000.00	66.05%	\$10,185.15	\$10,185.15
2	1	BB994AAE	HPE STOREONCE ENCRYPTION E-LTU	\$1.00	66.00%	\$0.34	\$0.34
3	1	H7J34A3	HPE 3Y FOUNDATION CARE 24X7 SERVICE	\$0.00	0.00%	\$0.00	\$0.00
4	1	H7J34A3 ZGZ	HPE STOREONCE 3640 48TB SYSTEM SUPPORT	\$2,598.00	51.24%	\$1,266.66	\$1,266.66
5	1	R0R08A	HPE NS DHCI BASE CONFIG TRK	\$0.01	0.00%	\$0.01	\$0.01
6	3	867959-B21	HPE DL360 GEN10 8SFF CTO SERVER	\$1,699.00	40.03%	\$1,018.86	\$3,056.58
7	3	867959-B21 ABA	U.S. - ENGLISH LOCALIZATION	\$0.00	0.00%	\$0.00	\$0.00
8	3	860663-L21	HPE DL360 GEN10 XEON-G 5118 FIO KIT	\$2,019.00	40.03%	\$1,210.75	\$3,632.25
9	3	860663-B21	HPE DL360 GEN10 XEON-G 5118 KIT	\$2,019.00	40.03%	\$1,210.75	\$3,632.25
10	3	860663-B21 0D1	FACTORY INTEGRATED	\$0.00	0.00%	\$0.00	\$0.00

Item	Qty	Part Number	Description	List Price	Discount %	Unit Price	Extended Price
11	12	815100-B21	HPE 32GB 2RX4 PC4-2666V-R SMART KIT	\$951.00	73.52%	\$251.85	\$3,022.20
12	12	815100-B21 0D1	FACTORY INTEGRATED	\$0.00	0.00%	\$0.00	\$0.00
13	6	P18420-B21	HPE 240GB SATA RI SFF SC MV SSD	\$269.00	73.52%	\$71.24	\$427.44
14	6	P18420-B21 0D1	FACTORY INTEGRATED	\$0.00	0.00%	\$0.00	\$0.00
15	3	817753-B21	HPE ETH 10/25GB 2P 640SFP28 ADPTR	\$740.00	73.52%	\$195.97	\$587.91
16	3	817753-B21 0D1	FACTORY INTEGRATED	\$0.00	0.00%	\$0.00	\$0.00
17	3	P01366-B21	HPE 96W SMART STORAGE BATTERY 145MM CBL	\$140.00	64.79%	\$49.30	\$147.90
18	3	P01366-B21 0D1	FACTORY INTEGRATED	\$0.00	0.00%	\$0.00	\$0.00
19	3	804331-B21	HPE SMART ARRAY P408I-A SR GEN10 CTRLR	\$570.00	73.52%	\$150.95	\$452.85
20	3	804331-B21 0D1	FACTORY INTEGRATED	\$0.00	0.00%	\$0.00	\$0.00
21	3	817749-B21	HPE ETH 10/25GB 2P 640FLR-SFP28 ADPTR	\$720.00	73.52%	\$190.68	\$572.04
22	3	817749-B21 0D1	FACTORY INTEGRATED	\$0.00	0.00%	\$0.00	\$0.00
23	6	865414-B21	HPE 800W FS PLAT HT PLG LH PWR SPLY KIT	\$360.00	73.52%	\$95.33	\$571.98
24	6	865414-B21 0D1	FACTORY INTEGRATED	\$0.00	0.00%	\$0.00	\$0.00
25	3	BD505A	HPE ILO ADV 1-SVR LIC 3YR SUPPORT	\$469.00	50.75%	\$230.96	\$692.88
26	3	BD505A 0D1	FACTORY INTEGRATED	\$0.00	0.00%	\$0.00	\$0.00
27	3	867998-B21	HPE 1U GEN10 BEZEL KIT	\$69.00	40.03%	\$41.38	\$124.14
28	3	867998-B21 0D1	FACTORY INTEGRATED	\$0.00	0.00%	\$0.00	\$0.00
29	3	872252-B21	HPE 1U GEN10 SFF BB RAIL KIT	\$119.00	73.51%	\$31.52	\$94.56

Item	Qty	Part Number	Description	List Price	Discount %	Unit Price	Extended Price
30	3	872252-B21 0D1	FACTORY INTEGRATED	\$0.00	0.00%	\$0.00	\$0.00
31	3	R2H14A	HPE PROSTACK DL3X0 ADD CUST ESXI FIO SW	\$0.01	0.00%	\$0.01	\$0.03
32	10	C7535A	HPE ETHERNET 7FT CAT5E RJ45 M/M CABLE	\$4.70	73.40%	\$1.25	\$12.50
33	1	P9U08AAE	VMW VSPH STD ACC KIT 6P 3YR E-LTU	\$19,462.00	27.78%	\$14,056.32	\$14,056.32
34	1	Q2F25A	HPE SN2100M RACK INSTALLATION KIT	\$498.00	55.89%	\$219.68	\$219.68
35	2	R0P77A	HPE SN2010M 18SFP28 4QSFP28 P2C TAA SWCH	\$9,985.00	55.89%	\$4,404.55	\$8,809.10
36	10	JD089B	HPE X120 1G SFP RJ45 T TRANSCEIVER	\$380.00	60.38%	\$150.54	\$1,505.40
37	4	AJ836A	HPE 5M MULTI-MODE OM3 LC/LC FC CABLE	\$95.00	55.89%	\$41.90	\$167.60
38	1	H1K92A3	HPE 3Y PROACTIVE CARE 24X7 SERVICE	\$0.00	0.00%	\$0.00	\$0.00
39	3	H1K92A3 R2M	HPE ILO ADVANCED NON BLADE SUPPORT	\$26.00	50.12%	\$12.97	\$38.91
40	3	H1K92A3 WAG	HPE DL360 GEN10 SUPPORT	\$2,894.00	50.76%	\$1,425.12	\$4,275.36
41	2	H1K92A3 W0P	HPE SN2010M 25GBE SWITCH SUPPORT	\$2,441.00	50.14%	\$1,217.16	\$2,434.32
42	4	JD092B	HPE X130 10G SFP+ LC SR TRANSCEIVER	\$1,435.00	60.38%	\$568.48	\$2,273.92
43	20	JD097C	HPE X240 10G SFP+ SFP+ 3M DAC CABLE	\$285.00	71.70%	\$80.65	\$1,613.00
44	1	Q8H39A	HPE NS HF40 HYBRID CTO BASE ARRAY	\$63,110.00	73.91%	\$16,467.67	\$16,467.67
45	1	Q8B63B	HPE NS HF40 R2 5.76TB FIO CACHE BNDL	\$35,975.00	73.91%	\$9,387.16	\$9,387.16
46	1	Q8C17B	HPE NS 2X10GBE 4P FIO ADPTR KIT	\$10,000.00	79.51%	\$2,049.41	\$2,049.41
47	1	Q8H45A	HPE NS HF40/60 HYBRID 42TB FIO HDD BNDL	\$35,000.00	73.91%	\$9,132.75	\$9,132.75

Item	Qty	Part Number	Description	List Price	Discount %	Unit Price	Extended Price
48	2	Q8J27A	HPE NS C13 TO C14 FIO POWER CORD	\$0.01	0.00%	\$0.01	\$0.02
49	1	R2H12A	HPE NS DHCI NOS PG FIO SW	\$0.01	0.00%	\$0.01	\$0.01
50	1	R3P91A	HPE NS AF/HF ARRAY STANDARD TRK	\$0.01	0.00%	\$0.01	\$0.01
51	1	HT6Z2A3	HPE NS 3Y 4H ONSITE EXCHANGE SUPPORT	\$0.00	0.00%	\$0.00	\$0.00
52	1	HT6Z2A3 ZFA	HPE NS HF40/60 5.76TB CACHE SUPP	\$3,536.00	32.81%	\$2,375.97	\$2,375.97
53	1	HT6Z2A3 ZFG	HPE NS HF40 HYBRID BASE ARRAY SUPP	\$10,266.00	32.81%	\$6,898.12	\$6,898.12
54	1	HT6Z2A3 ZG0	HPE NS 2X10GBE 4P ADPTR SUPP	\$2,828.00	32.81%	\$1,900.24	\$1,900.24
55	1	HT6Z2A3 ZGR	HPE NS HF40/60 HYBRID 42TB HDD BNDL SUPP	\$4,000.00	32.81%	\$2,687.76	\$2,687.76
56	8	V-VASPLS-VS-P0000-U4	VEEAM AVAILABILITY SUITE ENTERPRISE PLUS UPGRADE FROM VEEAM AVAILABILITY SUITE ENTERPRISE	\$1,035.00	26.88%	\$756.77	\$6,054.16
57	8	V-VASPLS-VS-P01AR-00	ANNUAL BASIC MAINTENANCE RENEWAL-VEEAM AVAILABILITY SUITE ENTERPRISE PLUS	\$683.10	0.00%	\$697.78	\$5,582.24
58	40	V-VASPLS-VS-P0MBE-U4	BASIC MAINTENANCE EDITION UPGRADE FROM VEEAM AVAILABILITY SUITE ENTERPRISE TO VEEAM AVAILABILITY SUITE ENTERPRISE PLUS-ONE MONTH	\$18.98	0.00%	\$19.39	\$775.60
59	6	V-VASENT-VS-P01MR-00	MONTHLY BASIC MAINTENANCE RENEWAL-VEEAM AVAILABILITY SUITE ENTERPRISE	\$37.95	0.00%	\$38.76	\$232.56
<i>Products Subtotal</i>							\$127,416.96
Services - Fixed Fee							

Item	Qty	Part Number	Description	List Price	Discount %	Unit Price	Extended Price
60	1	PS	Project Initiation	\$8,052.50	0.00%	\$8,052.50	\$8,052.50
61	1	PS	Project Completion	\$8,052.50	0.00%	\$8,052.50	\$8,052.50
<i>Services Fixed Fee Subtotal</i>							\$16,105.00

Grand Total	
Products and Services Subtotal:	\$143,521.96
Sales Tax (estimated):	\$6,056.30
Grand Total:	\$149,578.26

Services Statement of Work

Data Center Services – Primary Site dHCI

Tasks and Activities

HPE dHCI

Plan:

- Review current virtualization design
- Review current data storage footprint
- Gather IP address of all virtual servers
- Review VMware licensing
- Review network topology and vlan design
- Review requirements to complete dHCI configuration work sheets
- Reviewing the storage volume design for up to 5 volumes

Implement:

- Physically rack 2 HPE SN2100M switches
- Physically rack Nimble HF40 array
- Physically rack 3 HPE DL360 servers
- Cable switches to servers and array per dHCI best practices
- Configure switches per dHCI best practices
- Deploy dHCI
- Configure Nimble array per dHCI best practices
- Configure vCenter Server
 - Create data center
 - Create cluster
 - Discover servers
 - Create data stores (up to 5)
- Create HPE passport account
- Register Nimble storage
- Enable cross-stack analytics
- V-2-V server to new vCenter (up to 12)
- Adjust virtual machine network card and reconfigure network address

Validate:

- Log into info sight
- Verify equipment data is populating
- Log into vcenter and verify VMware licensing
- Perform VMotion
- Log into guest virtual machine and verify network connectivity
- Review data storage usage
- Log deduplication and compression levels
- Verify HA capabilities by pulling the cable on the active controller to test failover

Training:

- Provide a high-level knowledge transfer session, which will not exceed one hour that cover the following topics:
 - Review how to engage support and get an HPE InfoSight account
 - Present an overview of your array hardware, GUI, and VMware vCenter plug-in
 - Demonstrate how to create volumes (including snapshot schedules)
 - Review the HPE Nimble Storage best practices with the customer on how they can best install and configure their VMware virtual machines
 - Demonstrate how to monitor the array in real time
 - Review key administrative tasks on the dHCI (OS upgrades, adding users)
 - Present an overview on using HPE InfoSight for monitoring all of your arrays
 - Instruct how to find key resources about using HPE Nimble Storage
- Provide onsite next day support (2 hours)

Backup software and target setup and install

Plan:

- Review current backup strategy
- Review current secondary site IP address scheme
- Obtain required IP address for backup server and storage target
- Review required installation area and connections required

Implement:

- Physically racking and cabling of new backup target
- Cable the backup target to the network switches
- Conduct power-on tests and verify operation
- Configure backup target
- Reconfigure Veeam software per best practices with StoreOnce appliance
- Reconfigure Veeam for Storage Snapshot integration

Validate:

- Run a backup job (less than 100 gb)
 - Verify snapshot integration
 - Verify deduplication and compression levels
 - Monitor for any errors
- Run a restore (less than 100 gb)
 - Monitor for any errors
 - Verify network of restored virtual machine

Assumptions:

- There is a private link from primary site to secondary site with enough bandwidth to support backups
- There is routing and switching infrastructure already in place at both sites
- This statement of work does not include any network design /setup or changes
- There is enough space in the racks for the current equipment and new dHCI solution
- There is enough space in the racks for the current equipment and new backup target
- There is enough power to for current equipment and new dHCI solution
- There is enough power to for current equipment and new backup target
- DNS infrastructure is functioning
- Backup server has been moved to secondary site and is connected to the network

Project Management

The assigned Logicalis Project Manager will be responsible for providing the following services:

Project Manager 2 (Low Rigor)

Planning

- Project initiation phone call
- Resource scheduling
- High-level milestone timeline

Execution

- Product tracking, if applicable
- Weekly project status call and email
- Resource management and allocation
- Project escalations

Monitoring & Controlling

- Project Deliverable review and delivery, as applicable
- Scope management
- Document Project Change Requests (PCRs), if applicable
- Timeline monitoring

Closing

- Project Closure and Acceptance processing

Terms and Conditions

Terms Applicable to All Sales

1. In the event Customer chooses to lease the Products and/or Services from a third party leasing company, Customer remains liable for payment to Logicalis for all Products and/or Services purchased until Logicalis receives payment from such leasing company.
2. All items not specifically included in this document are out of scope.
3. Prices are valid for 30 days from date of the document unless otherwise stated.
4. The information in this document is considered proprietary and confidential to Logicalis. By acceptance of this Quotation, Customer agrees to maintain this confidentiality and use such information for internal purposes only.

Terms Applicable for Product Sales

1. Logicalis' Terms and Conditions of Sale, found at us.logicalis.com/tcsales, are incorporated herein by reference.
2. Any variation in quantity or requested delivery may result in price changes.
3. Prices are subject to change without notice in the event the Product's manufacturer/distributor changes the price to Logicalis.
4. Shipping and taxes are added at time of invoice. Shipping charges are subject to handling fees for specifying carriers and same day shipments.
5. Logicalis collaborates with the OEM/distributor to schedule delivery to Customer's loading dock; inside delivery is available upon request and may increase the cost of delivery.

Terms Applicable for Services Sales

1. Logicalis' Terms and Conditions of Sale, found at us.logicalis.com/tcsales, are incorporated herein by reference.
2. General customer responsibilities, project assumptions, change management processes, and other terms applicable to the delivery and receipt of services (as applicable to this Quotation), found at us.logicalis.com/gcr, are incorporated herein by reference.
3. Unless otherwise mutually agreed upon, reasonable travel expenses will be tracked separately and billed directly to Customer. Travel expenses will include cost incurred from travel (airfare, rental car, mileage, tolls and lodging). Meals, if any, will be billed at the per diem rate of \$65.

Quotation Acceptance

By signing below, the undersigned accepts this offer and confirms that he/she is authorized to purchase these items on behalf of Customer. This offer may be accepted by purchase order or other acknowledgement of acceptance, including, without limitation, by signing this document. Any reference to a Customer's Purchase Order or P.O. number does not indicate Logicalis' acceptance of terms and conditions referenced on/attached to any such P.O.

Accepted By:
Town of Apple Valley

Accepted By:
Logicalis, Inc.

Signature

Signature

Printed Name

Printed Name

Title

Title

Date

Date

© 2020 Logicalis, Inc. All trademarks are acknowledged. All rights reserved.