CITY OF Grand Junction COLORADO

MESA COUNTY

INTENT TO AWARD

Date: July 20, 2015

Company: Sanity Solutions Inc.

Project: Storage Area Network System Arrays RFP-4060-15-NJ

Based upon review of the all responses received for RFP-4060-15-NJ Storage Area Network System Arrays, you have been selected as the preferred proposer. It is the intent of the City of Grand Junction to award the aforementioned contract to your company as is listed in the RFP documents, and your proposal response identified as Quote # 004390-R5.

The contract must be approved by the City of Grand Junction City Council prior to contract award. The tentatively scheduled date of approval is August 5, 2015.

Also, please provide us with your required insurance certificates along with this signed acknowledgement. Once we have received your documents and the contract has been approved by City Council, a contract will be sent to your Firm for review and subsequent signing.

Please feel free to contact me with any questions at 970-244-1533.

CITY OF GRAND JUNCTION

Nicholas C Jones, Buyer

SUPPLIER ACKNOWLEDGEMENT

Receipt of this Notice to Award is hereby acknowledged:

Company: **SANITY SOLUTIONS INC.**

By: Keith Barnholt

Title: Account Executive

Date: 07/20/15

CITY OF GRAND JUNCTION/MESA COUNTY, COLORADO

****

CONTRACT

This CONTRACT made and entered into this **6th** day of **August, 2015** by and between the **City of Grand Junction, Colorado,** a government entity in the County of Mesa, State of Colorado, hereinafter in the Contract Documents referred to as the "Owner" and **Sanity Solutions Inc.,** hereinafter in the Contract Documents referred to as the "Contractor."

WITNESSETH:

WHEREAS, the Owner advertised that sealed Responses would be received for furnishing all labor, tools, supplies, equipment, materials, and everything necessary and required for the Project described by the Contract Documents and known as **Storage Area Network System Arrays RFP-4060-15-NJ.**

WHEREAS, the Contract has been awarded to the above named Contractor by the Owner, and said Contractor is now ready, willing and able to perform the Work specified in the Notice of Award, in accordance with the Contract Documents;

NOW, THEREFORE, in consideration of the compensation to be paid the Contractor, the mutual covenants hereinafter set forth and subject to the terms hereinafter stated, it is mutually covenanted and agreed as follows:

ARTICLE 1

Contract Documents: It is agreed by the parties hereto that the following list of instruments, drawings, and documents which are attached hereto, bound herewith, or incorporated herein by reference constitute and shall be referred to either as the "Contract Documents" or the "Contract", and all of said instruments, drawings, and documents taken together as a whole constitute the Contract between the parties hereto, and they are fully a part of this agreement as if they were set out verbatim and in full herein:

The order of contract document governance shall be as follows:

a. The body of this contract agreement
b. Solicitation Documents for the Project; **RFP-4060-15-NJ;**
c. Intent to Award
d. Contractors Response to the Solicitation

ARTICLE 2

<u>Definitions:</u>   The clauses provided in the Solicitation apply to the terms used in the Contract and all the Contract Documents.

ARTICLE 3

<u>Contract Work:</u> The Contractor agrees to furnish all labor, tools, supplies, equipment, materials, and all that is necessary and required to complete the tasks associated with the Work described, set forth, shown, and included in the Contract Documents as indicated in the Solicitation Document.

ARTICLE 4

<u>Contract Price and Payment Procedures:</u> The Contractor shall accept as full and complete compensation for the performance and completion of all of the Work specified in the Contract Documents, the sum of **Ninety Nine Thousand Seven Hundred Sixty-Six & 00/100 dollars. ($99,766.00).** If this Contract contains unit price pay items, the Contract Price shall be adjusted in accordance with the actual quantities of items completed and accepted by the Owner at the unit prices quoted in the Solicitation Response. The amount of the Contract Price is and has heretofore been appropriated by the Grand Junction City Council or Mesa County Board of County Commissioners for the use and benefit of this Project. The Contract Price shall not be modified except by Change Order or other written directive of the Owner. The Owner shall not issue a Change Order or other written directive which requires additional work to be performed, which work causes the aggregate amount payable under this Contract to exceed the amount appropriated for this Project, unless and until the Owner provides Contractor written assurance that lawful appropriations to cover the costs of the additional work have been made.

ARTICLE 5

<u>Contract Binding:</u> The Owner and the Contractor each binds itself, its partners, successors, assigns and legal representatives to the other party hereto in respect to all covenants, agreements and obligations contained in the Contract Documents. The Contract Documents constitute the entire agreement between the Owner and Contractor and may only be altered, amended or repealed by a duly executed written instrument. Neither the Owner nor the Contractor shall, without the prior written consent of the other, assign or sublet in whole or in part its interest under any of the Contract Documents and specifically, the Contractor shall not assign any moneys due or to become due without the prior written consent of the Owner.

ARTICLE 7

<u>Severability:</u> If any part, portion or provision of the Contract shall be found or declared null, void or unenforceable for any reason whatsoever by any court of competent jurisdiction or any governmental agency having the authority thereover, only such part, portion or provision shall be effected thereby and all other parts, portions and provisions of the Contract shall remain in full force and effect.

IN WITNESS WHEREOF, City of Grand Junction/Mesa County, Colorado, has caused this Contract to be subscribed and sealed and attested in its behalf; and the Contractor has signed this Contract the day and the year first mentioned herein.

The Contract is executed in two counterparts.

CITY OF GRAND JUNCTION

By: *Jim Finlayson*
9575D1DCED794F2

Title: Jim Finlayson, Information Technology Director

8/6/2015 | 10:17 MT

Date

(SANITY SOLUTIONS INC.)

By: *keith Barnholt*
0224D0543B9A4EC

Title: Keith Barnholt, Account Executive

8/6/2015 | 09:24 MT

Date

Request for Proposal
RFP-4060-15-NJ

STORAGE AREA NETWORK
SYSTEM ARRAYS

RESPONSES DUE:
June 16, 2015 prior to 3:30 PM MDT

Accepting Electronic Responses Only
Responses Only Submitted Through the Rocky Mountain E-Purchasing System
(RMEPS)
https://www.rockymountainbidsystem.com/default.asp
(Purchasing Representative does not have access or control of the vendor side of RMEPS. If website or other problems arise during response submission, vendor MUST contact RMEPS to resolve issue prior to the response deadline. 800-835-4603)

PURCHASING REPRESENTATIVE:
Nicholas C Jones, Buyer
Nickj@gjcity.org
970-244-1533

This solicitation has been developed specifically for a Request for Proposal intended to solicit competitive responses for this solicitation, and may not be the same as previous City of Grand Junction/Mesa County solicitations. All offerors are urged to thoroughly review this solicitation prior to submitting. Submittal by **FAX IS NOT ACCEPTABLE** for this solicitation.

REQUEST FOR PROPOSAL

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Section

REQUEST FOR PROPOSAL

SECTION 1.0: ADMINISTRATIVE INFORMATION & CONDITIONS FOR SUBMITTAL

1.1 **Issuing Office:** This Request for Proposal (RFP) is issued for the City of Grand Junction (Owner) on behalf of the Information Technology Division. All contact regarding this RFP is directed to:

RFP Questions:
Nicholas C Jones, Buyer
Nickj@gjcity.org

1.2 **Purpose:** The purpose of this RFP is to obtain proposals from qualified professional firms to provide all labor, equipment, and materials required to replace 2 NexSan Storage arrays with 3 separate storage arrays to support 3 different environments (VDI, Production/Forensic, and Test). Installation, setup, configuration, and training/knowledge transfer shall be included in contractor's response. All dimensions and scope of work should be verified by Contractors prior to submission of proposals.

1.3 **The Owner:** The Owner is the City of Grand Junction and/or Mesa County, Colorado and is referred to throughout this Solicitation. The term Owner means the Owner or his authorized representative.

1.4 **Mandatory Pre-Proposal Conference:** A **mandatory** pre-proposal conference is required for all prospective offerors. The purpose of this visit will be to inspect and to clarify the contents of this Request for Proposal (RFP). Meeting location shall be via online meeting software on **June 9, 2015 at 9:00 AM MDT**. **Pre-Registration is required.** Contact the Purchasing Representative to pre-register for the conference and obtain web-links and information pertaining to the meeting.

1.5 **Compliance:** All participating Offerors, by their signature hereunder, shall agree to comply with all conditions, requirements, and instructions of this RFP as stated or implied herein. Should the Owner omit anything from this packet which is necessary to the clear understanding of the requirements, or should it appear that various instructions are in conflict, the Offeror(s) shall secure instructions from the Purchasing Division prior to the date and time of the submittal deadline shown in this RFP.

1.6 **Submission:** Please refer to section 5.0 for what is to be included. ***Each proposal shall be submitted in electronic format only, and only through the Rocky Mountain E-Purchasing website (https://www.rockymountainbidsystem.com/default.asp).*** *This site offers both "free" and "paying" registration options that allow for full access of the Owner's documents and for electronic submission of proposals. (Note: "free" registration may take up to 24 hours to process. Please Plan accordingly.)* Please view our "**Electronic Vendor Registration Guide**" at http://www.gjcity.org/BidOpenings.aspx for details. For proper comparison and evaluation, the City requests that proposals be formatted as directed in Section 5.0 "Preparation and Submittal of Proposals." Submittals received that fail to follow this format may be ruled non-responsive. (Purchasing Representative does not have access or control of the vendor side of RMEPS. If website

or other problems arise during response submission, vendor **MUST** contact RMEPS to resolve issue prior to the response deadline. **800-835-4603**)

1.7 **Altering Proposals:** Any alterations made prior to opening date and time must be initialed by the signer of the proposal, guaranteeing authenticity. Proposals cannot be altered or amended after submission deadline.

1.8 **Withdrawal of Proposal:** A proposal must be firm and valid for award and may not be withdrawn or canceled by the Offeror prior to the sixty-first (61st) day following the submittal deadline date and only prior to award. The Offeror so agrees upon submittal of their proposal. After award this statement is not applicable.

1.9 **Acceptance of Proposal Content:** The contents of the proposal of the successful Offeror shall become contractual obligations if acquisition action ensues. Failure of the successful Offeror to accept these obligations in a contract shall result in cancellation of the award and such vendor shall be removed from future solicitations.

1.10 **Exclusion:** No oral, telegraphic, or telephonic proposals shall be considered.

1.11 **Addenda:** All Questions shall be submitted in writing to the appropriate person as shown in Section 1.1. Any interpretations, corrections and changes to this RFP or extensions to the opening/receipt date shall be made by a written Addendum to the RFP by the City Purchasing Division. Sole authority to authorize addenda shall be vested in the City of Grand Junction Purchasing Representative. Addenda will be issued electronically through the Rocky Mountain E-Purchasing website at www.rockymountainbidsystem.com. Offerors shall acknowledge receipt of all addenda in their proposal.

1.12 **Exceptions and Substitutions:** All proposals meeting the intent of this RFP shall be considered for award. Offerors taking exception to the specifications shall do so at their own risk. The Owner reserves the right to accept or reject any or all substitutions or alternatives. When offering substitutions and/or alternatives, Offeror must state these exceptions in the section pertaining to that area. Exception/substitution, if accepted, must meet or exceed the stated intent and/or specifications. The absence of such a list shall indicate that the Offeror has not taken exceptions, and if awarded a contract, shall hold the Offeror responsible to perform in strict accordance with the specifications or scope of work contained herein.

1.13 **Confidential Material:** All materials submitted in response to this RFP shall ultimately become public record and shall be subject to inspection after contract award. "**Proprietary or Confidential Information**" is defined as any information that is not generally known to competitors and which provides a competitive advantage. Unrestricted disclosure of proprietary information places it in the public domain. Only submittal information clearly identified with the words "***Confidential Disclosure***" and uploaded as a separate document shall establish a confidential, proprietary relationship. Any material to be treated as confidential or proprietary in nature must include a justification for the request. The request shall be reviewed and either approved or denied by the Purchasing Supervisor. If denied, the proposer shall have the opportunity to withdraw its entire proposal, or to remove the confidential or proprietary restrictions.

Neither cost nor pricing information nor the total proposal shall be considered confidential or proprietary.

1.14 **Response Material Ownership**: All proposals become the property of the Owner upon receipt and shall only be returned to the proposer at the Owner's option. Selection or rejection of the proposal shall not affect this right. The Owner shall have the right to use all ideas or adaptations of the ideas contained in any proposal received in response to this RFP, subject to limitations outlined in the section 1.12 entitled "Confidential Material". Disqualification of a proposal does not eliminate this right.

1.15 **Minimal Standards for Responsible Prospective Offerors**: A prospective Offeror must affirmably demonstrate their responsibility. A prospective Offeror must meet the following requirements:

- Have adequate financial resources, or the ability to obtain such resources as required.
- Be able to comply with the required or proposed completion schedule.
- Have a satisfactory record of performance.
- Have a satisfactory record of integrity and ethics.
- Be otherwise qualified and eligible to receive an award and enter into a contract with the Owner.

1.16 **Open Records**: Proposals shall be received and publicly acknowledged at the location, date, and time stated herein. Offerors, their representatives and interested persons may be present. Proposals shall be received and acknowledged only so as to avoid disclosure of process. However, all proposals shall be open for public inspection after the contract is awarded. Trade secrets and confidential information contained in the proposal so identified by offer as such shall be treated as confidential by the Owner to the extent allowable in the Open Records Act.

1.17 **Sales Tax**: City of Grand Junction/Mesa County is, by statute, exempt from the State Sales Tax and Federal Excise Tax; therefore, all fees shall not include taxes.

1.18 **Public Opening**: Proposals shall be opened in the City Hall Auditorium, 250 North 5th Street, Grand Junction, CO 81501, immediately following the proposal deadline. Offerors, their representatives and interested persons may be present. Only the names and locations on the proposing firms will be disclosed.

SECTION 2.0:   GENERAL CONTRACT TERMS AND CONDITIONS

2.1. **Acceptance of RFP Terms**: A proposal submitted in response to this RFP shall constitute a binding offer. Acknowledgment of this condition shall be indicated on the Letter of Interest or Cover Letter by the autographic signature of the Offeror or an officer of the Offeror legally authorized to execute contractual obligations. A submission in response to the RFP acknowledges acceptance by the Offeror of all terms and conditions including compensation, as set forth herein. An Offeror shall identify clearly and thoroughly any variations between its proposal and the Owner's RFP requirements. Failure to do so shall be deemed a waiver of any rights to subsequently modify the terms of performance, except as outlined or specified in the RFP.

2.2. **Execution, Correlation, Intent, and Interpretations:** The Contract Documents shall be signed in not less than triplicate by the Owner (Owner) and Contractor. Owner will provide the contract. By executing the contract, the Contractor represents that he/she has visited the site, familiarized himself with the local conditions under which the Work is to be performed, and correlated his observations with the requirements of the Contract Documents. The Contract Documents are complementary, and what is required by any one, shall be as binding as if required by all. The intention of the documents is to include all labor, materials, equipment and other items necessary for the proper execution and completion of the scope of work as defined in the technical specifications and drawings contained herein. All drawings, specifications and copies furnished by the Owner are, and shall remain, Owner property. They are not to be used on any other project, and with the exception of one contract set for each party to the contract, are to be returned to the owner on request at the completion of the work.

2.3. **Permits, Fees, & Notices:** The Contractor shall secure and pay for all permits, governmental fees and licenses necessary for the proper execution and completion of the work. The Contractor shall give all notices and comply with all laws, ordinances, rules, regulations and orders of any public authority bearing on the performance of the work. If the Contractor observes that any of the Contract Documents are at variance in any respect, he shall promptly notify the Owner in writing, and any necessary changes shall be adjusted by approximate modification. If the Contractor performs any work knowing it to be contrary to such laws, ordinances, rules and regulations, and without such notice to the Owner, he shall assume full responsibility and shall bear all costs attributable.

2.4. **Responsibility for those Performing the Work:** The Contractor shall be responsible to the Owner for the acts and omissions of all his employees and all other persons performing any of the work under a contract with the Contractor.

2.5. **Use of the Site:** The Contractor shall confine operations at the site to areas permitted by law, ordinances, permits and the Contract Documents, and shall not unreasonably encumber the site with any materials or equipment.

2.6. **Cleanup:** The Contractor at all times shall keep the premises free from accumulation of waste materials or rubbish caused by his operations. At the completion of work he shall remove all his waste materials and rubbish from and about the project, as well as all his equipment and surplus materials.

2.7. **Payment & Completion:** The Contract Sum is stated in the Contract and is the total amount payable by the Owner to the Contractor for the performance of the work under the Contract Documents. Upon receipt of written notice that the work is ready for final inspection and acceptance and upon receipt of application for payment, the Owner's Project Manager will promptly make such inspection and, when he finds the work acceptable under the Contract Documents and the Contract fully performed, the Owner shall make payment in the manner provided in the Contract Documents. Partial payments will be based upon estimates, prepared by the Contractor, of the value of Work performed and materials placed in accordance with the Contract Documents.

2.8. **Protection of Persons & Property:** The Contractor shall comply with all applicable laws, ordinances, rules, regulations and orders of any public authority having jurisdiction for the safety of persons or property or to protect them from damage, injury or loss. He shall erect and maintain, as required by existing safeguards for safety and protection, and all reasonable precautions, including posting danger signs or other warnings against hazards promulgating safety regulations and notifying owners and users of adjacent utilities. When or where any direct or indirect damage or injury is done to public or private property by or on account of any act, omission, neglect, or misconduct by the Contractor in the execution of the work, or in consequence of the non-execution thereof by the Contractor, he shall restore, at his own expense, such property to a condition similar or equal to that existing before such damage or injury was done, by repairing, rebuilding, or otherwise restoring as may be directed, or it shall make good such damage or injury in an acceptable manner.

2.9. **Changes in the Work:** The Owner, without invalidating the contract, may order changes in the work within the general scope of the contract consisting of additions, deletions or other revisions. All such changes in the work shall be authorized by Change Order and shall be executed under the applicable conditions of the contract documents. A Change Order is a written order to the Contractor signed by the Owner issued after the execution of the contract, authorizing a change in the work or an adjustment in the contract sum or the contract time.

2.10. **Minor Changes in the Work:** The Owner shall have authority to order minor changes in the work not involving an adjustment in the contract sum or an extension of the contract time and not inconsistent with the intent of the contract documents.

2.11. **Uncovering & Correction of Work:** The Contractor shall promptly correct all work found by the Owner as defective or as failing to conform to the contract documents. The Contractor shall bear all costs of correcting such rejected work, including the cost of the Owner's additional services thereby made necessary. The Owner shall give such notice promptly after discover of condition. All such defective or non-conforming work under the above paragraphs shall be removed from the site where necessary and the work shall be corrected to comply with the contract documents without cost to the Owner.

2.12. **Amendment:** No oral statement of any person shall modify or otherwise change, or affect the terms, conditions or specifications stated in the resulting contract. All amendments to the contract shall be made in writing by the Owner Purchasing Division.

2.13. **Assignment:** The Offeror shall not sell, assign, transfer or convey any contract resulting from this RFP, in whole or in part, without the prior written approval from the Owner.

2.14. **Compliance with Laws:** Proposals must comply with all Federal, State, County and local laws governing or covering this type of service and the fulfillment of all ADA (Americans with Disabilities Act) requirements.

2.15. **Confidentiality:** All information disclosed by the Owner to the Offeror for the purpose of the work to be done or information that comes to the attention of the Offeror during the course of performing such work is to be kept strictly confidential.

2.16. Conflict of Interest: No public official and/or Owner employee shall have interest in any contract resulting from this RFP.

2.17. Contract: This Request for Proposal, submitted documents, and any negotiations, when properly accepted by the Owner, shall constitute a contract equally binding between the Owner and Offeror. The contract represents the entire and integrated agreement between the parties hereto and supersedes all prior negotiations, representations, or agreements, either written or oral, including the Proposal documents. The contract may be amended or modified with Change Orders, Field Orders, or Addendums.

2.18. Project Manager/Administrator: The Project Manager, on behalf of the Owner, shall render decisions in a timely manner pertaining to the work proposed or performed by the Offeror. The Project Manager shall be responsible for approval and/or acceptance of any related performance of the Scope of Services.

2.19. Contract Termination: This contract shall remain in effect until any of the following occurs: (1) contract expires; (2) completion of services; (3) acceptance of services or, (4) for convenience terminated by either party with a written *Notice of Cancellation* stating therein the reasons for such cancellation and the effective date of cancellation at least thirty days past notification.

2.20. Employment Discrimination: During the performance of any services per agreement with the Owner, the Offeror, by submitting a Proposal, agrees to the following conditions:

2.20.1. The Offeror shall not discriminate against any employee or applicant for employment because of race, religion, color, sex, age, disability, citizenship status, marital status, veteran status, sexual orientation, national origin, or any legally protected status except when such condition is a legitimate occupational qualification reasonably necessary for the normal operations of the Offeror. The Offeror agrees to post in conspicuous places, visible to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.

2.20.2. The Offeror, in all solicitations or advertisements for employees placed by or on behalf of the Offeror, shall state that such Offeror is an Equal Opportunity Employer.

2.20.3. Notices, advertisements, and solicitations placed in accordance with federal law, rule, or regulation shall be deemed sufficient for the purpose of meeting the requirements of this section.

2.21. Immigration Reform and Control Act of 1986 and Immigration Compliance: The Offeror certifies that it does not and will not during the performance of the contract employ illegal alien workers or otherwise violate the provisions of the Federal Immigration Reform and Control Act of 1986 and/or the immigration compliance requirements of State of Colorado C.R.S. § 8-17.5-101, *et.seq.* (House Bill 06-1343).

2.22. Ethics: The Offeror shall not accept or offer gifts or anything of value nor enter into any business arrangement with any employee, official, or agent of the Owner.

2.23. Failure to Deliver: In the event of failure of the Offeror to deliver services in accordance with the contract terms and conditions, the Owner, after due oral or written notice, may procure the services from other sources and hold the Offeror responsible for any costs resulting in additional purchase and administrative services. This remedy shall be in addition to any other remedies that the Owner may have.

2.24. Failure to Enforce: Failure by the Owner at any time to enforce the provisions of the contract shall not be construed as a waiver of any such provisions. Such failure to enforce shall not affect the validity of the contract or any part thereof or the right of the Owner to enforce any provision at any time in accordance with its terms.

2.25. Force Majeure: The Offeror shall not be held responsible for failure to perform the duties and responsibilities imposed by the contract due to legal strikes, fires, riots, rebellions, and acts of God beyond the control of the Offeror, unless otherwise specified in the contract.

2.26. Indemnification: Offeror shall defend, indemnify and save harmless the Owner, State of Colorado, and all its officers, employees, insurers, and self-insurance pool, from and against all liability, suits, actions, or other claims of any character, name and description brought for or on account of any injuries or damages received or sustained by any person, persons, or property on account of any negligent act or fault of the Offeror, or of any Offeror's agent, employee, subcontractor or supplier in the execution of, or performance under, any contract which may result from proposal award. Offeror shall pay any judgment with cost which may be obtained against the Owner growing out of such injury or damages.

2.27. Independent Firm: The Offeror shall be legally considered an Independent Firm and neither the Firm nor its employees shall, under any circumstances, be considered servants or agents of the Owner. The Owner shall be at no time legally responsible for any negligence or other wrongdoing by the Firm, its servants, or agents. The Owner shall not withhold from the contract payments to the Firm any federal or state unemployment taxes, federal or state income taxes, Social Security Tax or any other amounts for benefits to the Firm. Further, the Owner shall not provide to the Firm any insurance coverage or other benefits, including Workers' Compensation, normally provided by the Owner for its employees.

2.28. Nonconforming Terms and Conditions: A proposal that includes terms and conditions that do not conform to the terms and conditions of this Request for Proposal is subject to rejection as non-responsive. The Owner reserves the right to permit the Offeror to withdraw nonconforming terms and conditions from its proposal prior to a determination by the Owner of non-responsiveness based on the submission of nonconforming terms and conditions.

2.29. Ownership: All plans, prints, designs, concepts, etc., shall become the property of the Owner.

2.30. Oral Statements: No oral statement of any person shall modify or otherwise affect the terms, conditions, or specifications stated in this document and/or resulting agreement.

All modifications to this request and any agreement must be made in writing by the Owner.

2.31. Patents/Copyrights: The Offeror agrees to protect the Owner from any claims involving infringements of patents and/or copyrights. In no event shall the Owner be liable to the Offeror for any/all suits arising on the grounds of patent(s)/copyright(s) infringement. Patent/copyright infringement shall null and void any agreement resulting from response to this RFP.

2.32. Remedies: The Offeror and Owner agree that both parties have all rights, duties, and remedies available as stated in the Uniform Commercial Code.

2.33. Venue: Any agreement as a result of responding to this RFP shall be deemed to have been made in, and shall be construed and interpreted in accordance with, the laws of the City of Grand Junction, Mesa County, Colorado.

2.34. Expenses: Expenses incurred in preparation, submission and presentation of this RFP are the responsibility of the company and can not be charged to the Owner.

2.35. Sovereign Immunity: The Owner specifically reserves its right to sovereign immunity pursuant to Colorado State Law as a defense to any action arising in conjunction to this agreement.

2.36. Public Funds/Non-Appropriation of Funds: Funds for payment have been provided through the City of Grand Junction/Mesa County budget approved by the City Council/Board of County Commissioners for the stated fiscal year only. State of Colorado statutes prohibit the obligation and expenditure of public funds beyond the fiscal year for which a budget has been approved. Therefore, anticipated orders or other obligations that may arise past the end of the stated City of Grand Junction/Mesa County fiscal year shall be subject to budget approval. Any contract will be subject to and must contain a governmental non-appropriation of funds clause.

2.37. Collusion Clause: Each Offeror by submitting a proposal certifies that it is not party to any collusive action or any action that may be in violation of the Sherman Antitrust Act. Any and all proposals shall be rejected if there is evidence or reason for believing that collusion exists among the proposers. The Owner may or may not, at the discretion of the Owner Purchasing Representative, accept future proposals for the same service or commodities for participants in such collusion.

2.38. Gratuities: The proposer certifies and agrees that no gratuities, kickbacks or contingency fees were paid in connection with this contract, nor were any fees, commissions, gifts or other considerations made contingent upon the award of this contract. If the proposer breaches or violates this warranty, the Owner may, at their discretion, terminate this contract without liability to the Owner.

2.39. Safety Warranty: Offeror also warrants that the services performed shall conform to the standards declared by the US Department of Labor under the Occupational Safety and Health Act of 1970.

2.40. OSHA Standards: All Offerors agree and warrant that services performed in response to this invitation shall conform to the standards declared by the US Department of Labor under the Occupational Safety and Health Act of 1970 (OSHA). In the event the services do not conform to OSHA Standards, the Owner may require the services to be redone at no additional expense to the Owner.

2.41. Performance of the Contract: The Owner reserves the right to enforce the performance of the contract in any manner prescribed by law or deemed to be in the best interest of the Owner in the event of breach or default of resulting contract award.

2.42. Benefit Claims: The Owner shall not provide to the Offeror any insurance coverage or other benefits, including Worker's Compensation, normally provided by the Owner for its employees.

2.43. Default: The Owner reserves the right to terminate the contract immediately in the event the Offeror fails to meet delivery or completion schedules, or otherwise perform in accordance with the accepted proposal. Breach of contract or default authorizes the Owner to purchase like services elsewhere and charge the full increase in cost to the defaulting Offeror.

2.44. Multiple Offers: Proposers must determine for themselves which product to offer. If said proposer chooses to submit more than one offer, THE ALTERNATE OFFER must be clearly marked "Alternate Proposal". The Owner reserves the right to make award in the best interest of the Owner.

2.45. Cooperative Purchasing: Purchases as a result of this solicitation are primarily for the Owner. Other governmental entities may be extended the opportunity to utilize the resultant contract award with the agreement of the successful provider and the participating agencies. All participating entities will be required to abide by the specifications, terms, conditions and pricings established in this Proposal. The quantities furnished in this proposal document are for only the Owner. It does not include quantities for any other jurisdiction. The Owner will be responsible only for the award for our jurisdiction. Other participating entities will place their own awards on their respective Purchase Orders through their purchasing office or use their purchasing card for purchase/payment as authorized or agreed upon between the provider and the individual entity. The Owner accepts no liability for payment of orders placed by other participating jurisdictions that choose to piggy-back on our solicitation. Orders placed by participating jurisdictions under the terms of this solicitation will indicate their specific delivery and invoicing instructions.

2.46. Definitions:

2.46.1. "Consultant" refers to the person, partnership, firm or corporation entering into an Agreement with the Owner for the services required and the legal representatives of said party or the agent appointed to act for said party in the performance of the service(s) contracted for.

2.46.2. "Offeror" refers to the person or persons legally authorized by the Consultant to make an offer and/or submit a response (fee) proposal in response to the Owner's RFP.

2.46.3. The term "Work" includes all labor necessary to produce the requirements by the Contract Documents, and all materials and equipment incorporated or to be incorporated in such construction.

2.46.4. "Owner" is the City of Grand Junction/Mesa County, Colorado and is referred to throughout the Contract Documents. The term Owner means the Owner or his authorized representative. The Owner shall, at all times, have access to the work wherever it is in preparation and progress. The Contractor shall provide facilities for such access. The Owner will make periodic visits to the site to familiarize himself generally with the progress and quality of work and to determine, in general, if the work is proceeding in accordance with the contract documents. Based on such observations and the Contractor's Application for Payment, the Owner will determine the amounts owing to the Contractor and will issue Certificates for Payment in such amounts, as provided in the contract. The Owner will have authority to reject work which does not conform to the Contract documents. Whenever, in his reasonable opinion, he considers it necessary or advisable to insure the proper implementation of the intent of the Contract Documents, he will have authority to require the Contractor to stop the work or any portion, or to require special inspection or testing of the work, whether or not such work can be then be fabricated, installed, or completed. The Owner will not be responsible for the acts or omissions of the Contractor, and sub-Contractor, or any of their agents or employees, or any other persons performing any of the work.

2.46.5. "Contractor is the person or organization identified as such in the Agreement and is referred to throughout the Contract Documents. The term Contractor means the Contractor or his authorized representative. The Contractor shall carefully study and compare the General Contract Conditions of the Contract, Specification and Drawings, Scope of Work, Addenda and Modifications and shall at once report to the Owner any error, inconsistency or omission he may discover. Contractor shall not be liable to the Owner for any damage resulting from such errors, inconsistencies or omissions. The Contractor shall not commence work without clarifying Drawings, Specifications, or Interpretations.

2.46.6. "Sub-Contractor is a person or organization who has a direct contract with the Contractor to perform any of the work at the site. The term sub-contractor is referred to throughout the contract documents and means a sub-contractor or his authorized representative.

2.47. **Public Disclosure Record:** If the Proposer has knowledge of their employee(s) or sub-proposers having an immediate family relationship with a Owner employee or elected official, the proposer must provide the Purchasing Representative with the name(s) of these individuals. These individuals are required to file an acceptable "Public Disclosure Record", a statement of financial interest, before conducting business with the Owner.

2.48. **Keep Jobs in Colorado Act:** Contractor shall be responsible for ensuring compliance with Article 17 of Title 8, Colorado Revised Statutes requiring 80% Colorado labor to be employed on public works. Contractor shall, upon reasonable notice provided by the Owner, permit the Owner to inspect documentation of identification and residency required by C.R.S. §8-17-101(2)(a). If Contractor claims it is entitled to a waiver pursuant to C.R.S. §8-17-101(1), Contractor shall state that there is insufficient Colorado labor to perform the work such that compliance with Article 17 would create an

undue burden that would substantially prevent a project from proceeding to completion, and shall include evidence demonstrating the insufficiency and undue burden in its response.

Unless expressly granted a waiver by the Owner pursuant to C.R.S. §8-17-101(1), Contractor shall be responsible for ensuring compliance with Article 17 of Title 8, Colorado Revised Statutes requiring 80% Colorado labor to be employed on public works. Contractor shall, upon reasonable notice provided by the Owner, permit the Owner to inspect documentation of identification and residency required by C.R.S. §8-17-101(2)(a).

2.48.1. "Public project" is defined as:
    (a) any construction, alteration, repair, demolition, or improvement of any land, building, structure, facility, road, highway, bridge, or other public improvement suitable for and intended for use in the promotion of the public health, welfare, or safety and any maintenance programs for the upkeep of such projects
    (b) for which appropriate or expenditure of moneys may be reasonably expected to be $500,000.00 or more in the aggregate for any fiscal year
    (c) except any project that receives federal moneys.

SECTION 3.0: INSURANCE REQUIREMENTS

Insurance Requirements: The selected Firm agrees to procure and maintain, at its own cost, policy(s) of insurance sufficient to insure against all liability, claims, demands, and other obligations assumed by the Firm pursuant to this Section. Such insurance shall be in addition to any other insurance requirements imposed by this Contract or by law. The Firm shall not be relieved of any liability, claims, demands, or other obligations assumed pursuant to this Section by reason of its failure to procure or maintain insurance in sufficient amounts, durations, or types.

Firm shall procure and maintain and, if applicable, shall cause any Subcontractor of the Firm to procure and maintain insurance coverage listed below. Such coverage shall be procured and maintained with forms and insurers acceptable to The Owner. All coverage shall be continuously maintained to cover all liability, claims, demands, and other obligations assumed by the Firm pursuant to this Section. In the case of any claims-made policy, the necessary retroactive dates and extended reporting periods shall be procured to maintain such continuous coverage. Minimum coverage limits shall be as indicated below unless specified otherwise in the Special Conditions:

(a)   Worker Compensation insurance to cover obligations imposed by applicable laws for any employee engaged in the performance of work under this Contract, and Employers' Liability insurance with minimum limits of:

FIVE HUNDRED THOUSAND DOLLARS ($500,000) each accident,
FIVE HUNDRED THOUSAND DOLLARS ($500,000) disease - policy limit, and
FIVE HUNDRED THOUSAND DOLLARS ($500,000) disease - each employee

(b)   General Liability insurance with minimum combined single limits of:

ONE MILLION DOLLARS ($1,000,000) each occurrence and
ONE MILLION DOLLARS ($1,000,000) per job aggregate.

The policy shall be applicable to all premises and operations. The policy shall include coverage for bodily injury, broad form property damage (including completed operations), personal injury (including coverage for contractual and employee acts), blanket contractual, products, and completed operations. The policy shall include coverage for explosion, collapse, and underground hazards. The policy shall contain a severability of interests provision.

(c)   Comprehensive Automobile Liability insurance with minimum combined single limits for bodily injury and property damage of not less than:

ONE MILLION DOLLARS ($1,000,000) each occurrence and
ONE MILLION DOLLARS ($1,000,000) aggregate

This policy shall provide coverage to protect the contractor against liability incurred as a result of the professional services performed as a result of responding to this Solicitation.

With respect to each of Consultant's owned, hired, or non-owned vehicles assigned to be used in performance of the Work. The policy shall contain a severability of interests provision. The policies required by paragraphs (b), and (c) above shall be endorsed to include the Owner and the Owner's officers and employees as additional insureds. Every policy required above shall be primary insurance, and any insurance carried by the Owner, its officers, or its employees, or carried by or provided through any insurance pool of the Owner, shall be excess and not contributory insurance to that provided by Consultant. No additional insured endorsement to any required policy shall contain any exclusion for bodily injury or property damage arising from completed operations. The Consultant shall be solely responsible for any deductible losses under any policy required above.

SECTION 4.0: SPECIFICATIONS/SCOPE OF SERVICES

4.1. **General/Background:** The City of Grand Junction is soliciting proposals to replace a NexSan SATA Boy and a NexSan SATA Beast that have reached End-of-Life. The NexSan SATA Beast is used as primary storage for our VDI environment. The NexSan SATA Boy is used for archival storage for production systems storing large volumes of data that require infrequent access (i.e., Air Photos and Video from inspection systems) and as the primary storage for a computer forensic system with high disk I/O activities. The SATA Boy is also used in a VMware test environment for testing VMware upgrades, configurations changes, and firmware upgrades.

4.2. **Overview of City's Infrastructure related to the project:**

4.2.1. **VDI Environment:** The City runs a VMware View/Horizon 5.5 VDI environment with about 70 VMs, but expects to expand to about 125 VMs over the next two years. This is a two host configuration. Each host has two Qlogic 2562 8Gb fabric cards connected to a fabric switch and array, a 10Gb Ethernet interface for network access, and four to six 1Gb Ethernet interfaces for VMware management and

miscellaneous network connections. The VDI Environment currently utilizes 6TB of storage on the NexSan SATA Beast and is the only service running on that storage array.

4.2.2. **Production Environment:** The City runs VMware vShpere 6.0 in the production environment with 9 hosts located at two sites. The hosts are each configured with two Qlogic dual port 2562 8Gb fabric adapters connected to redundant storage network arrays Each host has several Ethernet ports trunked together for network connection to the VMs that can be configured as multiple 1Gb or 10Gb interfaces. They also have four to six 1Gb Ethernet interfaces for VMware management and miscellaneous network connections. The six hosts at City Hall (site 1) are connected to the primary EMC SANS and the NexSan Beast and Boy storage arrays. Site 2 is currently connected to the NexSan storage arrays, but does not need to be connected to the proposed replacement arrays. The City Hall hosts currently utilize 24TB of storage on the arrays for GIS data, email archive data, workstation images and image processing, historical inspection videos, and other miscellaneous archival data.

4.2.3. **Forensic Environment:** The forensic environment supports forensic computer investigations. Analyzing and processing forensic data is I/O intensive and can take days to complete. The forensic system utilizes 2TB of storage on the array on a day-to-day basis. But that requirement can grow to 6TB or more, depending on the job. The forensic server is connected to the array with a single Qlogic 2562 fabric card.

4.2.4. **Test Environment:** The City runs VMware vShpere 6.0 with two hosts in our VMware test environment. Each host is configured with two Qlogic dual port 2562 4Gb fabric adapters connected to the fabric switch and storage array and eight 1GB Ethernet ports for network and management services. Two ports are free on one host and three ports free on the second host. The test environment is intended to replicate the production environment as closely as possible so that we can test upgrades and configuration changes that may be disruptive in the production environment. The Test environment currently utilizes 8TB of storage for a diverse set of data. Currently the four environments share the same NexSan storage arrays. This configuration sometimes results in issues and conflicts between the test and production environments.

4.3. **Specifications:** The city is seeking proposals to replace the two NexSan Storage arrays with three or four separate storage arrays. Each storage array will be dedicated to one of the environments described above, so that problems in one environment does not affect the reliability and performance of another environment. The production and forensic replacements may be consolidated into a single system, depending on the accepted proposal.

4.3.1. **Management Interface Requirement:** The proposed storage arrays must either utilize a new common management interface or one of our existing storage array management interfaces: EMC Unisphere or NetApp OnCommand. We have limited staff so minimizing the number of management interfaces is an important consideration in the selection process.

4.3.2. **Technical Support Requirement:** The selected vendor must propose a 24x7 support plan that includes on-site support when necessary.

4.3.3. **VDI Environment SANs Requirement:** 10TB or greater optimized for a VMware View/Horizon Environment.

4.3.4. **Production Environment SANs Requirement:** 60TB or greater. We will be migrating VM's that do not require high availability from our primary EMC storage array to the proposed device and will add future VM's with similar requirements. The array must be scalable with the capability to expand up to at least 100TB.

4.3.5. **Forensic Environment SANs Requirement:** 10TB or greater. This environment may be consolidated with the production environment for the purpose of the proposal. The decision to separate or combine will be made after evaluating the proposals.

4.3.6. **Test SANs Requirement:** 8TB or greater.

4.3.7. **Onsite Configuration Requirement:** Contractor shall propose onsite configuration and setup.

4.4. Special Conditions/Provisions:

4.4.1. **Freight/Shipping:** All freight/shipping shall be F.O.B. Destination – Freight Pre-Paid and Allowed to the project site.

4.4.2. **Product/Materials Quantities:** Contractor shall be responsible for determining all measurements for correctness, and all quantities of products/materials required for successful project completion. All measurements and quantities provided by Owner are estimates only.

4.4.3. **Pricing:** Pricing shall be all inclusive to include, but not be limited to: all labor, equipment, supplies, materials, freight (F.O.B. Destination – Freight Pre-paid and Allowed), travel, installation, setup, configuration, training/knowledge transfer, and all other costs related to the successful completion of project.

The Owner shall not pay nor be liable for any other additional costs including but not limited to: taxes, shipping charges, insurance, interest, penalties, termination payments, attorney fees, liquidated damages, etc.

4.4.4. **Location:** The project location will be City of Grand Junction City Hall, 250 N. 5Th Street Grand Junction, CO 81501.

4.5. Mandatory Pre-Proposal Conference: A **mandatory** pre-proposal conference is required for all prospective offerors. The purpose of this visit will be to inspect and to clarify the contents of this Request for Proposal (RFP). Meeting location shall be via online meeting software on **June 9, 2015 at 9:00 AM MDT**. **Pre-Registration is required.**

Contact the Purchasing Representative to pre-register for the conference and obtain web-links and information pertaining to the meeting.

4.6. RFP Tentative Time Schedule:

- Request for Proposal available   May 26, 2015
- Mandatory Pre-Proposal Conference   June 9, 2015
- Inquiry deadline, no questions after this date   June 11, 2015
- Addenda Issued by   June 12, 2015
- Submittal deadline for proposals   June 16, 2015
- Owner evaluation of proposals   June 16-19, 2015
- Web Demo/Interviews   June 25, 2015

4.7. Questions Regarding Scope of Services:

Nicholas C Jones, Buyer
Nickj@gjcity.org

SECTION 5.0: PREPARATION AND SUBMITTAL OF PROPOSALS

Submission: *__Each proposal shall be submitted in electronic format only, and only through the Rocky Mountain E-Purchasing website (https://www.rockymountainbidsystem.com/default.asp).__* *This site offers both "free" and "paying" registration options that allow for full access of the Owner's documents and for electronic submission of proposals.* *(Note: "free" registration may take up to 24 hours to process. Please Plan accordingly.)* Please view our "**Electronic Vendor Registration Guide**" at http://www.gjcity.org/BidOpenings.aspx for details. For proper comparison and evaluation, the City requests that proposals be formatted as directed in Section 5.0 "Preparation and Submittal of Proposals." Offerors are required to indicate their interest in this Project, show their specific experience and address their capability to perform the Scope of Services in the Time Schedule as set forth herein. For proper comparison and evaluation, the Owner requires that proposals be formatted **5.1 to 5.8**.

5.1 **Cover Letter:** Cover letter shall be provided which explains the Firm's interest in the project. The letter shall contain the name/address/phone number of the person who will serve as the firm's principal contact person with Owner's Contract Administrator and shall identify individual(s) who will be authorized to make presentations on behalf of the firm. The statement shall bear the signature of the person having proper authority to make formal commitments on behalf of the firm. By submitting a response to this solicitation the Contractor agrees to all requirements herein.

5.2 **Qualifications/Experience/Credentials:** Proposers shall provide their qualifications for consideration as a contract provider to the City of Grand Junction/Mesa County and include prior experience in similar projects.

5.3 **Strategy and Implementation Plan:** Describe your (the firm's) interpretation of the Owner's objectives with regard to this RFP. Describe the proposed strategy and/or plan for achieving the objectives of this RFP. The Firm may utilize a written narrative or any other printed technique to demonstrate his/her ability to satisfy the Scope of Services. The narrative should describe a logical progression of tasks and efforts starting with the initial steps or tasks to be accomplished and continuing until all proposed tasks are fully described and the RFP objectives are accomplished. Include a **time schedule** for completion of your firm's implementation plan and an estimate of time commitments from Owner staff. Please specify any product lead times.

5.4 **References:** A minimum of three (3) **references** with their names, addresses and telephone numbers that can attest to your experience in projects of similar scope and size.

5.5 **Fee Proposal:** Provide a complete and detailed list of costs and total project cost. Include subsequent yearly maintenance costs as these will be a factor in the evaluation process.

5.6 **Solicitation Response Form:** Provide a completed Solicitation Response Form found in Section 7.0.

5.7 **Warranty:** Provide proof of standard manufacturer's warranty as well as optional additional or extended warranties offered.

5.8 **Additional Data (optional):** Provide any additional information that will aid in evaluation of your qualifications with respect to this project.

SECTION 6.0: EVALUATION CRITERIA AND FACTORS

6.1 **Evaluation:** An evaluation team shall review all responses and select the proposal or proposals that best demonstrate the capability in all aspects to perform the scope of services and possess the integrity and reliability that will ensure good faith performance.

6.2 **Intent:** Only respondents who meet the qualification criteria will be considered. Therefore, it is imperative that the submitted proposal clearly indicate the firm's ability to provide the services described herein.

Submittal evaluations will be done in accordance with the criteria and procedure defined herein. The Owner reserves the right to reject any and all Statements. The following parameters will be used to evaluate the submittals (in no particular order of priority):

- Responsiveness of submittal to the RFP
- Understanding of the project and the objectives
- Necessary resources
- Strategy & Implementation Plan
- Demonstrated capability
- References
- Cost per TB of Storage
- Ongoing Annual Support and Maintenance Costs
- Product Lifecycle and Warranty

The Owner will undertake negotiations with the top rated firm and will not negotiate with lower rated firms unless negotiations with higher rated firms have been unsuccessful and terminated.

6.3 **Oral Interviews:** The Owner anticipates inviting the most qualified rated proposers to participate in web demo/interviews.

6.4 **Award:** Firms shall be ranked or disqualified based on the criteria listed in Section 6.2. The Owner reserves the right to consider all of the information submitted and/or oral presentations, if required, in selecting the project Contractor.

SECTION 7.0: SOLICITATION RESPONSE FORM
RFP-4060-15-NJ Storage Area Network System Arrays

Offeror must submit entire Form completed, dated and signed.

The Owner reserves the right to accept any portion of the work to be performed at its discretion

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The undersigned has thoroughly examined the entire Request for Proposals and therefore submits the proposal and schedule of fees and services attached hereto.

This offer is firm and irrevocable for sixty (60) days after the time and date set for receipt of proposals.

The undersigned Offeror agrees to provide services and products in accordance with the terms and conditions contained in this Request for Proposal and as described in the Offeror's proposal attached hereto; as accepted by the Owner.

Prices in the proposal have not knowingly been disclosed with another provider and will not be prior to award.

- Prices in this proposal have been arrived at independently, without consultation, communication or agreement for the purpose of restricting competition.
- No attempt has been made nor will be to induce any other person or firm to submit a proposal for the purpose of restricting competition.
- The individual signing this proposal certifies that he/she is a legal agent of the offeror, authorized to represent the offeror and is legally responsible for the offer with regard to supporting documentation and prices provided.
- Direct purchases by the Owner are tax exempt from Colorado Sales or Use Tax. Tax exempt No. 98-903544. The undersigned certifies that no Federal, State, County or Municipal tax will be added to the above quoted prices.
- Prompt payment discount of _____ percent of the net dollar will be offered to the Owner if the invoice is paid within _____ days after the receipt of the invoice. Payment Terms _____.

RECEIPT OF ADDENDA: the undersigned Contractor acknowledges receipt of Addenda to the Solicitation, Specifications, and other Contract Documents.

State number of Addenda received: _____.

It is the responsibility of the Proposer to ensure all Addenda have been received and acknowledged.

Date: _____

_____   _____
Company Name – (Typed or Printed)   Authorized Agent – (Typed or Printed)

_____   _____
Authorized Agent Signature   Title

_____   _____
Address of Offeror   Owner, State, and Zip Code

_____   _____
Phone Number   E-mail Address of Agent

ADDENDUM NO. 1

DATE: June 10, 2015
FROM: **City of Grand Junction Purchasing Division**
TO: **All Offerors**
RE: **Storage area Network Systems Arrays RFP-4060-15-NJ**

Offerors responding to the above referenced solicitation are hereby instructed that the requirements have been clarified, modified, superseded and supplemented as to this date as hereinafter described.

Please make note of the following clarifications:

1. **Mandatory Pre-Proposal Conference Attendance Sheet:** The Attendance Sheet from the Mandatory Pre-Proposal Conference held for this Solicitation is attached to this Addendum 1.

2. **Extended Deadlines:** The deadlines and time schedule for this solicitation shall be updated as follows:

   - Request for Proposal available   May 26, 2015
   - Mandatory Pre-Proposal Conference   June 9, 2015
   - Inquiry deadline, no questions after this date   June 23, 2015
   - Addenda Issued by   June 25, 2015
   - Submittal deadline for proposals prior to 3:30 PM Local June 30, 2015
   - Owner evaluation of proposals   June 30-July 3, 2015
   - Web Demo/Interviews   July 9, 2015

The original solicitation for the project noted above is amended as noted.

All other conditions of subject remain the same.

Respectfully,

Nicholas C Jones

Nicholas C Jones, Buyer
City of Grand Junction, Colorado

MANDATORY PRE-PROPOSAL CONFERENCE SIGN-IN SHEET

CITY OF Grand Junction COLORADO

MESA COUNTY

SOLICITATION TITLE:	Storage Area Network System Arrays
SOLICITATION NUMBER:	RFP-4060-15-NJ
CONFERENCE DATE:	Tuesday, June 09, 2015
CONFERENCE TIME:	9:00 AM MDT

	Company Name	Representative Name	Phone Number	Email	Verified Attendance
1	Network Consulting Services Inc.	Patrick Frasier	801-677-2488	pfrasier@ncsi.us	
2	GlassHouse Systems	Peter D. Bille	719-302-3575	pbille@ghsystems.com	NCI
3	AugustSchell	Kosta Tsiolis	301-838-9470 ext 118	kosta.tsiolis@augustschell.com	
4	Venture Technologies	Jeff Horning	970-945-5990	Jeff.Horning@ventech.com	NCI
5	NetApp	Aaron Jaramillo	505-220-8783	Aaron.Jaramillo@netapp.com	NCI
6	CDW-G	Michael Schlossberg	312-705-9575	mikesch@cdwg.com	NCI
7	OCx Network Consultants	Trinh Pham	303-325-9703	trinh@ocxnet.com	NCI
8	Advanced Systems Group	Steve Kampa	303-301-3034	SKampa@virtual.com	NCS
9	Advanced Systems Group	Langston Smith		langston.smith@tegile.com	
10	Davenport Group	~~Ben Gremillion~~	~~651-765-0279~~	bgremillion@davenportgroup.com	NCS
11	Vology	Doug Daru	813-676-8208	DDaru@vology.com	
12	PEI	Jacob ~~Joe Cappiello~~	303-974-6826	Joe.Cappiello@pei.com	NCS
13	NimbleStorage	Corey Sterner	303-775-0556	csterner@nimblestorage.com	NCS
14	Sanity Solutions	Keith Barnholt	720-307-4285	kbarnholt@sanitysolutions.com	NCS
15					
16					
17					

RFP-4060-15-NJ Mandatory Pre-Proposal Conference Attendees

Summary

Meeting Date	Meeting Duration	Number of Attendees	Meeting ID
June 9, 2015 8:45 AM MDT	43 minutes	17	348-718-205

Details

Name	Email Address	Join Time	Leave Time
Aaron Jaramillo	aaron.jaramillo@netapp.com	9:00 AM	9:28 AM
Ben Gremillion	bgremillion@davenportgroup.com	8:49 AM	9:25 AM
Citymeeting GJCITY	gotocitymeeting@gjcity.org	8:45 AM	9:28 AM
DavidP		9:08 AM	9:25 AM
HTML5 Viewer User	html5-viewer-user@example.org	8:54 AM	9:28 AM
HTML5 Viewer User	html5-viewer-user@example.org	8:45 AM	9:28 AM
HTML5 Viewer User	html5-viewer-user@example.org	9:01 AM	9:28 AM
HTML5 Viewer User	html5-viewer-user@example.org	9:01 AM	9:25 AM
HTML5 Viewer User	html5-viewer-user@example.org	9:00 AM	9:28 AM
Jacob Eker		8:57 AM	9:25 AM
James Gallegos	jamegal@cdw.com	9:02 AM	9:25 AM
John Loy	jloy@davenportgroup.com	8:59 AM	9:28 AM
Langston Smith	langston.smith@tegile.com	9:00 AM	9:25 AM
Michael Schlossberg		8:58 AM	9:25 AM
Nick		8:50 AM	8:51 AM
Rendon, Eric		9:01 AM	9:25 AM
Rich, Adam		9:06 AM	9:25 AM
Richard		8:48 AM	8:57 AM
Steve Kampa	skampa@virtual.com	9:00 AM	9:25 AM
TLongawa	tlongawa@ghsystems.com	8:58 AM	9:25 AM
Trinh Pham	trinh@ocxnet.com	9:00 AM	9:25 AM

GoToMeeting

Time in Session (minutes)
28
37
43
17
34
43
27
24
28
28
23
29
25
27
1
24
19
9
26
27
25

ADDENDUM NO. 2

DATE: **June 12, 2015**
FROM: **City of Grand Junction Purchasing Division**
TO: **All Offerors**
RE: **Storage area Network Systems Arrays RFP-4060-15-NJ**

Offerors responding to the above referenced solicitation are hereby instructed that the requirements have been clarified, modified, superseded and supplemented as to this date as hereinafter described.

Please make note of the following clarifications:

1. **Question 1:** "If GJ is unable to provide current performance numbers can you provide more detail on the current storage systems (i.e. number of controllers, cache per controller, Fibre Channel bandwidth, disk drive speeds and size, number of drives, current RAID sets and RAID levels). This will help in determining performance of current system."
   Response: The City of Grand Junction will run the DPACK tool on Monday, June 15, 2015 and provide the results Tuesday or Wednesday for the performance information.

2. **Question 2:** "Will management of the new SAN devices through VMware's vCenter console satisfy the Common Management Interface requirement specified in section 4.3.1?"
   Response: Yes, as long as all devices use the same interface.

3. **Question 3:** "Must the new SAN devices be compatible/integrated with Netapp and/or EMC management interfaces?"
   Response: No, there is no specific requirement to integrate with the management interfaces for these devices. The requirement is that the management interface either use one of our existing interfaces, or all use the same new interface.

4. **Question 4:** "With large hard-drives legacy RAID schemes like RAID5 and RAID6 will not properly protect the data from unrecoverable-read-errors. Since the primary design goal is larger storage capacity do you require triple-parity RAID for the data at rest?"
   Response: We have no special requirements for RAID Levels within the devices. You may provide multiple options with separate pricing for each.

5. **Question 5:** "Do you require the storage to checksum stored data and scan in the background always looking for unexpected data corruption?"
   Response: No

6. **Question 6:** "Do you require AES-256 data encryption at rest for forensics data or sensitive city data?"
   Response: No, Data requiring this feature will be stored on our Primary Storage Array.

7. **Question 7:** "Do you require the device manufacture to store and trend historical storage analytics like IOPS, Throughput and latency values? If so, should this telemetry data be stored in the cloud by said vendor or do you prefer it stored locally via an agent?"
   Response: No. However, if your proposed system includes this capability, please describe it. If it is an option, please identify pricing separately. If the capability is offered, we would prefer local storage.

8. **Question 8:** "Do you require that the storage array can open/close its own support tickets without your help when issues arise?"
   Response: No. However, if your proposed system includes this capability, please describe it. If it is an option, please identify pricing separately.

9. **Question 9:** "Do you require a single web-based GUI to manage all 2/3 arrays in this proposal?"
   Response: We do not require that all arrays be managed from a single session. But we would consider this feature if available. The requirement is that the management interface either use one of our existing interfaces or all use the same new interface.

10. **Question 10:** "Do you require that Java is not used in the GUI?"
    Response: Java may be used in the GUI.

11. **Question 11:** "Do you require a support lifecycle longer than 4 years? End-of-support no sooner than 2019?"
    Response: Yes. We desire that proposed devices should be supported for a minimum of a 6 year service life. End-of-support should be no sooner than 2021.

12. **Question 12:** "Do you require SSD read caching to improve the latency of read requests – specifically for VDI desktops and forensics searches?"
    Response: We do not require SSD read caching. But, it would be an acceptable option. If your proposed system includes this capability, please describe it. If it is an option, please identify pricing separately.

13. **Question 13:** "Is it correct to assume there is redundancy (offsite data replication) for your primary storage environment (EMC)?"
    Response: Yes.

14. **Question 14:** "You mentioned on the call that redundancy – offsite replication – was not important for this environment, but would redundancy offer any benefit to you if available?"
    Response: No. Redundancy would not benefit us in this environment. Any application or storage requiring this level of redundancy will be serviced on our existing Primary Storage Array.

15. **Question 15:** "If we can assure demarcation of the data for each of the environments, are you open to a single SAN with appropriate storage capacity to contain all 3 environments?"
    Response: No. We must be able to completely shut down the Test environment from time to time depending on what is occurring. The requirement is for three (3) or four (4) physically

separate environments. Only the Production Environment and the Forensic Environment may be consolidated on a single array.

16. **Question 16:** "VDI and forensic applications are IO intensive yet no performance guidelines were provided in the RFP; without that data is the city prepared to upgrade the new systems in the near future IF performance ends up being insufficient due to a lack of guidelines to inform our sizing?"
Response: Please propose systems that you feel will meet the long term needs described in the RFP. You may purpose multiple solutions or options for any of the environments. For example, you may propose a high performance option, a lower cost option, and a balanced performance/cost option. The performance levels proposed for each system will be part of the evaluation and selection process. Cost is only part of the evaluation criteria.

17. **Question 17:** "What is the annual data growth rate forecast for each of the 3 environments?"
Response: Growth rates are difficult to forecast for these environments. The requirement for the Production environment is that it must be able to scale up to at least 100TB. Please describe how each proposed array can scale to meet future needs.

18. **Question 18:** "Is the inclusion of classroom based, instructor-led training on the new platform for City of GJ IT staff mandatory?"
Response: On-site Training should be included in the cost of the proposal (per section 4.3.3). The training proposed doesn't have to be formal classroom based. But, it must be sufficiently structured to ensure the transfer of knowledge to our staff. Please describe the training you propose to offer.

19. **Question 19:** "What support options do you want to see in our response? This includes term (1 year, 3 year, etc) as well as SLA (next business day parts replacement, 4 hour parts replacement, etc)"
Response: Include 1 Yr and 3 Yr terms. Please include pricing for SLA options for both Next Business Day and 4 Hour response.

20. **Question 20:** "Will all of the new arrays reside in the same datacenter or will they be in different locations?"
Response: They will be in one datacenter.

21. **Question 21:** "Do you have the infrastructure to support iSCSI SAN devises? By this we mean redundant Ethernet storage network switches for each of the new arrays, VLAN infrastructure, ports on switches/virtualization/etc?"
Response: Yes we have multiple switches in the data center that could support iSCSI devices. There are ports available on the switches. Please specify your requirements and assumptions regarding switch capabilities and port requirements so that we can factor in any costs we might incur for switch adjustments needed to accommodate your proposed iSCSI option.

22. **Question 22:** "If you do have the switching infrastructure in place to support iSCSI, is it 1GbE or 10GbE?"
Response: Please specify your requirements and assumptions regarding switch capabilities and port requirements so that we can factor in any costs we might incur for switch adjustments needed to accommodate your proposed iSCSI option.

23. **Question 23:** "If it's 10GbE, is it SFP+ or BaseT connectivity into the switches?"
    Response: We can support both options with existing switches. Please specify your requirements and assumptions regarding switch capabilities and port requirements so that we can factor in any costs we might incur for switch adjustments needed to accommodate your proposed iSCSI option.

24. **Question 24:** "What are the details on the FC SAN switches available? Model, speed, port count/availability, etc."
    Response: Cisco 9148 with 16Gb in the production environment. Cisco 9124 with 8GB in the Test Environment. There are ports available on the switches. Please specify your requirements and assumptions regarding switch capabilities and port requirements so that we can factor in any costs we might incur for switch adjustments needed to accommodate your proposed iSCSI option.

25. **Question 25:** "Do you want the winning solution provider to take care of all data migration from the NexSan appliances to the new SAN devices? Or do you plan to take care of the data migration yourselves following installation?"
    Response: The City will migrate the data from existing SANS arrays to the new devices.

26. **Question 26:** "Shall the RFP include travel, lodging, per diem, etc or would these be treated as separate?"
    Response: Pricing shall be all-inclusive. Reference Section 4.3.3

27. **Question 27:** "Do you prefer Flash Only Arrays (FOA's) for your high IO environments (VDI and/or Forensic)?"
    Response: We do not require FOA's but it would be an acceptable option. If your proposed system includes this capability, please describe it. If it is an option, please identify pricing separately.

28. **Question 28:** "What is the desired length of maintenance that should be included with the initial design? Standard term is 36 mos."
    Response: Include 1 Yr and 3 Yr terms.

29. **Question 29:** "Do you require data @ rest encryption/encryption within the storage array?"
    Response: No, Data requiring this feature will be stored on our Primary Storage Array.

30. **Question 30:** "Do you require any sort of data protection, i.e. local snaps/clones, remote replication, etc? Should you require either, does this protection need to be application consistent?"
    Response: No, Data requiring this feature will be stored on our Primary Storage Array.

The original solicitation for the project noted above is amended as noted.

All other conditions of subject remain the same.

Respectfully,

Nicholas C Jones, Buyer
City of Grand Junction, Colorado

ADDENDUM NO. 3

DATE: **June 18, 2015**
FROM: **City of Grand Junction Purchasing Division**
TO: **All Offerors**
RE: **Storage area Network Systems Arrays RFP-4060-15-NJ**

Offerors responding to the above referenced solicitation are hereby instructed that the requirements have been clarified, modified, superseded and supplemented as to this date as hereinafter described.

Please make note of the following clarifications:

1. **DPACK Reports:** The DPACK Reports that were discussed during the Mandatory Pre-Proposal Conference Call have been uploaded to the Rocky Mountain E-Purchasing website. The Forensic environment was on the same environment as the Production environment. The Information Technology Division was not in a position to have that system operating at the time of the analysts.

The original solicitation for the project noted above is amended as noted.

All other conditions of subject remain the same.

Respectfully,

Nicholas C Jones, Buyer
City of Grand Junction, Colorado

NEXSAN™
by imation

Sanity
SOLUTIONS   INC.

Proposal for
Storage Area Network System Arrays

Prepared For
City of Grand Junction

By
Keith Barnholt
Account Executive, Sanity Solutions
David Stalcup
Principal, Sanity Solutions
Eric Rendon
Regional Sales Manager, Nexsan

June 30th, 2015

5.1- Cover Letter

Sanity Solutions and Nexsan have partnered to respond to The City of Grand Junction's Storage Area Network System Arrays RFP. This partnership allows our teams to design and deploy a solution that meets and exceeds the City's requirements for this project, ensuring all the necessary resources are involved. Sanity Solutions and Nexsan have been working closely together for the past 8 years to deliver best in class solutions and exceptional value to their customers across the country. The overall goal of this proposal is to provide the most reliable, cost efficient and easy to manage solution that is tailored to the
City's specific needs.

Our goal with the format and delivery of this response is to very clearly and concisely articulate our solution by in a manner that is intuitive and easy to understand. We've formatted the response in direct accordance with the format presented in section 5. While we are confident we've addressed all critical components of the response, we welcome the chance to discuss this project further with the City's staff to ensure we're perfectly clear on all technical factors, answered any questions, and designed the absolute best solution.

On behalf of your Sanity Solutions and Nexsan Account Teams, we would like to thank The City of Grand Junction for the opportunity to work with your staff on such an important project and look forward to seeing it through to successful completion.

Sanity Solutions and Nexsan agree to and adhere by all requirements in the Request for Proposal document RFP-4060-15-NJ. All persons below are authorized to present on behalf of their respective organizations with regards to this proposal.

Sincerely,

Keith T. Barnholt
Account Executive
720-289-3029
KBarnholt@sanitysolutions.com
Sanity Solutions
1720 S. Bellaire St. Suite 550
Denver, CO 80222

David Stalcup
Principal Storage Architect
Sanity Solutions

Eric Rendon
Regional Sales Manager
Nexsan

5.2- Qualifications/Experience/Credentials

Company Profile

Sanity Solutions, Inc. is headquartered in Denver, Colorado and was founded in 2004. Sanity has been designing intelligent data management solutions for the past 10 years for a variety of Enterprises, State & Local entities, School Districts, Federal Government Agencies, Hospitals, and Higher Education Institutions. Sanity has 21 employees spread across operations in Colorado, Arizona, California, Minnesota, and Utah and the   company continues to grow into new territories.
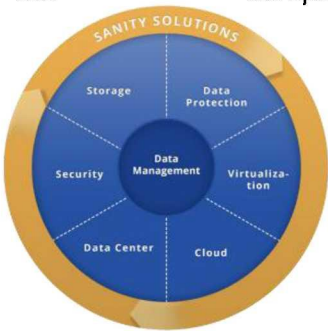
Sanity Solutions is partnered with over 20 vendors covering technologies across storage, servers, networking, data protection, virtualization, data security, cloud computing, and data center infrastructure. The sales and technical teams engage closely with IT departments to design solutions built on leading technologies that follow industry best practices. Customers of Sanity consistently achieve their technical, operational and financial goals.

At Sanity's national headquarters in Denver, their team frequently hosts customer project meetings, executive briefings, free educational events and run demos from their Test Lab. The Sanity Test Lab host Nexsan E Series Storage, Dell Compellent(SC), EqualLogic(PS), and PowerVault(MD) Storage, Dell Servers (11/12/13G), Dell VRTX and FX2 Converged Platforms, Dell Networking & Cisco Switches, SonicWALL Next Gen Firewall, VMware, Microsoft, CommVault, Veeam, and Actifio.

Sanity Solutions' engineering staff is recognized year after year by CRN Magazine with The Elite 250 Award as one of the nation's most technically certified teams. The Professional Services team has over 200 storage systems successfully deployed throughout the world. Sanity Solutions is recognized as a Tier 1 Gold Nexsan Partner, and all Account Executives and Storage Architects have reached the highest level of vendor certifications among their strategic partnerships.

Sanity was recently recognized for the second year in a row as Dell's Partner of the Year for the West and South Central Regions of the U.S. This recognition is based on a number of factors including breadth of technical and sales expertise, quality of professional service performed, performance and standing amongst peers, and the overall quality of service and additional value provided to their customers.

<u>Your Sanity Solutions Engineering & Technical Team</u>

David Stalcup

Principal Storage Architect *Sanity Solutions* 2007-Present
- o Proven expertise in storage network architecture design, hardware/software installation and configuration, and systems problem solving.
- o Highly experienced in the installation, upgrade, configuration and administration of Compellent Storage Center, Enterprise Manager and Windows operating systems.
- o Effectively managed/implemented multiple and concurrent data storage infrastructure projects. Fully certified in the installation and administration of Compellent Storage Center SANs
- o Proficient in analyzing customer needs, evaluating end-user requirements, and custom designing solutions for implementing complex business systems infrastructure.

Director of Infrastructure *Pulte Mortgage* 2003 - 2007
- o Responsible for the entire Network and 160 physical servers and 80 Virtual Servers. This infrastructure supported 1300 end users processing nearly 12 billion dollars in mortgages
- o Managed the build out of the main data center in Denver, (approximately 5000 sq ft.) which served as the primary IT facility for Pulte Mortgage.
- o Designed and managed the build out of the Charlotte Data Center, (approximately 2500 Sq Ft.) This served as the Business Continuity site in the Pulte Mortgage architecture.
- o Decreased outages and improved uptime during all three years as director, establishing record uptimes each year.

Justin Tolzmann

Senior Field Technician *Sanity Solutions* 2011-Present
- o Top Certification Level for Partner Vendor Storage Systems
- o In charge of all installations and deployments in the field
- o Consistently recognized by customers and partners as one of the best storage/system integrators in Mountain Region

![City of Grand Junction Colorado logo]

Strategic Technology Partners

Industry Recognition

Company Profile

N≡XSAN *by imation*

Nexsan (NYSE: IMN) is a global data storage and information security company. Their products and solutions help organizations and individuals store, manage and protect their digital content. Nexsan's storage and security portfolio includes Nexsan high-density, archive and solid-state optimized unified hybrid storage solutions. Nexsan is a global data storage and information security company. Their products and solutions help organizations and individuals store, manage and protect their digital content. Nexsan reaches customers in more than a hundred countries through a powerful global distribution network.

Nexsan has been focused for decades on serving the universal need for data storage and data protection. This focus began the day computer engineers at IBM turned to the data storage division of 3M, which later became Nexsan Corp., to create for the first time a way to decouple data from the computer onto magnetic tape. Since that time, we have pioneered and developed a number of key storage technologies, including tape, diskettes, optical, encrypted flash drives, portable workspaces and high-density storage arrays, secure archives, and unified hybrid storage appliances. Nexsan has served the most demanding customers and mission critical storage applications, from enterprise and government data centers to the midmarket, small businesses and individuals.

Corporate Info

- Headquartered in Oakdale, Minnesota, founded in 1996.
- Strong financial position with 2013 Revenue of $861M and ended 2013 with $132.6M in cash. Approximately 1000 employees. Organized in two strategic business units: Tiered Storage and Security Solutions (TSS) and Consumer Storage & Accessories (CSA).
- Portfolio of strategic global brands: Imation, Nexsan, IronKey, TDK Life on Record, and Memorex.

Awards

- Storage Awards 2014- Storage Media Brand of Choice
- CRN Data Center 100
- CRN Channel Chiefs and Five-Star Partners
- Storage Awards - Storage Solution of the Year, 2011
- Storage Magazine 2013 "Channel Excellence" Award
- Frost & Sullivan -- Green Excellence in Product Innovation Award
- Golden Bridge -- Best Green IT Technology and Best Storage Hardware

5.3- Strategy and Implementation Plan

Sanity Solutions and Nexsan have designed the following solution for the City of Grand Junction's Storage Area Network System Arrays Project. This is a turnkey solution with all hardware, software, support and installation costs included. There are several main themes to the solution- reliability, cost efficiency, ease of management, and a continued partnership between The City of Grand Junction, Sanity Solutions and Nexsan.

After reviewing the proposal and, we've selected the Nexsan E-Series arrays to meet the specific requirements of each environment. This enterprise storage line is known in the industry for being dependable with excellent performance and intuitive management (reference data sheet). These systems deliver high density and are very scalable- well beyond 100TB with expansion chassis (reference spec sheet). Based on the analysis of the performance requirements of each system, we've decided that a 3 system configuration (combining forensic and production) will accommodate both the capacity and performance requirements of this project. The systems are as follows:

Production/Forensic System
1x Nexsan E48VT Array
48x 2TB- 96TB RAW
~3300 IOPS

VDI System
1x Nexsan E18V Array
18x 900GB- 16.2TB RAW
~2550 IOPS

Test System
1x Nexsan E18V Array
18x 1TB- 18TB RAW
~1190 IOPS

(reference system diagram)

All of these systems can managed from a single, easy to use console. Management of these arrays will not be much different from what the current staff is familiar with, so we are not recommending any training with this solution (training available upon request). Another familiar piece will be the engagement with Nexsan support team. After reviewing records, it should be noted that there was not a single hard drive

failure for nearly the first four years of the SATABoy's life, and the SATABeast has never needed a drive replaced. This is due to Nexsan's commitment to design excellence in their hardware (read report). The effective life of these arrays is at least 7 years, meeting the City's requirements. Please also note that 4hr parts onsite is not an option in Grand Junction, a common restriction even to the largest technology vendors. Due to the reliability of the hardware, we don't see this to be a problem for the City of Grand Junction.

Our professional services team will come onsite to the City of Grand Junction's data center to install and deploy these systems into the environment and ensure the proper knowledge transfer has taken place (reference installation plan). After installation, Sanity Solutions and Nexsan will perform regularly scheduled health checks to ensure the systems are consistently optimized.

5.4- Nexsan & Sanity Solutions Customer References

VA Health Administration Center

Jeff Sharp

IT Specialist

Jeff.sharp@va.gov

720-248-8275

Yuma County

Jeff Weeks

Sr. Network Admin

Jeff.weeks@yumacountyaz.gov

928-941-0131

Mohave County

Nathan McDaniel

Information Technology Director

athan.mcdaniel@co.mohave.az.us

928-753-0740

National Entertainment Network Inc.

Rob Sims

IT Manager

rob.sims@nen-inc.com

303-664-4448

City of Grand Junction (Internal Reference)

Richard White

Network & Security Manager

richardw@ci.grandjct.co.us

970-244-1526

5.5- Fee Proposal

Keith Barnholt
Email: kbarnholt@sanitysolutions.com
Phone: 720.570.1668 x614
Fax: 866.826.5681

Date: June 30, 2015
Quote Expires: 30 day(s)

Quotation # 004390-R3

Contact:
City of Grand Junction
250 North 5th Street
Grand Junction, CO 81501-2668

PRODUCTION/FORENSIC SYSTEM

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
BBST00-E48VT2J96N/2	**Nexsan E48VT Storage Array** 96TB RAW- 48x 2TB 7.2K Configuration Dual Controllers Network Connectivity Options- 1Gb/10Gb iSCI 8Gb/16Gb FC	1	$65,430.00	$65,430.00
BBMT00-OS-E48-NBD	**Nexsan E48VT Enterprise NBD Onsite Support & Maintenance- 1 Year**	1	$1,172.00	$1,172.00
			SUBTOTAL	$66,602.00

VDI SYSTEM

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
BBST00-E18VH2J16J2/900	**Nexsan E18V Storage Array** 16.2TB RAW- 18x 900GB 10K Configuration Dual Controllers Network Connectivity Options- 1Gb/10Gb iSCI 8Gb/16Gb FC	1	$42,970.00	$42,970.00
BBMT00-OS-E18-NBD	**Nexsan E18V Enterprise NBD Onsite Support & Maintenance- 1 Year**	1	$625.00	$625.00
			SUBTOTAL	$43,595.00

TEST SYSTEM

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
BBST00-E18VH2J16J2/900	**Nexsan E18V Storage Array** 18TB RAW- 18x 1TB 7.2K Configuration Dual Controllers	1	$22,362.00	$22,362.00

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
	Network Connectivity Options- 1Gb/10Gb iSCI 8Gb/16Gb FC			
BBMT00-OS-E18-NBD	Nexsan E18V Enterprise NBD Onsite Support & Maintenance- 1 Year	1	$625.00	$625.00
			SUBTOTAL	$22,987.00

PROFESSIONAL SERVICES

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
SSPS00-RMTONSTSTRG	**Installation & Deployment of Nexsan Arrays into Environment**	1	$4,200.00	$4,200.00
			SUBTOTAL	$4,200.00

Leasing option available upon request.

Comments: **Sanity Solutions & Nexsan Customer Loyalty Discount Applied**

Subtotal:	$137,384.00
Discount:	($51,565.00)
Total:	$85,819.00

Thank you for giving Sanity Solutions the opportunity to earn your business. If you have not yet received our Terms & Conditions, please ask your Account Executive.

Shipping and tax not included unless indicated.

Net 30

Keith Barnholt
Email: kbarnholt@sanitysolutions.com
Phone: 720.570.1668 x614
Fax: 866.826.5681

Date: June 30, 2015
Quote Expires: 30 day(s)

Quotation # 004390-R4

Contact:
City of Grand Junction
250 North 5th Street
Grand Junction, CO 81501-2668

PRODUCTION/FORENSIC SYSTEM

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
BBST00-E48VT2J96N/2	**Nexsan E48VT Storage Array** 96TB RAW- 48x 2TB 7.2K Configuration Dual Controllers Network Connectivity Options- 1Gb/10Gb iSCI 8Gb/16Gb FC	1	$65,430.00	$65,430.00
BBMT00-OS-E48-NBD-3	**Nexsan E48VT Enterprise NBD Onsite Support & Maintenance- 3 Years**	1	$2,988.00	$2,988.00
			SUBTOTAL	$68,418.00

VDI SYSTEM

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
BBST00-E18VH2J16J2/900	**Nexsan E18V Storage Array** 16.2TB RAW- 18x 900GB 10K Configuration Dual Controllers Network Connectivity Options- 1Gb/10Gb iSCI 8Gb/16Gb FC	1	$42,970.00	$42,970.00
BBMT00-OS-E18-NBD-3	**Nexsan E18V Enterprise NBD Onsite Support & Maintenance- 3 Years**	1	$1,185.00	$1,185.00
			SUBTOTAL	$44,155.00

TEST SYSTEM

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
BBST00-E18VH2J16J2/900	**Nexsan E18V Storage Array** 18TB RAW- 18x 1TB 7.2K Configuration Dual Controllers	1	$22,362.00	$22,362.00

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
	Network Connectivity Options- 1Gb/10Gb iSCI 8Gb/16Gb FC			
BBMT00-OS-E18-NBD-3	Nexsan E18V Enterprise NBD Onsite Support & Maintenance- 3 Years	1	$1,185.00	$1,185.00
			SUBTOTAL	$23,547.00

PROFESSIONAL SERVICES

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
SSPS00-RMTONSTSTRG	Installation & Deployment of Nexsan Arrays into Environment	1	$4,200.00	$4,200.00
			SUBTOTAL	$4,200.00

Leasing option available upon request.

Comments: **Sanity Solutions & Nexsan Customer Loyalty Discount Applied**

Subtotal:	$140,320.00
Discount:	($51,498.00)
Total:	**$88,822.00**

Thank you for giving Sanity Solutions the opportunity to earn your business. If you have not yet received our Terms & Conditions, please ask your Account Executive.

Shipping and tax not included unless indicated.

Net 30

5.6- Solicitation Response Form

SECTION 7.0: SOLICITATION RESPONSE FORM
RFP-4060-15-NJ Storage Area Network System Arrays

Offeror must submit entire Form completed, dated and signed.

The Owner reserves the right to accept any portion of the work to be performed at its discretion

----

The undersigned has thoroughly examined the entire Request for Proposals and therefore submits the proposal and schedule of fees and services attached hereto.

This offer is firm and irrevocable for sixty (60) days after the time and date set for receipt of proposals.

The undersigned Offeror agrees to provide services and products in accordance with the terms and conditions contained in this Request for Proposal and as described in the Offeror's proposal attached hereto; as accepted by the Owner.

Prices in the proposal have not knowingly been disclosed with another provider and will not be prior to award.

- Prices in this proposal have been arrived at independently, without consultation, communication or agreement for the purpose of restricting competition.
- No attempt has been made nor will be to induce any other person or firm to submit a proposal for the purpose of restricting competition.
- The individual signing this proposal certifies that he/she is a legal agent of the offeror, authorized to represent the offeror and is legally responsible for the offer with regard to supporting documentation and prices provided.
- Direct purchases by the Owner are tax exempt from Colorado Sales or Use Tax. Tax exempt No. 98-903544. The undersigned certifies that no Federal, State, County or Municipal tax will be added to the above quoted prices.
- Prompt payment discount of ___0___ percent of the net dollar will be offered to the Owner if the invoice is paid within ___0___ days after the receipt of the invoice. Payment Terms NET 30 .

RECEIPT OF ADDENDA: the undersigned Contractor acknowledges receipt of Addenda to the Solicitation, Specifications, and other Contract Documents.

State number of Addenda received: __3 (6 w DPACKS)__ .

It is the responsibility of the Proposer to ensure all Addenda have been received and acknowledged.

Date: __6/30/15__

Sanity Solutions	Keith Barnholt
Company Name – (Typed or Printed)	Authorized Agent – (Typed or Printed)
Keith Barnholt Digitally signed by Keith Barnholt Date: 2015.06.30 14:48:23 -06'00'	**Account Executive**
Authorized Agent Signature	Title
1720 S. Bellaire St. Suite 550	Jason Cherveny, CO, 80222
Address of Offeror	Owner, State, and Zip Code
720-570-1668	KBarnholt@sanitysolutions.com
Phone Number	E-mail Address of Agent

5.7- Warranty

IMATION
SERVICE & SUPPORT
FOR NEXSAN
PRODUCTS

NEXSAN E-SERIES, NEXSAN NST, ASSUREON, BEAST, BOY

Choose the Imation Service and Support Program that fits your organization and get the highest performance out of your Nexsan storage systems while protecting your investment. Imation offers Basic, Enterprise, and Premium Programs above the Standard Warranty to provide a selection of service and support features for any sized organization or IT team. Contact your Imation sales representative or visit www.imation.com/nexsan to learn more about which service and support options best meet your needs.

	BASIC	ENTERPRISE	PREMIUM
Phone and Email Support	Imation Business Hours	7x24	7x24
Severity Level 1 / 2 / 3 (remote) Response Times	4 hrs / 6 hrs / 6 hrs Business Hours	4 hrs / 4 hrs / 8 hrs 7x24 Hours	4 hrs / 4 hrs / 8 hrs 7x24 Hours
Firmware and/or Software Updates (bug fixes, minor releases)	Yes	Yes	Yes
Firmware and/or Software Upgrades (new features, major releases)	No	Yes	Yes
Parts Deployment	Advance Parts Replacement (Self-installed FRU)	Arrive with On-site Technician	Arrive with On-site Technician
Parts Timeframe	Ship within 1 Business Day	On-site 5x9 Next Business Day	On-site 7x24 4-hour Response

PRODUCT WARRANTY

MODELS	WARRANTY TYPE	STANDARD WARRANTY
Boy/Beast E-Series	Hardware	36 months Basic Advance Replacement
NST6000, NST4000, NST5300, NST5500	Hardware	36 months Basic Advance Replacement
	Software	90 days
NST2000, NST2000X, NST5100, NST5100X	Hardware	12 months Basic Advance Replacement
	Software	90 days
NST224X	Hardware	36 months Basic Advance Replacement
Assureon™	Hardware	12 months Basic Advance Replacement
	Software	90 days

STANDARD WARRANTY

The Standard Warranty includes firmware and software updates (bug fixes) and covers all Imation supplied Nexsan hardware components. Once a Return Material Authorization (RMA) is issued, replacement components are advance-shipped within one business day. An RMA can be obtained by phone, fax or email. Warranty period varies by product. See product Warranty for more information. Warranty extensions may be purchased for current products still under Warranty. (Some restrictions apply)

NEXSAN REGULAR BUSINESS HOUR PHONE AND EMAIL SUPPORT

All Imation support centers are staffed by Certified Support Engineers to answer questions, issue RMAs and provide onsite service if required. Nexsan support provides standard English language support, available by phone Monday - Friday 9:00 am to 5:00 pm your local time global support centers in San Diego, California (US), Derby (UK) and Tokyo Japan. Our globally connected call tracking and communication system ensures the same level of quality support worldwide.

BASIC SUPPORT

Imation customers who prefer to perform simple hardware replacement themselves and do not need 24x7 care choose Basic support. As needed, replacement parts are advance-shipped within one business day of diagnosis of a hardware fault. Basic support includes Nexsan Technical

Support by phone and email during standard Imation Business Hours. Software upgrades are available for an additional charge. Software/ Firmware Updates are included with Basic support. Nexsan E-Series, SATABoy and SATABeast RAID products include Basic Support in the Standard Warranty.

ONSITE MAINTENANCE
Enterprise, and Premium programs include options for onsite maintenance and parts replacement by one of our Imation-trained, world-class global and regional service partners.

ENTERPRISE SUPPORT
Imation customers, who want to simplify maintenance and ensure overall system availability, choose Imation Enterprise support for an enhanced level of service.

It includes 24x7 phone and email support and next-business-day onsite hardware replacement, following diagnosis of a hardware issue. Software and firmware upgrades and updates are also included. (Note: on-site support is not available on Imation holidays. See Nexsan.com/support for details)

PREMIUM SUPPORT
Imation customers who require infrastructure operation 24x7x365 choose Premium support for fast, 24x7 response and onsite hardware replacement. Once a hardware issue is diagnosed by phone, a Imation Technical Engineer arrives onsite, within 4 hours, if needed.

Premium support also offers enhanced response times to software support issues and an exclusive support hotline for around-the-clock access. Software/firmware updates and upgrades are included.

IMATION PROFESSIONAL SERVICES
In addition to world-class support programs, Imation offers professional services to assist with solution design, installation and implementation. Onsite specialists work with you to configure your system, integrate it into your environment and even perform application and data migration. Imation Professional Services are priced at daily rates and can be scheduled for any number of days. Web-assist professional services for advanced remote assistance are also available. Contact your Imation sales representative or the Imation Technical Services Group for more information.

Customer Support

Nexsan continues to provide world-class, around-the-clock and around-the-globe support. It has increased its support team by 3x over the last 18 months. All support resources are Nexsan badged employees and based on their level of experience and knowledge will assist with various levels of issues. Upper echelon clients are assigned VIP status that will ensure any and all support tickets that are opened are automatically escalated to a Level 3 Team.

A support ticket will be opened for all support related phone calls and emails. With the global "follow the sun" support model provided by Nexsan, City of Grand Junction will get best in class support any hour of the day. Dedicated Engineering resources from Nexsan and Sanity Solutions will be available to come onsite and resolve any issues or concerns.

Nexsan offers 4 different levels of support based on client's requirements. Most clients will choose Enterprise or Premium Support. The only difference between the two level is Premium provides a 4 hour onsite parts replacement. You will have a physical resource onsite to fix a failed component within 4 hours of resolving your support ticket. In addition to world-class support programs, Nexsan offers professional services to assist with solution design, installation and implementation. Onsite specialists work with you to confidence your system, integrate it into your environment and even perform application and data migration

Sanity Solutions/Nexsan detailed procedures for trouble reporting and escalation

Delivery: Nexsan provides onsite support via a network of authorized service providers. Authorized service providers may vary by location. Nexsan technical support will troubleshoot, diagnose, dispatch, and direct the authorized service provider to facilitate the return of the Nexsan brand product to normal operations.

Response Time: Response time is not a commitment of the time to restore normal operations but is a commitment to have a service engineer on-site if this action is required to restore normal operation. On-site response time is measured from the time of Nexsan or a Nexsan authorized service partner determination of hardware failure until a service technician arrives on-site. If the service technician is dispatched after 5:00 p.m. local time, the service technician may take an additional business day to arrive at the covered location. Dispatch may be delayed based on parts availability.

Technical Support: Enterprise, premium, and concierge level support coverage include 24x7x365 telephone and email support. Calls or emails received after standard business hours 9:00am to 5:00 pm at our global support centers in San Diego, California (US) and Derby (UK) will be responded to within twenty minutes. Software/firmware updates and upgrades are included. Nexsan will use commercially reasonable efforts to respond to requests from customers for support as follows:

Severity Type 1 – System is not operational: Initial response within two hours of initial contact with continuous reasonable effort by Nexsan support until resolution is complete. If the failure is determined to be hardware related, Nexsan support engineers will, upon diagnosis, dispatch a technician for parts replacement within four (4) hours.

Severity Type 2 - System is operational using temporary work around: Initial response by next business day of initial contact with continuous effort by Nexsan's Nexsan product technical support team during its normal business hours until resolution is complete.

System Remote Access: In order to facilitate accurate and timely resolution of support issues Nexsan's Nexsan product technical support team requires system remote access to all NST and Assureon systems. Please contact Nexsan's product technical support team for details of this access requirement.

Determination of Problem and Service Standards: Many issues can be resolved over the phone in which case a technician will not be dispatched to the site. The availability of a technically capable user to speak with our Technical support staff can affect the time required to resolve a problem and dispatch a service engineer when needed. Nexsan or its representative will perform all on-site services in a professional and workman-like manner and will, whenever on the end user site, obey all reasonable instructions, standards, procedures, and requests issued by the end user which are relevant to the service being provided including on-site security procedures and any other instructions, standards, or procedures imposed by the end user on its employees, contractors, or visitors.

Support Availability: On-site coverage will be established within ten business days after Nexsan receives a valid purchase order for a service entitlement upgrade. For purchased upgrades, the purchase order must contain complete information identifying the unit, the installed location of the unit, and the on-site contract(s). Absence of complete information may prevent Nexsan or its authorized service partner from being able to deliver the upgraded service until the omitted information is obtained and processed. To ensure full entitlement from the first day of product usage, please provide all requested site information with your purchase order. For enterprise, premium, or concierge on-site service, the customer site must be within 100 miles (North America) or 160 kilometers (Europe, Middle East, Africa, and Asia Pacific) of a Nexsan authorized service location. For locations beyond this service zone support may still be available with a surcharge. Enterprise next business day on-site options exclude Nexsan designated holidays. An additional service charge will be payable by the customer for support requests occurring on these designated holidays. Nexsan designated holidays are country specific

5.8- Additional Data (Appendix)
(To return to section 5.3, click on link at bottom of each page)

City of Grand Junction- Installation Schedule

TIMELINE
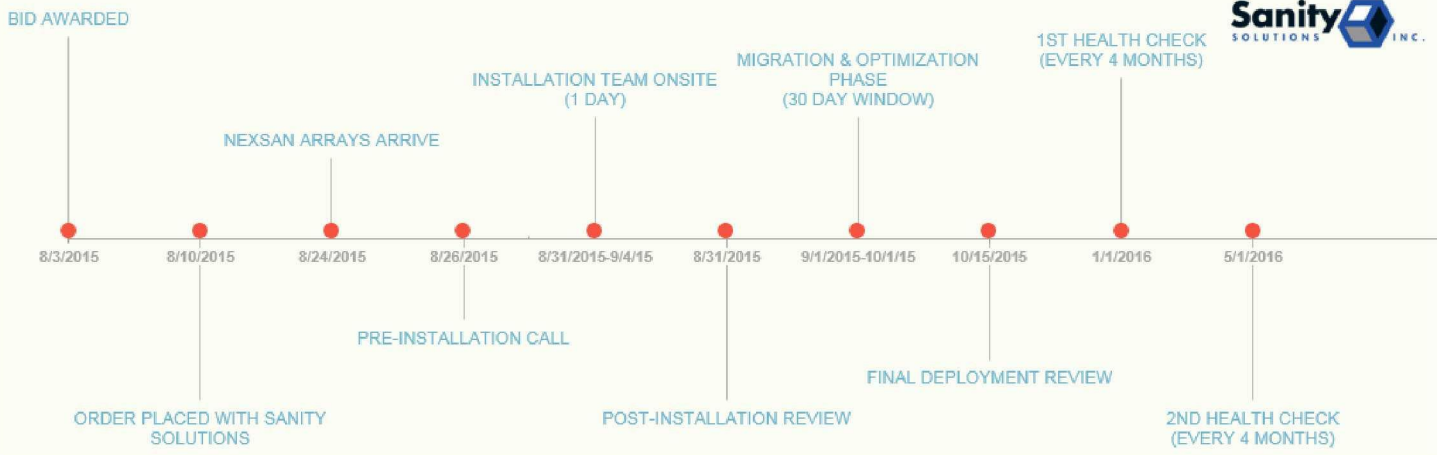
Implementation

- Brief Description of Installation Process
  - Install the array in a rack
  - Install the disk drives in the array.
  - Connect all required network cables.
  - Connect the power cords in order to power on the unit.
  - Assign unique IP addresses to the management ports with Nexsan provided software tools.
  - Access the E-Series management graphical user interface from a web browser to:
    - Create a password
    - Set the date and time
    - Give the array a name
    - Set IP addresses and speeds for the data network ports
    - Create RAID sets and volumes
    - Enable AutoMAID
    - Access the data server(s) to mount the volumes

- Major activity that involves City of Grand Junction employees or premises (i.e., end user surveys, delivery dates for equipment, database loading, etc.);
  - Each storage array will arrive on a standard shipping pallet that is most easily moved with the aid of a forklift or pallet jack.
  - Appropriate room will be required in a computer rack for the storage gear.
  - If the network cables are not purchased with the storage, appropriate network cables will need to be supplied.

Click here to return to 5.3- Strategy and Implementation Plan

- o Appropriate power receptacles will be required in the rack.
- o A keyboard, mouse, and video screen (aka KVM) or a Windows PC will be required in order to set the initial management IP addresses.
- o IP addresses will need to be assigned to the storage.
- o Ports in network switches will need to be available and properly routed.
- o If the storage is to be placed high in a rack, a rack lift may be required.
- o A person with the correct login credentials will be required to mount the storage not the server(s) and client(s).

Sanity Solutions and Nexsan will operate around City of Grand Junction's schedules to meet any and all timelines set forth for critical activities. With resources throughout Colorado, we are capable of delivering based on your requirements.

Proactive Involvement

Prior to quarterly review, Sanity Solutions will help to run a small reporting tool that will provide insight into the overall environment

- Capacity planning
- Performance assessment

Quarterly Review Meeting

- ✓ Review any outstanding technical or sales related activity
- ✓ Develop action plan for resolution of any issues
- ✓ Review Capacity and Performance Report
- ✓ Assess any areas of need for growth or areas of additional performance needed
- ✓ Develop action plan to address and adjustments needed in the environment
- ✓ Proactively discuss upcoming projects which could affect the data storage growth or capacity requirements.
- ✓ Discuss other questions about the overall environment and have technical teams spend time together review those and providing additional/ongoing knowledge transfer.

System Diagram
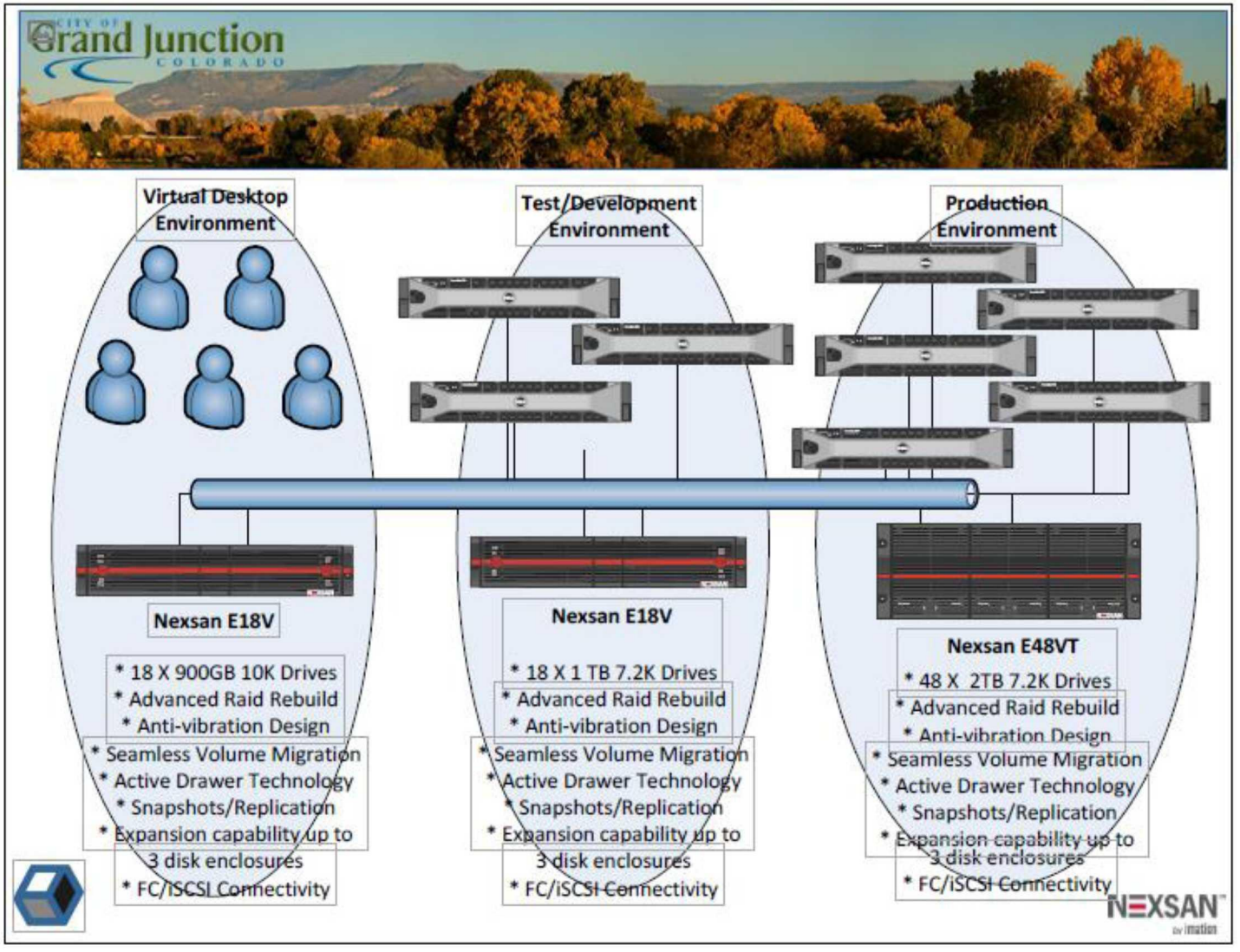
DATASHEET

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by imation

E-SERIES
STORAGE
SYSTEMS
DATA SHEET

Storage efficiency just made
a big leap forward with a
240TB solution so small,
so efficient, so reliable...
so surprisingly affordable.

OVERVIEW

The Nexsan E-Series™ represents the next generation of SAN storage systems delivering dramatic enhancements in efficiency and ease-of-use to help mid-market organizations, and the mid-tier of the enterprise, add more capacity while lowering overall power, space and cost requirements. Innovative ease-of-use functionality makes deploying and managing storage as simple as possible for the resource constrained IT administrator.

The E-Series is comprised of the E60 storage system (60 drives in 4U), the E48 storage system (48 drives in 4U), and the E18 storage system (18 drives in 2U), as well as the E60X, E48X and E18X expansion units. The E-Series delivers industry leading density and power efficiency for the smallest storage footprint by consuming less than one third the power in one third the rack space as typical arrays.

FLEXIBILITY

Further enhancing storage efficiency and ease-of-use, the E-Series flexibly supports SATA/SAS/SSD drives in the same chassis along with a choice of I/O ports including 8Gb FC, or 10Gb iSCSI, or 24Gb SASX4; included with two 1Gb iSCSI ports. This level of flexibility and control is designed for organizations that need a single solution to handle the requirements of all their applications, whether capacity or performance driven. The E-Series uses dual raid engines per controller to deliver blazing wire-speed read/write throughput and high IOPS performance for varying workloads. The active/active dual controller configuration provides twice the I/O ports and increases system performance.

RELIABILITY

As much as the Nexsan E-Series boasts new levels of storage efficiency, efficiency is only measured during uptime. The E-Series meets and exceeds the most stringent reliability demands with a top-tier mechanical design that removes heat and vibration from the chassis via Cool Drive Technology™ and Anti-vibration Design™. In addition, extensive drive stress testing qualifies E-Series system reliability before shipment. Array-based snapshots and asynchronous replication further the E-Series data protection capabilities[1].

The E-Series features high availability architecture ensuring no single point-of-failure with multipathing support and dual redundant, hot-swappable active components. SNMP alerts or email notifications are sent to the administrator in the event of a component or drive failure, and a spare drive is automatically rebuilt into the RAID set. With 4GB of battery-backed and flash-protected cache per controller, the E-Series mirrors cache between controllers in a dual controller configuration. The Nexsan Active Drawer Technology™ overcomes the challenges of other high density offerings by allowing a single drawer of drives to be easily pulled out and serviced by one person while keeping the system online.

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HIGHLIGHTS

- **Extreme Density** – E60/E60X contains 60 3.5" disks in 4U; E48/E48X contains 48 3.5" disks in 4U; E18/E18X contain 18 3.5" disks in 2U
- **High Performance** – utilizes Nexsan's latest dual RAID engine controller technology
- **Capacity or Performance** – mix and match SATA, SAS and SSD drives
- **Active Drawer Technology™** – active drawers allow for easy, hot-swappable management of extreme density
- **High Availability** – all active components are redundant and hot-swappable to ensure fault tolerance
- **Energy Efficient** – AutoMAID delivers up to 85% reduction in power consumption
- **Anti-Vibration Design** – maximizes disk life and reduces component wear
- **Cool Drive Technology™** – optimizes airflow and cooling
- **Flexible Connectivity** – connect via SAS, Fibre Channel or iSCSI
- **Easy to Manage** – browser-based management interface is OS independent. Remotely manage one or many systems within a single, intuitive GUI

TECHNICAL SPECIFICATIONS

- Single or dual active/active RAID controllers
- I/O includes 1Gb iSCSI per controller (optional 8Gb FC, 24Gb SASx4, 10Gb iSCSI)
- Supports RAID 0, 1, 1+0, 4, 5 and 6
- 4GB battery and flash protected cache
- Supports multiple RAID sets and multiple volumes per set; up to 254 LUNS
- Supports email alerts and SNMP traps
- Includes RS-232 management port

Note: a 1200mm rack is recommended for mounting the E60/E60X

MANAGEMENT

The E-Series comes pre-configured and is up and running in 10 minutes or less using the QuickStart wizard. No professional services required. The Nexsan Storage Manager resides on the storage system and is simply accessed via an IP address over a Web browser – no drivers or host applications required. The Nexsan Storage Manager makes management easy with a single pane-of-glass interface to manage and monitor all local and remote Nexsan storage systems from disk provisioning, RAID hardware management, LUN masking and binding, host data path services, failover/failback, data migration, RAID set builds and power management. By leveraging the E-Series' VDS compliance, Windows users can utilize the storage management tools that are built into Windows Server to perform common administrative tasks. For non-windows environments like Linux and Unix, we offer the Nexsan management protocol to easily manage and configure your E-Series.

POWER EFFICIENCY

The exclusive Nexsan AutoMAID® technology delivers up to 87% energy savings. When a disk group has not been accessed for a specified time period, it can be placed into progressively lower states of power consumption. On all AutoMAID levels, once the first I/O request has been served, the spindles continue at full speed until enough time has lapsed to progress back into sleep mode, based on the policies established. This is beneficial in instances of long-term bulk storage, archive and backup-to-disk applications that don't need to spin at full speed 24 hours a day.

CAPACITY EXPANSION

Each of the E-Series systems with dual controllers can be expanded with double the amount of capacity by adding an expansion unit. For instance, the E18 can be expanded with the E18X expansion unit. Likewise, the E48 is expanded with the E48X expansion unit, and the E60 is expanded with the E60X expansion unit via up to four 24Gb/s SASx4 connectors for uncompromising performance and resilience against any single point-of-failure.

SOLUTIONS

E-Series storage systems can be deployed for primary storage, secondary storage and backup-to-disk storage for physical servers or virtual servers as Imation is tightly integrated with VMware, Hyper-V and Xen. Popular industries and use cases include financial, transportation, cloud storage, video and entertainment, scientific and research, local and national government, digital surveillance, medical and law enforcement. The E-Series storage systems are certified as "VMware Ready," the highest level of certification by VMware for Fibre Channel and iSCSI storage and are fully certified for use with Windows Server 2003/2008.

ENTERPRISE-CLASS

Modular Expansion	Expand E60 with up to two E60X; E48 with up to two E48X; E18 with up to two E18X to accommodate the ever-increasing need for additional capacity.
Mix & Match Drive Types	Mix and match SSD, SAS and SATA drives to meet varying storage needs.
Drive Stress Tests	Ensure that only the best quality drives go into Nexsan storage systems.
System Drive Tests	Drives are tested in the storage system prior to being shipped to a customer.
Anti-Vibration Design	State-of-the-art vibration dampening maximizes reliability and performance.
Cool Drive Technology™	Push/pull fans modules and specially designed air channels optimize drive cooling and reliability.
Dual Active/Active Storage Controllers	Dual controllers provide additional horsepower and add additional I/O ports for Fibre Channel, iSCSI or SASx4 access. All LUNs may be made visible on any or all FC, iSCSI or SAS connections.
Battery and Flash Protected Cache	Cache memory is protected via a battery built into the storage system. The battery has sufficient power to push all data from cache RAM into flash where it will be preserved indefinitely. Cache data is synchronously mirrored between controllers to protect uncommitted writes in the event of controller failure.
Two RAID Engines per controller	Two RAID engines reside on each E-Series controller to accelerate RAID operations, resulting in blazing fast sequential and random I/O performance.
Snapshot and Replication	Provides application-consistent snapshots and asynchronous replication to support the most demanding data protection requirements, eliminating the cost of an external server or 3rd party software to support these functions. Includes the Microsoft VSS Hardware Provider to enable SAN-based backups of Exchange, SQL Server, SharePoint or any business-critical Windows Server-based application. For UNIX/Linux environments, snapshots can be created manually or via the snapshot scheduler. One-to-one and many-to-one replication protects or distributes data to one or multiple sites.
High Availability	All active components are redundant and hot-swappable including power supplies, fans, disks and controllers.
Host Data Path Services	Utilize multiple paths from a server to a LUN for increased bandwidth, as well as ensuring no single point-of-failure between the servers and storage.
Fibre Channel and iSCSI Multi-protocol Access	Both the Fibre Channel and iSCSI host ports can be utilized at the same time.
Disk Provisioning	Place hard drives into RAID sets; determine the RAID type; establish hot spares and the RAID set auto-rebuild policies; expose RAID sets as one or more logical address units (LUNs).
RAID Hardware Management	Sets RAID levels and manages the caches in single or dual active/active controller configurations.
LUN Masking and Binding	Ensures that only the hosts that are supposed to have access to a virtual disk get it. Hosts must authenticate before being granted access.

EFFICIENT

Industry-leading Storage Density	The E60 and E60X provide up to 60 drives in just 4U, or 15 drives per U; E48 provides 48 drives in 4U, or 12 drives per U; and the E18 provides 18 drives in 2U, or 9 drives per U.
AutoMAID® Power Management	Each RAID set can have its drives progressed into deeper levels of sleep when they have not been accessed for a specified period of time, saving power. There are 5 levels of power management to balance power savings and responsiveness to first I/O request for varying applications. No changes need to be made to applications to get the advantages of AutoMAID. E-Series delivers up to 87% reduction in power and cooling with AutoMAID level 5.

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EASY

QuickStart wizard	Get the storage system up and running in 10 minutes or less without professional services.
Web-based Management	A Web server residing in the storage system presents the management GUI in any Web browser. Administer storage systems remotely. There is no need to install management software on a client computer and keep it updated.
Single Pane-of-Glass Management	Remotely manage one or many systems. Nexsan storage systems find each other and appear in the management console, which displays their health using red/yellow/green indicators. Easily move between systems to administer them.
Automatic RAID Set Maintenance	In the event of a drive failure, spare drives are automatically added to a RAID set and a RAID set rebuild is run – all without any manual intervention being required.
Alerts	Alerts are sent via SNMP or email and are logged in the storage system as well as transmitted to the browser-based management console.
VDS-compliance	Many Microsoft storage management tools can be used to perform administrative functions on the storage system as information is exchanged via the VDS protocol.
Active Drawer Technology™	Active drawers hold the drives to enable easy, hot-swappable management of extreme density without heavy lifting or having to power down.
Turn-key System	Includes all cables, active drawers, mounting kit and management software.

ABOUT IMATION

Imation is a global scalable storage and data security company. The company's portfolio includes tiered storage and security offerings for business, and products designed to manage audio and video information in the home. Imation reaches customers in more than 100 countries through a powerful global distribution network and well recognized brands. Additional information about Imation is available at www.imation.com/nexsan.

SPECSHEET

NEXSAN™
by imation

E-SERIES V
STORAGE SYSTEMS SPECIFICATION SHEET

SPECIFICATIONS	E18V	E32V	E48V(T)	E60V(T)
Disk bays / Rack U	18 / 2U	32* / 2U	48 / 4U	60 / 4U
Number of Active Drawers	2	2	3	3
Expansion Unit	E18XV	E32XV	E48XV	E60XV
Maximum Drives with Expansion	54	96	144	180
Mix 7.2K, 10K, 15K and SSD	Y			
10 DWPD SSD (GB)	200 / 400 / 800			
3 DWPD SSD (GB)	400 / 800			
2.5" 10K Drives (GB)	600 / 900 / 1200/1800			
2.5" 15K Drives (GB)	600			
3.5" 7.2K Drives (TB)	1 / 2 / 3 / 4 / 6 / 8	-	1 / 2 / 3 / 4 / 6 / 8	
Max LUNs per System	254			
Max Volumes per System	254			
RAID Levels	0, 1, 1+0, 4, 5, 6			
Mounting Rails Included	Y			
Max Cache per Controller	4GB		4GB (16GB)	
AutoMAID® Power Management	Y			
Multiple RAID Engines per Controller	Y			
Dual Active/Active Controllers	Y			
Simultaneous Fibre Channel and iSCSI	Y			
Maximum 1Gb iSCSI Ports	8		8	
Maximum 10Gb iSCSI Ports (optional)	4		8(4)	
Maximum 8Gb FC Ports (optional)	4		8(4)	
Maximum 16Gb FC Ports (optional)	4		8(4)	
Maximum 6Gb/s SAS(x4) Ports (optional)	4		8(4)	
10/100 MbE Management Port	1			
LUN Security via CHAP	Y			
VMware, Xen, Hyper-V & Windows Compatible	Y			
SAS Expansion Chassis Supported	2			
6Gb SASx4 backend ports per system (w/dual controllers)	4		8	

* 2.5" only (all others support 2.5" or 3.5")

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SPECIFICATIONS	E18V	E32V	E48VT	E60VT
Stress test individual drives		Y		
Test all drives in the system that will ship		Y		
Array-based Snapshots and Replication		Y		
Anti-vibration design		Y		
Cool Drive Technology™		Y		
Active Drawer Technology™		Y		
Standard 1000 mm Rack Recommended		Y		N (not if rear doors are used)
1200 mm Rack Recommended		N		Y
Dimensions - Width		19 in / 482.6 mm		
Dimensions - Height		3.47 in / 88.1 mm		6.93 in / 176 mm
Dimensions - Depth		31.5 in / 800 mm	33.46 in / 850 mm	37.99 in / 965 mm
Dimensions - Depth with required front bezels		32.82 in / 834 mm	35.63 in / 905 mm	40.16 in / 1020 mm
Dimensions - Depth with required front bezels and rear handles		33.27 in / 845 mm	36.06 in / 916 mm	40.59 in / 1031 mm
Maximum Installed Weight w/mounting rails, all drives and controllers	108.2 lbs / 49.1 Kg	90.2 lbs / 40.9 Kg	201.1 lbs / 91.2 Kg	235.5 lbs / 106.8 Kg
Standard Dual Power Supplies (redundant, load sharing, hot-pluggable, auto-sensing)	2 x 1200 W	2 x 1200 W	2 x 1600 W	2 x 1600 W
	100-240 V	100-240 V	100-240 V	200-240 V
Peak Power Consumption (@240V)	604 Watts / 2.66 A	474 Watts / 2.13 A	1509 Watts / 6.79 A	1797 Watts / 7.83 A
Idle Mode Power (AutoMAID® Level 4)	184 Watts / .92 A	186 Watts / .95 A	236 Watts / 1.14 A	239 Watts / 1.19 A
Operating Temperature Range		5°C to 30°C (41°F to 86°F)		5°C to 35°C (41°F to 95°F)
Operating Humidity Range		20% to 80% non-condensing		
Operating Altitude		0 to 2,133m (0 to 7,000ft)		
Non-operational Altitude		0 to 12,192m (0 to 40,000ft)		

NEXSAN

IF IT'S JUST A DISK
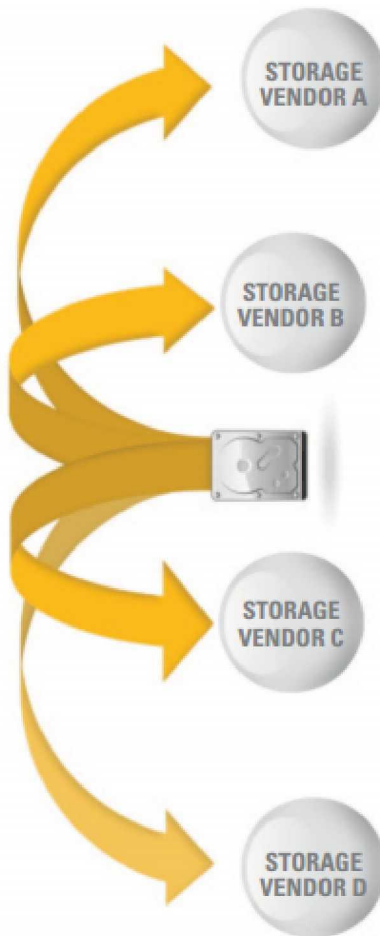## WHY THE RELIABILITY GAP BETWEEN STORAGE VENDORS?

If all storage array vendors buy disk drives from the same small set of disk manufacturers then why is there such a big reliability gap between storage vendors?

While excellent work has revealed the reality of failure rates and types, the focus has merely been on "what" happens when components fail. There is very little to describe "why" subsystems fail and "why" some vendors produce exceedingly reliable subsystems while others fall drastically short.

NEXSAN

DISK DISTRIBUTION

If all storage vendors buy the same disk drives from the same small set of disk manufacturers...
Why is there such a big reliability gap between storage array vendors?

STORAGE VENDOR A

STORAGE VENDOR B

STORAGE VENDOR C

STORAGE VENDOR D

If all storage vendors buy disk drives from the same small set of disk manufacturers, it begs the questions, "Why is there such a big system reliability gap between storage array vendors?" "How can there be such a large difference in the annual fail rate (AFR) of disk drives when everyone is using the same disk?"

The reason for it is has to do with the fact that subsystem reliability is more about the storage array vendor than it is the disk vendor. Subsystem reliability must consider many more factors than just the disk drive itself; but the simple fact that the AFR rates of the same disk drives can be so different between storage vendors is a testament to the quality process undertaken by the most reliable subsystem manufacturers.

Vendors who are just after a buck are less attentive to product design, manufacturing processes and system testing than those vendors whose live and breathe the quality process. IT professionals need to count on systems to 'just run.' Some of these vendors use the same old designs and processes because they believe their reliability and quality is 'good enough.' Other vendors, however, have set a new standard in reliability and quality that exceeds enterprise class to deliver a lower storage management cost while giving IT professionals the best guarantee against disruption to business continuity.

Furthermore, while current RAID technologies do an adequate job of protecting your data in most environments, a disk drive or subsystem component failure does more than potentially impact business continuity, it affects thin management resources. These failures force an IT administrator to take what little time he or she has to service what should be almost maintenance-free.

Attention to reliability means attention to the details — the design, manufacturing and testing that goes into storage subsystems. Not all storage subsystems are created equal, and the same old brand names are no guarantee of high reliability for less money.

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1/2 —the reliability of a component is cut in half for every 10 degree increase in temperature

CAUSES OF DISK SUBSYSTEM FAILURES

Depending on the study, researchers put the range of disk drive failures anywhere between 20 and 55 percent of all failures in the typical subsystem. The physical interconnection between drives and controllers accounts for 27 percent to 68 percent of all failures. Consequently, the design, manufacturing and handling of the physical interconnect is crucial to overall subsystem reliability. Subsystems failures fall into four major categories:
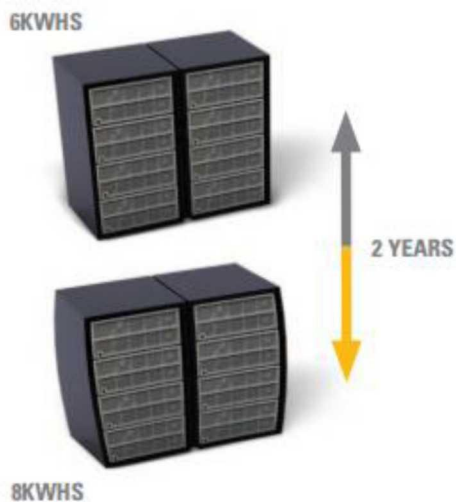
Disk failures - caused by imperfect media, damaged media, vibration, electronic failures and other mechanical issues.

Physical interconnect failures - caused by numerous electrical, electronic and mechanical situations. Physical interconnect failures make a disk appear to be missing.

Protocol failures - caused by incompatibility or bugs between protocols in disk drivers and heads. Protocol failures result in I/O request failures and potential data loss.

Performance failures - when a disk subsystem cannot service an I/O request within a specified amount of time (with no other failure listed above) Performance failures typically indicate a partial failure of unstable connectivity or one or more disks that are heavily loaded with disk-level recovery such as sector re-mapping.

CAUSES OF DISK SUBSYSTEM FAILURE

- **Disk Failures**—caused by imperfect media, damaged media, vibration, electronic failures and other mechanical issues
- **Physical Interconnect Failures**—caused by numerous electrical, electronic and mechanical situations. Physical interconnect failures make a disk appear to be missing
- **Protocol Failures**—caused by incompatibility or bugs between protocols in disk drivers and heads. Protocol failures result in I/O request failures and potential data loss
- **Performance Failures**—when a disk subsystem cannot service an I/O request within a specified amount of time

NEXSAN™ *by* imation   **Sanity** SOLUTIONS INC.

N=XSAN

6KWHS

2 YEARS

8KWHS

POWER DENSITY INCREASE

In the last two years, power density per average rack has risen from 6kWhs to 8kWhs. Power consumption in a rack is going up because vendors are packing more capacity and components into a given amount of space. The more densely packed rack now needs more energy, which produces more heat, which requires efficient heat management and more cooling.

RECENT DISK FAILURE STUDIES

In one notable study[1], researchers from Carnegie Mellon University (CMU) found that failures have both short-term and long-term correlation meaning that components can die young or old. The shared common belief is that most components, including disk, will experience a higher initial rate of failure (infant mortality) then settle down for a few years into a low failure rate before they begin to wear out and fail.

The study showed otherwise: failure rates began low and steadily increased over time! Further, the CMU study found there was no correlation between class of drives and failure rate. In fact, the most reliable disk set was composed of enterprise SATA drives only, which are erroneously regarded to be less reliable than SAS or Fibre Channel.

In another study, Google looked at a technology built into disk drives known as SMART (Self-Monitoring Analysis and Reporting Technology). Google observed that any SMART errors correlated strongly with disk failures. In one example, they found that if SMART reports scan errors that occur when the disk checks data in the background by reading the entire disk, a failure is likely within eight months with about 30 percent of the drives failing completely.

NEXSAN - EXCEEDING ENTERPRISE CLASS

Field-proven with over 21,000 systems in over 60 countries, Nexsan has set the bar for reliability standards among disk storage subsystems. Most vendors report their field replaceable unit (FRU) annual failure rate (AFR) at less than 1 percent. However, independent reliability studies have shown that customers observe AFRs as high as 4 percent with other vendors1. The Nexsan third-generation, high-density design has a customer-reported AFR of much less than 1 percent.

How did Nexsan exceed the reliability and availability of enterprise storage subsystems? The journey to Nexsan's level of reliability began when all disk drive reliability levels were not as good as they are today.

Nexsan closely monitored all aspects of subsystem reliability from the beginning and learned that great subsystem reliability required a systemic approach to analysis and resolution across all the technology-based operations of the company.

Through tightly controlled and executed standards, Nexsan designs, manufactures, and tests against exacting standards to reduce failure rates. Others make such claims, but the reliability of a Nexsan storage system speaks for itself.

EXCELLENCE IN DESIGN

Excellence in design is a key focus at Nexsan. For example, drives slide into an accurately engineered slot specified to ensure a snug but not tight fit. In the Nexsan high density product, the drives are positioned with back-to-back counter-rotating couplets. Why? Doing so reduces the additive effect of vibration which has a significant impact on system reliability over time.

Moreover, Nexsan's mid-plane interconnect design maximizes high density cooling with unrestricted, non-blocking airflow. The design is unique and just another reason why a Nexsan disk subsystem is more reliable than competitive systems.

EXCELLENCE IN PROCESS ENGINEERING

Process engineering is a constant task. Nexsan has incorporated this principle and continuously improves products to ensure that cooling requirements, among other priorities, are well-specified. It is the innumerable little things that count like:

- very high-spec, high-life ball bearing fans
- continuous improvements to the efficiency of power supplies to produce less heat

Not to be ignored is the SATABeast's push-pull cooling design that includes a separately sealed cooling zone for the controllers.

EXCELLENCE IN TESTING AND MANUFACTURING

Back in the days when Nexsan was getting started, ATA drives were prone to high failure rates. To reduce the rate of failure and ensure enterprise-class reliability, Nexsan created a rigorous set of stress tests to isolate weak and marginal drives. Those that could not survive accelerated stress tests were then, and still are, returned to the manufacturer as unacceptable.

As a testament to the Nexsan quality process, the largest manufacturers of disk drives use Nexsan disk enclosures to stress their own high-end drives as part of their test regimen. Beyond that, Nexsan also uses additional tests, proprietary and unique, that are the ultimate coup de grâce in disk drive testing.

Protocol failures are avoided by ensuring adherence to a tightly controlled revision process. Nexsan checks each drive and will not accept firmware levels unless they have been qualified, period.

From a manufacturing point of view, the more frequently an individual drive is handled, the greater the probability of failure. Therefore, Nexsan ensures that a drive is never handled more than three times. It may sound like a little thing, but it is the accumulation of all the little things that embodies Nexsan's best-in-class quality control measures.

EXCELLENCE IN HANDLING

Another Nexsan best-of-class practice eliminates subsystem stress during shipment that can cause undetected damage to the mid-plane and disk drives.

When the most vigilant care isn't taken in shipping and handling, g-load stress is amplified and more readily transferred directly to the mid-plane, drives and connectors. As a result, those systems may power on and "check-out", but an "under the radar" latent failure may be lurking. The lesson? It is far better to exercise strict packing and handling policies to avoid the potential failure caused through shipping damage.

For example, Nexsan ships all drives outside of the chassis in special containers that are specifically designed to survive the rigors of shipping. Further, Nexsan has designed a drive installation methodology that is simple, error free and fast to install while offering greater reliability.

EXCELLENCE IN HEAT REDUCTION

Once the subsystem is installed and running on site, heat and cooling are key considerations in overall subsystem reliability. To ensure users receive the best reliability possible, Nexsan works with outside partners to conduct airflow and temperature studies for its chassis cooling design.

Nexsan starts from a drive spacing concept that considers the minimum-allowable space required to ensure sufficient airflow and cooling under extreme or failure conditions. Contrast this against the typical competitor's design that adds a few extra drives into a chassis with no apparent concern for long-term reliability.

The design of a chassis on paper is one thing. Exhaustively testing a chassis design in environmental chambers, while paying particular attention to worse case situations, is another. No Nexsan design goes to production without exhaustive environmental testing and a passing score for airflow and temperature.

NEXSAN

QUALITY PROCESS

Disk Drive
+ Subsystem Design
+ Manufacturing Process
+ Rigid Testing
= Reliability

CONCLUSION

Innovative design, quality manufacturing, rigid testing are all targets of any good storage vendor. Whereas some vendors may point to a single capability they excel in, Nexsan engineering stands apart as a leader in all three.

By combining that excellence with a powerful process feedback loop that encompasses 10+ years and over 20,000 systems in the field, Nexsan has delivered a drive AFR of much less than 1 percent.

With ground breaking efforts in design, manufacturing and testing, Nexsan constantly scrutinizes every step of the quality process for optimal delivery of the highest level of reliability.

With Nexsan, users are always going to get the quality they need with the energy, space and cost efficiencies necessary to compete in a new economic and storage environment that demands reliable and highly efficient storage.

ABOUT NEXSAN

Nexsan® is a leading provider of innovative data storage systems with over 10,000 customers worldwide. Nexsan's pioneering hybrid storage systems combine solid-state technologies, spinning disk storage and advanced software to deliver radical new levels of performance and capacity at lower cost. The company's advanced technologies enable organizations to optimize traditional, virtual and cloud computing environments for increased productivity and business agility. With more than 28,000 systems deployed since 1999, the company delivers its data storage systems through a worldwide network of solution providers, VARs and system integrators. Nexsan is based in Thousand Oaks, Calif. For more information, visit **www.nexsan.com**.

SOLUTIONBRIEF

NEXSAN™
by imation

INCREASED VMWARE
PERFORMANCE ON
NEXSAN STORAGE

Unlock increased performance and operational
efficiencies through Nexsan's implementation
of VMware vSphere Storage APIs for Array
Integration (VAAI).

PERFORMANCE + MANAGEABILITY

VAAI on Nexsan NST and E-Series systems delivers improved operations for VMware environments.

Figure 1

- - → Commands
- → Data movement

Figure 2
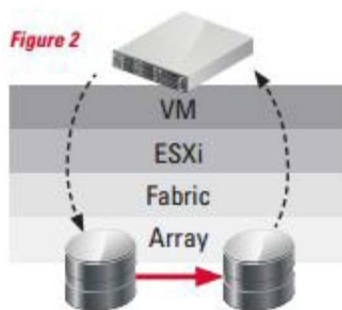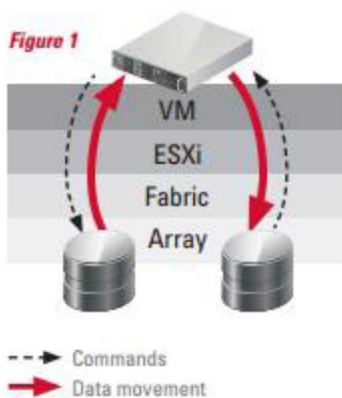
With all of the advantages of virtualizing IT resources using VMware, storage operations have been an area of focus for performance improvements. Nexsan's integration of VMware vSphere 5 Storage APIs for Array Integration (VAAI) bring storage management into the same level of efficiency, automation, and performance as other VMware operations.

Discover how storage administrators and IT management alike will see immediate benefits in the combination of Nexsan block storage and VAAI to –

- Increase IT flexibility and efficiency
- Improve usage of both server and storage resources
- Add business agility, with administrators freed to focus more on the business and less on VMware maintenance

SPEEDING UP SANs

The principal resource management issue for storage in a vSphere environment is related to how data moves. Until recently, common administrative operations meant relying on relatively slow-performing software-based data movement. Having VMkernel DataMover issue I/O commands to read and write blocks in both the source and target datastores consumes massive system resources on the vSphere server, including CPU cycles on host servers and SCSI commands in the HBA queue. *(Figure 1)*

Using VAAI with Nexsan block storage systems, vSphere simply issues the command to the array, which completes it without creating a performance bottleneck at the host level. The I/O-hungry work of cloning, migrating virtual machines, and creating zero blocks is now hardware-accelerated within the Nexsan array itself, with many storage operations seeing dramatically improved performance. *(Figure 2)*

Utilize Nexsan's combined implementation of VAAI for common administrative tasks and FASTier caching technology to accelerate operational performance. FASTier cache, available on NST5000™ systems, delivers high random I/O throughput, supporting VMware servers to maximum effect.

PERFORMANCE IMPROVEMENTS ON NEXSAN BLOCK SYSTEMS

VAAI comprises three APIs, or "primitives," that are activated by default on NST-family and E-Series systems.
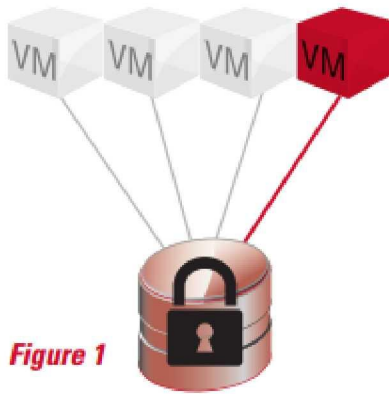
ATS BEFORE AND AFTER

Figure 1

Figure 2

Atomic Test and Set (ATS) improves performance and manageability when performing operations on VMs requiring locking.

- **Before ATS,** when making a state change to a VM, VMware ESXi would lock the entire storage pool – and all of the resident VMs – using a SCSI reservation prior to the operation. *(Figure 1)*
- **With ATS,** locking granularity is greatly improved. The vSphere host now locks only the blocks on which the VMs being cloned or moved reside, allowing access to other VMs on the LUN by multiple hosts. *(Figure 2)*

Administrators may utilize the benefits of ATS to increase their consolidation ratio, knowing that they can keep multiple VMs available to multiple hosts even during administrative operations.

Hardware Accelerated Copy (HAC) offers dramatic performance improvements for cloning and migration of VMs.

- **Before HAC,** these common storage-intensive tasks were completed by sending intensive I/O through the vSphere host server. The required bandwidth would often significantly challenge the host's performance resources, and delay the performance of other tasks.
- **With HAC,** the vSphere host offloads these I/O operations by leveraging the native Nexsan array EXTENDED COPY SCSI (or XCOPY) command. Once the vSphere host issues a copy or migrate command through vMotion, the operation is completed between the source and target LUNs or arrays. This offers significant performance improvements, while freeing up CPU, memory, fabric, and other host resources.

Block Zero offers similar efficiencies for creating new virtual machine disks (VMDKs).

- **Before Block Zero,** writing zero blocks for fault-tolerant VMs, or those for Microsoft Cluster Service, was a time- and resource-intensive process. Each command for zeroing a block would run from the vSphere host, to the array, and back to the host for acknowledgement.
- **With Block Zero,** these redundant host-based I/O write commands are replaced by optimized commands executed in the Nexsan array. The host issues a single command, and the array completes the WRITE SAME SCSI operations within the storage infrastructure. Again, this frees up the vSphere host's resources for other tasks, and reduces the time-to-completion for zeroing operations.

PROACTIVE MANAGEMENT CAPABILITIES

Nexsan has also integrated a key feature of VAAI that delivers additional management capabilities for block storage using NST storage systems. **Thin Provisioning Unmap** enables higher availability for VMs and improved storage management for a thin-provisioned environment.

- **Before Unmap,** understanding when a thin-provisioned volume was reaching maximum capacity was a manual process. Once the volume ran out of capacity, likely results would include VMs crashing and data being corrupted. This could result in real business impacts; for example, if the affected VMs included an e-commerce database where orders were being lost while the volume was out of space.

  Additionally, when capacity was freed up by migrating or deleting a VM, the vSphere host had no mechanism to notify the array that the blocks were now free.

- **With Unmap,** the administrator sets a capacity threshold in NST OS for thin-provisioned volumes. When capacity exceeds the threshold, the array issues a notification to vCenter. This gives the administrator flexibility to manage the array proactively by adding capacity, issuing a vMotion command to delete or move VMs, or extending the datastore. This keeps critical VMs operating without surprises from a storage standpoint.

  Unmap also includes a simple command that allows reclamation of space once a VM
  has been migrated or deleted, further enabling proactive management of the array.

STORAGE OPTIMIZED FOR VMWARE PERFORMANCE

Combine these capabilities with Nexsan performance, manageability, and reliability that scales to petabytes in a small rack footprint. Utilize FASTier™ caching in NST-series products to meet the random I/O performance requirements of a VMware environment, accelerating storage performance to solid-state levels at the price of HDD-based systems. Nexsan E-Series products offer extreme density with up to 15 drives/U, delivering high reliability with no single point of failure while providing an ideal platform for efficiently managing the growth of VMware environments.

Discover more about matching Nexsan storage to VMware implementation requirements by visiting **www.imation.com/nexsan**

NEXSAN™
by imation

Sanity
SOLUTIONS INC.

Requested Configurations for Storage Area Network System Arrays

Prepared For
City of Grand Junction

By
Keith Barnholt
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July 15th, 2015

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Date: July 15, 2015
Quote Expires: 30 day(s)

Quotation # 004390-R5

Contact:
City of Grand Junction
250 North 5th Street
Grand Junction, CO 81501-2668

PRODUCTION/FORENSIC SYSTEM

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
BBST00-E48VT2J96N/2	**Nexsan E48VT Storage Array** 96TB RAW- 48x 2TB 7.2K Configuration Dual Controllers Network Connectivity- 8Gb FC	1	$65,430.00	$65,430.00
BBMT00-OS-E48-NBD-3	**Nexsan E48VT Enterprise NBD Onsite Support & Maintenance- 3 Years**	1	$2,988.00	$2,988.00
			SUBTOTAL	$68,418.00

VDI SYSTEM

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
BBST00-E18VH2J16J2/900	**Nexsan E18V Storage Array** 15.8TB RAW- 14x 900GB 10K, 4x 800GB eMLC SSD Configuration Dual Controllers Network Connectivity- 8GB FC	1	$80,386.00	$80,386.00
BBMT00-OS-E18-NBD-3	**Nexsan E18V Enterprise NBD Onsite Support & Maintenance- 3 Years**	1	$1,185.00	$1,185.00
			SUBTOTAL	$81,571.00

TEST SYSTEM

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
BBST00-E18VH2J16J2/900	**Nexsan E18V Storage Array** 18TB RAW- 18x 1TB 7.2K Configuration Dual Controllers Network Connectivity-	1	$22,362.00	$22,362.00

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
	8Gb FC			
BBMT00-OS-E18-NBD-3	Nexsan E18V Enterprise NBD Onsite Support & Maintenance-3 Years	1	$1,185.00	$1,185.00
			SUBTOTAL	$23,547.00

PROFESSIONAL SERVICES

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
SSPS00-RMTONSTSTRG	Installation & Deployment of Nexsan Arrays into Environment	1	$4,200.00	$4,200.00
			SUBTOTAL	$4,200.00

Leasing option available upon request.

Comments: **Sanity Solutions & Nexsan Customer Loyalty Discount Applied**

Subtotal:	$177,736.00
Discount:	($77,970.00)
Total:	**$99,766.00**

Thank you for giving Sanity Solutions the opportunity to earn your business. If you have not yet received our Terms & Conditions, please ask your Account Executive.

Shipping and tax not included unless indicated.

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Date: July 15, 2015
Quote Expires: 30 day(s)

Quotation # 004390-R7

Contact:
City of Grand Junction
250 North 5th Street
Grand Junction, CO 81501-2668

PRODUCTION/FORENSIC SYSTEM

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
BBST00-E48VT2J96N/2	**Nexsan E48VT Storage Array** 96TB RAW- 48x 2TB 7.2K Configuration Dual Controllers Network Connectivity- 8Gb FC	1	$65,430.00	$65,430.00
BBMT00-OS-E48-NBD-3	**Nexsan E48VT Enterprise NBD Onsite Support & Maintenance- 3 Years**	1	$2,988.00	$2,988.00
			SUBTOTAL	$68,418.00

VDI SYSTEM

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
BBST00-E18VH2J16J2/900	**Nexsan E18V Storage Array** 17.2TB RAW- 14x 1TB 7K, 4x 800GB eMLC SSD Configuration Dual Controllers Network Connectivity- 8GB FC	1	$60,950.00	$60,950.00
BBMT00-OS-E18-NBD-3	**Nexsan E18V Enterprise NBD Onsite Support & Maintenance- 3 Years**	1	$1,185.00	$1,185.00
			SUBTOTAL	$62,135.00

TEST SYSTEM

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
BBST00-E18VH2J16J2/900	**Nexsan E18V Storage Array** 18TB RAW- 18x 1TB 7.2K Configuration Dual Controllers Network Connectivity- 8Gb FC	1	$22,362.00	$22,362.00

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
BBMT00-OS-E18-NBD-3	Nexsan E18V Enterprise NBD Onsite Support & Maintenance-3 Years	1	$1,185.00	$1,185.00
			SUBTOTAL	$23,547.00

PROFESSIONAL SERVICES

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
SSPS00-RMTONSTSTRG	Installation & Deployment of Nexsan Arrays into Environment	1	$4,200.00	$4,200.00
			SUBTOTAL	$4,200.00

Leasing option available upon request.

Comments: **Sanity Solutions & Nexsan Customer Loyalty Discount Applied**

Subtotal:	$158,300.00
Discount:	($65,890.00)
Total:	**$92,410.00**

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Shipping and tax not included unless indicated.

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Date: July 15, 2015
Quote Expires: 30 day(s)

Quotation # 004390-R6

Contact:
City of Grand Junction
250 North 5th Street
Grand Junction, CO 81501-2668

PRODUCTION/FORENSIC SYSTEM

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
BBST00-E48VT2J96N/2	**Nexsan E48VT Storage Array** 96TB RAW- 48x 2TB 7.2K Configuration Dual Controllers Network Connectivity- 8Gb FC	1	$65,430.00	$65,430.00
BBMT00-OS-E48-NBD-3	**Nexsan E48VT Enterprise NBD Onsite Support & Maintenance- 3 Years**	1	$2,988.00	$2,988.00
			SUBTOTAL	$68,418.00

VDI SYSTEM

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
BBST00-E18VH2J16J2/900	**Nexsan E32V Storage Array** 16TB RAW- 20x 800GB eMLC SSD Configuration Dual Controllers Network Connectivity- 8GB FC	1	$226,000.00	$226,000.00
BBMT00-OS-E18-NBD-3	**Nexsan E32V Enterprise NBD Onsite Support & Maintenance- 3 Years**	1	$2,313.00	$2,313.00
			SUBTOTAL	$228,313.00

TEST SYSTEM

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
BBST00-E18VH2J16J2/900	**Nexsan E18V Storage Array** 18TB RAW- 18x 1TB 7.2K Configuration Dual Controllers Network Connectivity- 8Gb FC	1	$22,362.00	$22,362.00

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
BBMT00-OS-E18-NBD-3	Nexsan E18V Enterprise NBD Onsite Support & Maintenance- 3 Years	1	$1,185.00	$1,185.00
			SUBTOTAL	**$23,547.00**

PROFESSIONAL SERVICES

PRODUCT	DESCRIPTION	QTY	UNIT PRICE	TOTAL
SSPS00-RMTONSTSTRG	**Installation & Deployment of Nexsan Arrays into Environment**	1	$4,200.00	$4,200.00
			SUBTOTAL	**$4,200.00**

Leasing option available upon request.

Comments: **Sanity Solutions & Nexsan Customer Loyalty Discount Applied**

Subtotal:	$324,478.00
Discount:	($171,041.00)
Total:	**$153,437.00**

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Shipping and tax not included unless indicated.

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