City of Albany

Hyperconverged Infrastructure Solution and Services

2021-08-05

August 5, 2021

Anne Hsu, City Clerk
City of Albany
1000 San Pablo Avenue
Albany, CA 94706
E-mail: cityclerk@albanyca.org
Phone: (510) 528-5710

Dear Ms. Hsu,

Thank you for your interest in SHI and for the opportunity to participate in **City of Albany's** Request for Proposals for **Hyperconverged Infrastructure Solution and Services**. SHI values your business and we are committed to continuing the level of service and support that you have come to know and expect from SHI.

SHI provides the highest level of customer support and service to all of our customers. Under our Quality Management System, City of Albany is assured that our solution delivers the services that you need when you need them. We have a wide array of solutions to offer City of Albany and we look forward to building a managed program that integrates your organizational requirements.

SHI has a proven record of success with customers of similar size and nature to City of Albany. Leveraging our broad range of authorizations and manufacturer relationships, SHI is uniquely qualified to support all requirements contained in this RFP. Our proposal provides a streamlined and efficient managed program which will help City of Albany to realize efficiencies and ultimately cost savings.

I appreciate the opportunity to participate in this evaluation. I encourage you to visit our headquarters in Somerset, New Jersey, where you can meet our management team. If you require additional information or have any questions regarding our proposal, please contact me at **732-584-8251** or via Email at **Jon_Bateky@SHI.com**. Thank you in advance for your consideration and I look forward to hearing from you.

Sincerely,

Jon Bateky
Inside Account Executive
SHI International Corp.

City Albany

REQUEST FOR PROPOSALS
Hyperconverged Infrastructure
Solution and Services

RFP Submittals Due 4:00 PM August 5, 2021

Request for Proposals

Hyperconverged Infrastructure Solution and Services

City of Albany
1000 San Pablo Ave
Albany, CA 94706

Notice To Vendors

The City of Albany ("City") is accepting Proposals for a **solution and services related to a Hyperconverged Infrastructure** as specified on the attached pages, until Thursday, August 5, 2021 at 4:00 PM PST. Late proposals will not be accepted.

Term

This is a one (1) time purchase. It is the City's expectation that the work should take approximately twelve (12) weeks to complete after the City provides Notice to Proceed.

Pre-Proposal Meeting and Tour

The City will host an optional virtual pre-proposal meeting on July 19, 2021 at 10:00 AM PST.

Deadline for Questions

The deadline for questions regarding the RFP is Thursday, July 22, 2021 at 5:00 PM PST. All questions must be submitted in writing, either via e-mail to:

Anne Hsu, City Clerk
City of Albany
1000 San Pablo Avenue
Albany CA 94706
Email: CityClerk@albanyca.org.

Questions will not be answered over the phone.

1. OVERVIEW

The City of Albany ("City") is inviting prospective Vendors to submit proposals to supply a Hyper-Converged Infrastructure (HCI) to replace the current data center server infrastructure that hosts the current VMWare vSphere environment. The City has hired ClientFirst Consulting Group, LLC to assist in the selection of the Successful Vendor. ClientFirst Consulting Group is not a value-added reseller and will not be responding to this RFP.

The successful Vendor will supply the City and Police Department ("PD") with a HCI solution and required professional services to install, configure, and integrate the solution. This implementation should simplify management of the City's and PD's IT infrastructure by introducing a modern, increased performance, high availability, scalable architecture, and resiliency that supports current and future data center requirements.

To reduce the overall complexity and interoperability of the proposed HCI solution, the City and PD is seeking a single vendor to provide all products and services. It is the expectation that the successful Vender will perform all duties required to implement a fully functional system including implementation of all hardware and software components. Vendor proposal should include the full migration of existing virtual machines over to the new HCI environment.

Vendor must submit a complete proposal that satisfies all requirements as stated in this RFP and its addendums. This RFP also contains all major terms and conditions that the successful Vendor will be expected to accept.

2. PURPOSE

The City of Albany is issuing this Request for Proposals (RFP) to invite qualified firms to submit a proposal for design, equipment, software and services required for the migration from an existing VMware environment to a hyperconverged infrastructure ("HCI"). The HCI design will provide flexibility, resiliency, enhanced security and future expandability of the City's and Police Department network infrastructure. The HCI installation will include configuration and implementation services for the proposed solution.

Vendors must bundle the proposed designed product, Post-implementation Support, Vendor approved training, and technical labor, warranty and customer support information. The proposed solution will include an itemized list delineating material and labor included in the proposed solution

Ideally, Vendors will be able to demonstrate previous successful experience of their proposed solution with other municipalities similar in size to the City of Albany.

2.1. Definitions

2.1.1. "City" - refers to the City of Albany.

2.1.2. "PD" – refers to the City of Albany Police Department.

2.1.3. "RFP" - refers to this Request for Proposals and related documents.

2.1.4. "Vendor" – a firm who can provide the solution and services described in this RFP and who is considering submitting a proposal.

2.1.5. "Awarded Vendor" - the firm whom the City selects for the award of this contract. The Awarded Vendor's proposal will be the one that the City deems to offer the greatest value to the City.

2.1.6. "IDF" - Intermediate distribution frame, a cable rack that interconnects and manages the telecommunications wiring between an MDF and workstation devices

2.1.7. "MDF" - Main distribution frame, a cable rack that interconnects and manages the telecommunications wiring between itself and any number of IDFs. Unlike an IDF, which connects internal lines to the MDF, the MDF connects private or public lines coming into a building with the internal network.

2.1.8. "HCI" – the Hyperconverged Infrastructure Solution

2.1.9. "DR" – disaster recovery

3. RFP SCHEDULE

The City anticipates, but is subject to change, the following schedule for this RFP.

Event	Date
Post RFP	7/9/2021
Pre-bid meeting and Tour	7/19/2021
Deadline for Questions	7/22/2021
Proposals Due	8/5/2021
Proposal Evaluation	8/9-8/20/2021
Optional Interviews	TBD
Finalize Contract	9/1-9/30/2021

4. SELECTION PROCESS

The City will read and score each proposal based on the following criteria in order to determine which proposal provides the best value.

Criteria	Max Points
Total Cost of Ownership (5 years)	30
Design and Technical Features	35
References (Manufacturer and Vendor)	10
Implementation Plan – includes Vendor's proposed project approach and timeline	15
Completeness of RFP response	10
Total	**100**

After each proposal has been reviewed and scored, the City *may* invite one (1) or more finalists to interview with the selection committee. The City will then negotiate a contract with the Vendor whose proposal and resources are deemed to offer the best value to the City. All contract awards must be approved by City Council.

4.1. The City requires that Awarded Vendor's designated project manager and City IT develop an overall procurement and implementation schedule.

4.2. The Awarded Vendor will coordinate the delivery and implementation of the proposed equipment with the City.

4.3. The City will be responsible for:

4.3.1. Rack space

4.3.2. Reliable power outlets

4.3.3. Providing required network information to selected Vendor.

4.4. Vendor will be responsible for:

4.4.1. New HCI design and implementation

4.4.2. Physical installation of HCI equipment

4.4.3. Develop detailed migration path of existing virtual machines into new environment.

4.4.4. Test migration of several servers to verify usability, performance, and configuration.

4.4.5. Equipment labeling

4.4.6. Registering equipment with the manufacturer

4.4.7. Final as-built documentation and configuration information

4.5. The Vendor should provide a detailed project plan in terms of activity and phasing timelines (number of days) required for executing the project with the details of deliverables and milestones including the delivery of Server components. The Vendor shall designate a Project Manager who would be the single point of contact during the complete project implementation. It will be looked upon favorably if the Project Manager has previous experience working with small/medium municipalities.

4.6. The Vendor must analyze, review, and gather performance metrics and ensure the proposed system performs optimally.

4.7. The Vendor shall be responsible for installing / configuring of all patches / updates / upgrades required for the offered solution without any extra cost to City during the warranty period.

4.8. All service requests for HCI equipment before final acceptance should be received, managed, executed, and tracked to closure by the Vendor and not through Authorized Service Provider.

4.9. The Vendor at no additional charge will coordinate returns with the manufacturer for any reason (i.e., damaged equipment, dead-on-arrival, etc.)

4.10. The Vendor is responsible for insurance of equipment until it is delivered and signed for by City personnel.

4.11. Unless otherwise specified in the specifications, all items on which a vendor submits a proposal shall be new, of the latest model or manufacture and shall be at least equal in quality to that specified in the bidding documents.
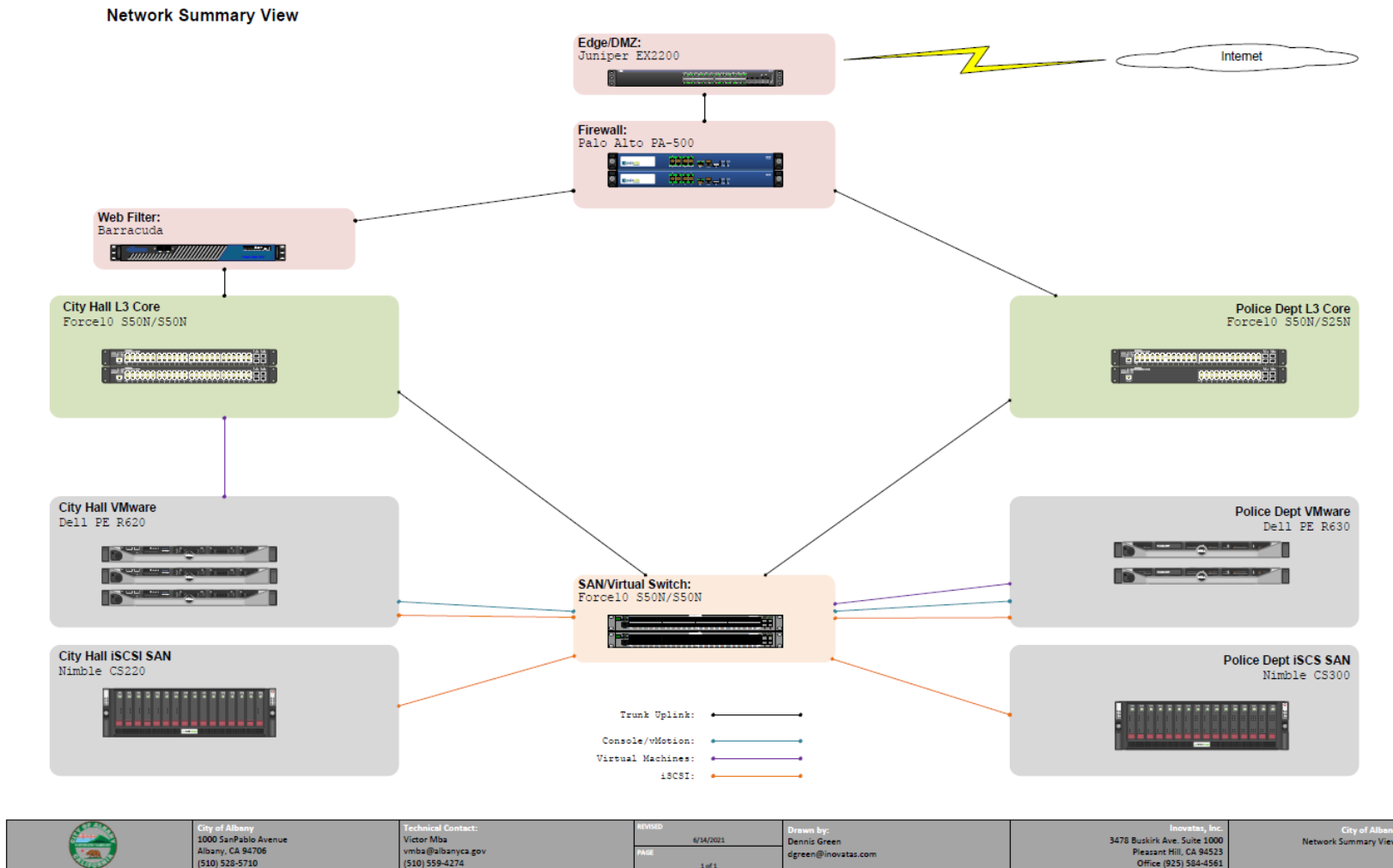
5. Clarification

The evaluation committee may require clarification from Vendors to assist in making its evaluation.

6. EXISTING INFRASTRUCTURE

6.1. Exhibit 1 (below) is an overview of the City data network:

Network Summary View

	City of Albany 1000 SanPablo Avenue Albany, CA 94706 (510) 528-5710	Technical Contact: Victor Mba vmba@albanyca.gov (510) 559-4274	REVISED	6/14/2021	Drawn by: Dennis Green dgreen@inovatas.com	Inovatas, Inc. 3478 Buskirk Ave. Suite 1000 Pleasant Hill, CA 94523 Office (925) 584-4561	City of Albany Network Summary View
			PAGE	1 of 1			

6.2. The City's existing environment consists of Dell servers.

Qty	Model	Description
2	R630	Police Department Virtual Cluster
3	R620	City Hall Virtual Cluster

6.3.   Exhibit 2 (below) is an overview of the Police Department virtual cluster:

PD VMware Virtual Environment

Name	CPUs	Mem	Alloc.GB	Used.GB
Server1	1	4 GB	40GB	31.26GB
Server2	1	4 GB	60/500GB	864.69GB
Server3	2	8 GB	80GB	38.55GB
Server4	2	12 GB	60GB/1.46TB	1.98TB
Server5	8	16 GB	136GB/400 GB	57.98GB
Server6	2	8 GB	80GB	49.58GB
Server7 (off)	1	4 GB	44.16GB	8.47GB
Server8	2	10 GB	280 GB	315.62GB

(2) Dell Poweredge R630
VMware ESXi 6.0.0 3620759
Dual Xeon E5-2640 v3 2.60Ghz (2 Socket, 8 Core)
128GB Ram
Vmware vSphere 6.0 Enterprise Lic.

Host Netowring
Hosts: coa-pd-esxi01a, esxi01b

vmk0	console	vswitch0	vmnic0
vmk1	vmotion	vswitch0	vmnic4
vmk2	iscsi-1	vswitch1	vmnic1
vmk3	iscsi-2	vswitch2	vmnic4
	vm	vswitch3	vmnic2
	vm	vswitch3	vmnic3
	vm	vswitch3	vmnic6
	vm	vswitch3	vmnic7

(2) Force10 S50
iSCSI / Virtualization Stack

COA PD Core Uplink 1Gb

COA CH Core Uplink 1Gb

Nimble CS300
Dual Controller

Datastores
Lun00 vmfs5.5 500GB / 355GB Free
Lun01 vmfs5.5 1TB / 750GB Free
Lun02 vmfs5.5 1TB / 981GB Free
Lun03 vmfs5.5 8TB / 4.02TB Free

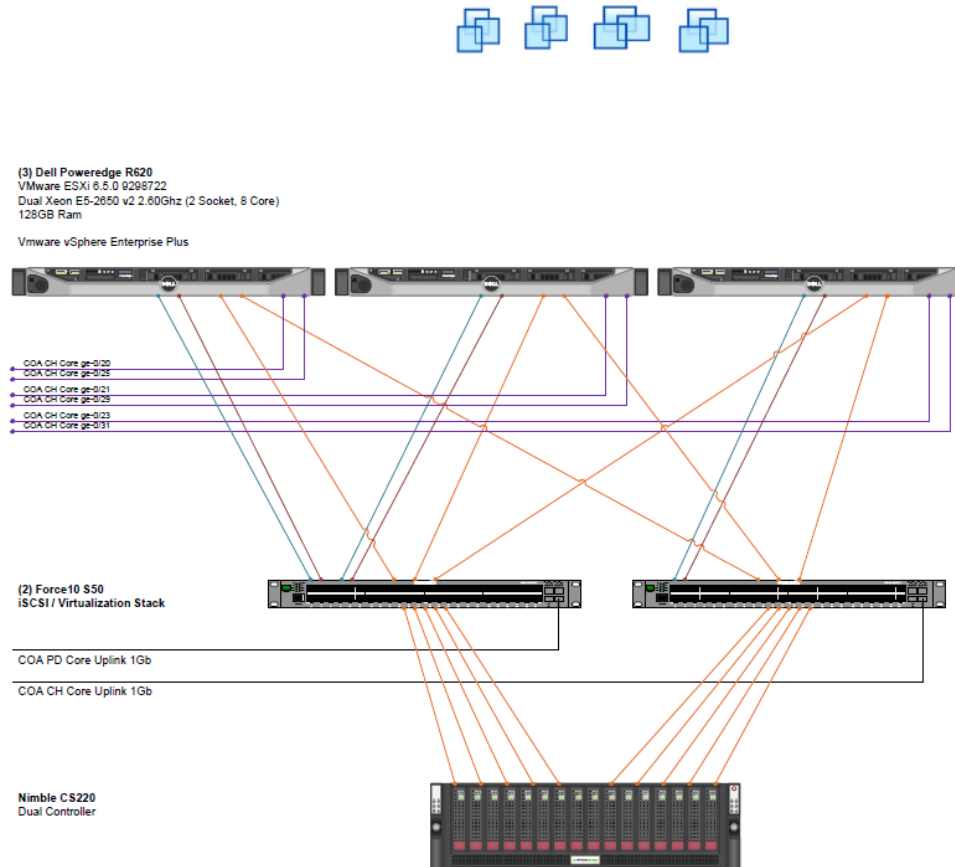|						
City of Albany 1000 SanPablo Avenue Albany, CA 94706 (510) 528-5710	Technical Contact: Victor Mba vmba@albanyca.gov (510) 559-4274	REVISED PAGE	6/14/2021 1 of 1	Drawn by: Dennis Green dgreen@inovatas.com	Inovatas, Inc. 3478 Buskirk Ave. Suite 1000 Pleasant Hill, CA 94523 Office (925) 584-4561	City of Albany Police Department Vmware Environment

6.4.   Exhibit 3 (below) is an overview of the City Hall virtual cluster:

CH VMware Virtual Environment

(3) Dell Poweredge R620
VMware ESXi 6.5.0 9298722
Dual Xeon E5-2650 v2 2.60Ghz (2 Socket, 8 Core)
128GB Ram

Vmware vSphere Enterprise Plus

COA CH Core ge-0/20
COA CH Core ge-0/25
COA CH Core ge-0/21
COA CH Core ge-0/29
COA CH Core ge-0/23
COA CH Core ge-0/31

(2) Force10 S50
iSCSI / Virtualization Stack

COA PD Core Uplink 1Gb

COA CH Core Uplink 1Gb

Nimble CS220
Dual Controller

Name	CPUs	Mem	Alloc.GB	Used.GB
esxi-01	1	3GB	14.94 GB	14.94 GB
esxi-03	1	3GB	14.94 GB	14.94 GB
esxi-02	1	3GB	14.94 GB	14.94 GB
Server1	2	8GB	88.11 GB	42.26 GB
Server2	2	4GB	54.11 GB	30.83 GB
Server3	2	8GB	88.11 GB	34.33 GB
Server4	2	16GB	166.11 GB	166.03 GB
Server5	4	16GB	140.65 GB	16.11 GB
Server6	4	8GB	88.11 GB	48.04 GB
Server7	4	2GB	85.35 GB	2.11 GB
Server8	4	16GB	76.22 GB	76.22 GB
Server9	4	4GB	1 TB	166.2 GB
Server10	8	24GB	531.27 GB	134.29 GB
Server11	8	16GB	936.16 GB	930.27 GB
Server12	8	20GB	1.41 TB	732.42 GB
Server13	8	16GB	616.11 GB	479.81 GB
Server14	8	16GB	411.15 GB	16.1 GB
Server15	16	16GB	1.09 TB	1.08 TB
Server16	16	32GB	697.11 GB	555.29 GB

Host Networing
hosts: esxi-01, 02, 03 vmk0

```
console  vswitch0  vmnic0
    vm        vswitch0  vmnic1
    vm        vswitch0  vmnic2
    vm        vswitch1  vmnic3
vmk1 iscsi-1  vswitch2  vmnic6
vmk2 iscsi-2  vswitch2  vmnic7
vmk3 vmotion  vswitch3  vmnic4
    vm        vswitch4  vmnic5
```

Datastores
cha-vol-1	vmfs5.5	1TB	/	354GB Free
cha-vol-1	vmfs5.5	1TB	/	756GB Free
cha-vol-1	vmfs5.5	1TB	/	176GB Free
cha-vol-1	vmfs5.5	2TB	/	797GB Free
cha-vol-1	vmfs5.5	2TB	/	89GB Free
cha-vol-1	vmfs5.5	1TB	/	769GB Free

City of Albany	Technical Contact:	REVISED		Drawn by:	Inovatas, Inc.	City of Albany
1000 SanPablo Avenue	Victor Mba		6/14/2021	Dennis Green	3478 Buskirk Ave. Suite 1000	City Hall Vmware Environment
Albany, CA 94706	vmba@albanyca.gov	PAGE		dgreen@inovatas.com	Pleasant Hill, CA 94523	
(510) 528-5710	(510) 559-4274		1 of 1		Office (925) 584-4561	

6.5.   Server OS – Sever environment is a mixture of Windows 2008R2, 2012 and 2016 and Linux.

6.6.   The City has an Enterprise Agreement with Microsoft.

6.7.   Virtualization – All virtual servers are VMWare vSphere 6.5.0. The City uses vCenter for management.

6.8.   City Hall has 20 guest VMs across 3 host servers.

6.9.   Police Department has 13 guest VMs running on Dell R630 Cluster

6.10.   Performance - The current environments are described below only as a frame of reference:

City Hall Combined Resources and Utilization

CPU	Peak CPU	Net CPU	Cores
	24.1GHz	124.8GHz	48
Memory	Total Memory		
	383.87GB		
Storage	Used TB	Free TB	Total TB
	5.43	2.57	8.00
IOPS	2788 at peak, 1516 at 95%		

Police Department Combined Resources and Utilization

CPU	Peak CPU	Net CPU	Cores
	8.2GHz	83.2GHz	32
Memory	Total Memory		
	255.82		
Storage	Used GB	Free GB	Total GB
	4.46TB	6.06TB	10.52TB
IOPS	1152 at peak, 161 at 95%		

6.11.   Backup

  6.11.1. City utilizes Barracuda Backup.

  6.11.2. 11.1 TB of storage currently in use

6.12.   Databases

  6.12.1. Existing environments consist of SQL servers, versions 2019 standard, 2017 Express and 2008 R2.

6.13.   Major Applications –

  6.13.1. The following on-premises applications are SQL dependent:

    6.13.1.1. CAD/RMS SQL

    6.13.1.2. New World ERP

    6.13.1.3. Esri (ArcGIS)

5.8. LAN/WAN – The City's existing network environment is being upgraded with Dell switches providing 10Gb connectivity for HCI solution.

  5.8.1 City Hall and Police Department are connected by copper.

  5.8.2. Current link speed is 1Gb.

5.9. Internet – The City maintains a 50Mb TelePacific connection at City Hall.

  5.9.1 City is in the process of obtaining a second ISP for redundancy, estimated speed 300mps or greater.

7. REQUIREMENTS

7.1. Please provide a narrative description of your product's ability to comply with each item in this section as appropriate. Each description should refer to the section and item number being addressed.

7.2. To ensure proper review and evaluation, respondents are encouraged to include network diagrams, rack elevations, and any other supporting information to demonstrate a clear understanding of the requirements, the specifications for the proposed system, and that the proposed system is a complete turn-key system.

7.3. The proposed solution must include a standardized and up-to-date hypervisor pre-installed.

7.4. The proposed solution must integrate hardware, storage, hypervisor, management, data protection, and replication tools.

7.5. All proposals must include one (1) year of 24x7x365 system support and maintenance.

7.6. The support coverage should account for hardware, hypervisor, and management software with a single escalation point for all incidents and problems.

7.7. The successful solution must demonstrate the ability to scale compute and/or storage capacity quickly and easily in response to future system or data growth.

7.8. The solution will provide ease of expandability for resources assigned to virtualized systems running on the proposed platform.

7.9. The solution must be considered 99.999% reliable with no single point of failure, fully redundant, and hot-swappable components wherever possible.

7.10. The solution must be able to provide fully redundant multi-path capability to both storage and network paths.

7.11. The solution must be manageable from a secure web-based interface.

7.12. Any separate management devices required must be included in the solution.

7.13. The solution must be able to provide detailed reporting on current and historical utilization.

7.14. The management system must include comprehensive online and remote monitoring abilities with the solution including any necessary hardware or software.

7.15. The solution must generate email alerts for any critical hardware or software events that may occur.

7.16. The solution must include out-of-band management for the entire system.

7.17. The proposed solution will support 10GbE network connections.

7.18. The proposal must include all necessary hardware and software to provide an active/active configuration of all production systems between primary and secondary datacenter.

7.19. The solution must support non-disruptive updates and upgrades.

7.20. Vendors shall demonstrate the ability of the proposed solution to reduce and simplify the effort of system management and administrative tasks.

7.21. The City prefers an HCI solution with a fully integrated backup solution capable of supporting or providing the following:

   7.21.1. Integrated solution capable of utilizing HCI storage.

   7.21.2. Improve resiliency, while reducing backup complexity and simplifying management

   7.21.3. Improve data protection capabilities and disaster preparedness.

   7.21.4. Solution must reduce the need redundant backup server equipment.

   7.21.5. Capability to integrate with hybrid-cloud services.

      7.21.5.1. Data archival

      7.21.5.2. Instant recovery options

7.22. Proposals should include professional services to implement the solution, including forecasted delivery or travel costs. The Vendor shall describe its project management process with the proposal response.

7.23. The successful vendor will provide system administration overview and knowledge transfer to City of Albany IT staff on the implemented solution.

8. SCOPE OF WORK

8.1. The broad scope of work as detailed in this section refers to the hardware and system software that is procured through this procurement and used for implementing the Hyperconverged Infrastructure solution at the primary data center located in City Hall. City Hall shall contain two individual clusters, one for City Hall and one for PD. DR services are currently located in Las Vegas. DR solution should remain geographically outside the state of California or provided by way of a Cloud solution.

8.2. The Vendor shall be responsible for design, supply, installation, configuration, testing and commissioning of the Hyperconverged Infrastructure solution.

   8.2.1. The Vendor must prepare architecture design, optimize network to increase performance, documentation, project plan and training as part of the implementation services.

8.3. The Vendor shall provide Project Management for the entire duration of the Project.

8.4.   Installation and configuration of supplied hardware associated system software and system integration must be carried out by Vendor.

8.5.   Vendor should propose highly scalable solution. Solutions with limited scalability are not acceptable. Solutions which are not in the marketplace through traditional channels for over one (1) year will not be considered.

8.6.   The Vendor shall provide a comprehensive Project Plan including Risk, Quality, Migration, Conversion, Resource, Change and Communication Management Plan. The Vendor needs to submit a detailed plan for implementation of the solution.

8.7.   The solution implemented should have High-Availability capability to ensure that systems will be available without interruption.

9.   SCOPE OF CONVERGED INFRASTRUCTURE Proposal

9.1.   Proposed solution must be configured as Active/Active clusters located in City Hall, for both City Hall and PD. DR solution shall be provided at a secondary site geographically outside of California.

    9.1.1.   Loss of primary site shall result in automatic transfer system services to secondary site.

    9.1.2.   Site to site failover testing from the primary to the secondary site will be required for solution acceptance.

9.2.   Redundant data storage arrays at each data center location providing 40TB of useable storage per cluster.

9.3.   Fault tolerance and health monitoring capabilities

9.4.   Hardware compression and deduplication features

9.5.   Hardware-based end-to-end data encryption for data in use, in flight, and at rest

9.6.   Backup solution for each cluster must contain 40TB's of useable storage.

10.   Technical Requirements

10.1.   Must be capable of supporting various hypervisors and cloud technologies.

10.2.   Simplified deployment and administration features

10.3.   The solution must provide N+1 resilience such that in the event of a component failure there will be no loss of performance and or no data loss.

10.4.   The solution must allow data store to be migrated from any host to any other host in the configured environment.

10.5.   The solution must be able to upgrade any system component; controller software, hypervisor, and firmware without the requirement of any external manufacturer provided support.

10.6.   The solution must support an initial configuration with a minimum of 60 CPU Cores, 800 Gb memory and 40 Tb of available storage.

10.7.   The solution must be able to demonstrate non-disruptive scaling down or up of the cluster to allow graceful decommissioning of older nodes or the addition of new nodes.

10.8. To ensure the efficient use of storage, the solution must support data deduplication, compression on a per data store basis with the ability to disable the deduplication and/or compression at any time.

10.9. The IT operational team must have the ability to monitor the solution including platform resource usage and cluster health with proactive flagging of issues.

10.9.1. The solution must allow IT to view performance metrics across entire platform from a single user interface.

10.10. Support for ready integration with cloud data upload, backup, recovery, and/or Disaster Recovery (DR) services and capabilities

10.10.1. Vendors must specify and separately price a compatible disaster recovery solution. Preference would be given to the reuse of existing infrastructure components, if possible, in the design of the disaster recovery solution.

10.11. The successful Vendor must provide the environmental and physical requirements for implementation of the solution including power, cooling, and space requirements.

10.12. Vendors must provide an option for ongoing support and maintenance.

11. SECURITY FEATURES

11.1.1. Data protection and encryption

11.1.1.1. Provide encryption of data-at-rest for sensitive information.

11.1.1.2. Provide encryption of data in transit.

11.1.2. Ensure necessary security feature are built in to the proposed HCI solution.

11.1.2.1. Provide distributed security for both on-premise and in the cloud

11.1.2.2. Ability to protect resources at the control, data, and management plane.

11.1.2.3. Support micro segmentation

11.1.2.4. Configurable role-based access control

11.1.2.5. Support single sign-on for administrators and end users.

11.1.2.6. Capable of supporting multi-Cloud security.

11.1.3. Built-in resiliency, including backup and disaster recovery (DR)

11.1.3.1. Cloud services and ability to spin up virtual machines.

11.2. Availability

11.2.1. The solution must be configured in high availability mode and should ensure there are no single point of failure. Availability of the solution should be 99.999% uptime to be analyzed on quarterly basis.

11.3. Health and Performance Monitoring Features

11.3.1. The proposed solution must be managed centrally through a single Management Console.

11.4. The management platform must be configured to proactively detect the health issues and service degradation/interruptions and should be able to create event / alerts to administrators through Email or SMS.

12. POST-IMPLEMENTATION REQUIREMENTS

12.1.1. City requires a minimum of eight (8) hours on-site support following cutover.

12.1.2. Dress cables neatly in Velcro wraps

12.2. Documentation

12.2.1. Provide Topology Documentation (Visio format)

12.2.2. Document the serial number/model/location of installed equipment.

13. TRAINING

13.1. Provide manufacturer certified training for one (1) City employee, to be trained to configure, operate, and maintain the proposed solution. The City may use these vouchers at any point in time over a time period of 24 months following completion of implementation.

13.2. Provide a list of electronic and printed documentation provided for implementation, operation, use, and administration of the whole solution.

13.3. In addition to formal training, the City requires the Vendor to provide on-site training of key concepts which are specific to the proposed solution. The Vendor must specify the type of training provided. A minimum of eight (8) hours of knowledge transfer training is required.

14. ADDITIONAL CAPABILITIES / FEATURE DESCRIPTIONS

14.1. Please describe any features or capabilities not delineated above that would be useful for understanding and evaluation of the total proposed solution. Note any items that have extra costs associated with them.

15. CUSTOMER SERVICE AND WARRANTY

15.1. Please describe the Customer Support Structure, including specific process and procedures. Please include or describe the following, including both product details and cost method (i.e., per hour, Per-day, included with contract, etc.). Also, please indicate the roles of the manufacturer and reseller in each item.

15.2. Warranty:

15.2.1. Base bid shall include a one-year manufacturer's parts-and-labor warranty, 24 x 7 hours on all equipment.

15.2.2. Please describe any extended warranty period alternatives, including any ongoing annual or recurring fees for maintenance support including firmware, software revisions, new versions of OS, etc.

16. GENERAL REQUIREMENTS

16.1. The Vendor shall furnish and install all required material and/or equipment to complete the work as described within the RFP documents and as specified herein for the City.

16.1.1. Refresh and consolidate the Server infrastructure and simplify management across sites.

16.1.2. Protect critical City data and ensure availability of the same in case of disaster.

16.1.3. Must allow seamless Integration with existing Servers, SAN and Network landscape for present and future applications planned for procurement.

16.1.4. Must allow faster provisioning of Servers.

16.1.5.   Must provide high availability for business resiliency.

16.2.   **Trade names, models, or catalog numbers are specified herein as a point of reference, the City will consider equivalent solutions**. If items other than those specified are substituted, the Vendor must state this in his proposal, providing the name of the manufacturer, model, or catalog number, etc., and submit literature thereon to aid the City in evaluating the submitted item(s). The City will have sole discretion when determining the equivalence of a product, and all such decisions will be final. It will be assumed that if no changes are indicated, items will be furnished as specified.

16.3.   The City reserves the right to return any merchandise that does not comply with the specifications and conditions at the Vendor's expense.

16.4.   The quantities of items stated in the RFP specifications are intended as a reasonable estimate of the City's anticipated needs for the purposes of this RFP only. Such quantities may not be construed as a promise or City reserves the right to increase or decrease quantities requested on the RFP and all alternates in the event that the City's actual needs differ from the estimates stated herein.

17. REFERENCES

17.1. Provide at least four references with at least one of which is a government agency for whom the firm has provided similar procurement and implementation services of your proposed solution.

Reference (use same format for all references)	
Customer Name	
Contact Name	
Contact Address	
Contact Telephone Number	
Contact E-mail	
Implementation Date of Comparative System	
Description of Comparative System – please be specific and detailed	

Reference (use same format for all references)	
Customer Name	
Contact Name	
Contact Address	
Contact Telephone Number	
Contact E-mail	
Implementation Date of Comparative System	
Description of Comparative System – please be specific and detailed	

Reference (use same format for all references)	
Customer Name	
Contact Name	
Contact Address	
Contact Telephone Number	
Contact E-mail	
Implementation Date of Comparative System	
Description of Comparative System – please be specific and detailed	

Reference (use same format for all references)	
Customer Name	
Contact Name	
Contact Address	
Contact Telephone Number	
Contact E-mail	
Implementation Date of Comparative System	

Description of Comparative System – please be specific and detailed	

18. PROPOSAL REQUIREMENTS

18.1. Each proposal MUST include the following items in order to be considered for this contract.

18.1.1. Cover Letter (one (1) page document that includes the Vendor's name and the name, e-mail address, and phone number of the Vendor contact for this proposal)

18.1.2. Bill of Materials Cost Sheet **Please also see Section 19 below for the City's requirements regarding pricing.**

18.1.3. Four references (as requested in *References* section)

18.1.4. Resumes of Project Manager and lead technical expert.

18.1.5. Customer Service and Warranty information (as requested in *Customer Service and Warranty* section)

18.1.5.1. Manufacturer warranty

18.1.6. This RFP document – with comments by Vendor acknowledging all technical and functional requirements (example: "Vendor has read and acknowledges compliance with this section").

18.1.7. Training program (as described in *Training* section)

18.1.8. Any additional features (as requested in *Additional Capabilities / Feature Descriptions* section)

18.1.9. Vendor's timeline (includes major project milestones, and explanation of the proposed solution's methodology for minimizing downtime)

18.1.10. Vendor's Service Level Agreement and Escalation Procedures

18.1.11. Vendor's Maintenance/Support or License Agreement

18.1.12. Conflict of Interest (CIQ) form

18.1.13. TGC 2270 Declaration

18.1.14. Insurance certificate or confirmation form – the City's insurance requirements are attached. The Awarded Vendor will be required to obtain cyber insurance in addition to general liability and automobile insurance.

Reference (use same format for all references)

Customer Name:	City of Hesperia
Contact Name:	Victor Knight
Contact Address:	9700 7ᵗʰ Ave Hesperia, CA 92345
Contact Telephone Number:	(760) 998-9159
Contact E-mail:	vknight@cityofhesperia.us
Implementation Date of Comparative System:	November, 2020
Description of Comparative System – please be specific and detailed	.NX-8035-G7 x6; Nutanix native File server; Xi Leap Disaster Recovery as a Service; Nutanix AHV KVM based Hypervisor

Reference (use same format for all references)

Customer Name	City of San Mateo
Contact Name	Steve Engle
Contact Address	330 W. 20ᵗʰ Ave., San Mateo CA 94403
Contact Telephone Number	(650) 522-7062
Contact E-mail	sengle@cityofsanmateo.org
Implementation Date of Comparative System	August, 2018
Description of Comparative System – please be specific and detailed	NX-1065-G6 x6; City hall and PD have 2 separate clusters x3 nodes in each; Nutanix AHV KVM based Hypervisor

Reference (use same format for all references)

Customer Name	City of Brawley
Contact Name	Armando Garibay
Contact Address	383 W. Main St Brawley, CA 92227
Contact Telephone Number	(760) 351-8805
Contact E-mail	agaribay@brawley-ca.gov
Implementation Date of Comparative System	November, 2020
Description of Comparative System – please be specific and detailed	NX-1175s-G7 x3; PD leveraging Virtualized file sharing & a virtual report server; Nutanix AHV KVM based Hypervisor

Reference (use same format for all references)

Customer Name	City of Vallejo
Contact Name	James Rollins; Lance David
Contact Address	555 Santa Clara St Vallejo, CA 94590
Contact Telephone Number	(707) 648-4530
Contact E-mail	james.rollins@cityofvallejo.net lance.david@cityofvallejo.net
Implementation Date of Comparative System	May 2020

Description of Comparative System – please be specific and detailed	NX-1175s-G7 x3; PD and Water department leveraging Nutanix in separate clusters. Nutanix AHV KVM based Hypervisor

19. PROPOSAL RESPONSE PRICING

19.1. Attach a detailed Bill of Material for all equipment proposed including make, model, SKU, list price and proposed price.

19.2. Provide pricing for the complete hyperconverged infrastructure ("HCI") software and hardware installation along with virtual machine migration.

19.3. Vendor is expected to fix all prices at the proposed amounts for the duration of the contract.

19.4. The City reserves the right to increase or decrease the quantity of equipment to be purchased under this RFP. Any additional equipment purchased shall be priced at the proposed in the detailed bill of material provided by the Vendor as a part of their proposal.

19.5. The following sections should be filled out and included with your proposal.

Item	Description	Unit Price	Quantity	Ext. Price
Per Node Configuration				
Appliance	Appliances	$ 143069.89		$ 143069.81
CPU		$ -		$ -
Memory		$ -		$ -
Storage		$ -		$ -
Networking		$ -		$ -
Licensing	Licensing/Support	$ 134,570.47		$ 134,570.47
Training/Certs	Training	$ 7731,72		$ 7731,72
Installation	Deployment	$ 52384.92		$ 52384.92
Other		$ -		$ -
Other		$ -		$ -
Shipping	Shipping	$ 3200		$ 3200
Tax	Tax	$ 32006.98		$ 32006.98
Total Hardware/Software Cost				$ 372963.9

Annual Support		
Item	Description	Unit Price
Year 1	Year 1 Support	$ - 134570.47
Year 2	Year 2 Support	$ - 156,425.19
Year 3	Year 3 Support	$ - 170.202.49
Year 4	Year 4 Support	$ - 184,357.82
Year 5	Year 5 Support	$ - 202,831.08
Total Five-Year Cost		$ - 848,387.05

19.6. All associated charges, including shipping and taxes must be included in the grand total of the submitted proposal.

19.7. Warranty Acknowledgment

19.7.1. HCI Manufacturer Warranty – Yes _X_ No ____

19.7.2. Enclose sample copy of warranty certificate. Please visit this URL -- https://www.nutanix.com/legal/support-terms

19.8. Authorization

19.8.1. Signature of Authorized Company Representative:

19.8.1.1. Name of Authorized Rep. - (Typed): Morgan Agesen

19.8.1.2. Signature: *Morgan Agesen*

19.8.1.3. Date: 8/4/21

19.8.1.4. Employer Identification Number: 22-3009648

19.8.1.5. Company Name: SHI International Corp.

19.8.1.6. Street Address: 290 Davidson Ave.

19.8.1.7. City, State, Zip: Somerset, NJ 08873

20. SUBMIT A PROPOSAL

Hard copies of proposal must be received by **Thursday, August 5, 2021 by 4:00 PM**. Proposals by email only will not be deemed as received and will not be considered.

Please submit five (5) copies of the proposal and one (1) electronic submittal via email.

Proposals must be sent to:

Anne Hsu, City Clerk
City of Albany
1000 San Pablo Avenue
Albany, CA 94706
E-mail: cityclerk@albanyca.org
Phone: (510) 528-5710

1. Services Details

1.1 Project Scope

Nutanix will provide the following services as outlined below:

Nutanix Service Offering	Datasheet / Description	Available Configuration
Nutanix HCI Cluster Deployment	https://www.nutanix.com/viewer?type=pdf&path=/content/dam/nutanix/resources/datasheets/ds-hci-cluster-deployment.pdf SKU: CNS-INF-A-SVC-DEP-STR	A certified Nutanix consultant assists in deploying your Nutanix Cluster according to Nutanix best practices and the design documentation the client provides. After deployment, our experienced consultant creates a customized Nutanix as-built document and updated configuration workbook to document the final configuration of the cluster. Service Includes: • Configuration of virtual networking on hypervisor hosts • Deployment and configuration of Nutanix cluster, including recommended firmware and AOS at a single physical site • Deployment and configuration of Nutanix hypervisor cluster on the deployed Nutanix clusters. • Deployment of Prism Central • Testing and validation of the deployed clusters

		• Generation of as-built documentation, to include architectural diagrams & test results • Knowledge transfer session (up to 2 hours) about deployed clusters Duration (varies based upon node, cluster count and hypervisor selection): Typically 2-3 Days

| Nutanix Virtual to Virtual Migration | https://www.nutanix.com/viewer?type=pdf&path=/content/dam/nutanix/resources/datasheets/ds-v2v-conversion-service.pdf

SKU: CNS-INF-A-SVC-MIG-VMS | A Certified Nutanix consultant reviews and executes a migration plan to ensure that migration requirements are identified and met the first time. The consultant ensures adherence to Nutanix and industry recommended best practices while minimizing cost and complexity.

Service Scope-
Execute an existing plan for migration existing VM's from you current vSphere, Hyper-V or AHV infrastructure to a define Nutanix based infrastructure. This fixed outcome service is sold in defined "packs" of 5 VM's of up to 2.5TB per pack. For each 5-pack purchased, Nutanix will migrate up to 5 VM's. Multiple packs must be purchased to accommodate larger quantities of workloads and associated data migrations.

Migration Service:

- Review and verify migration requirements, constraints, assumptions, dependencies, and decisions for the migration effort, as documented in the existing plan.
- Deploy Nutanix Move or VMware Converter, as required for the migration plan.
- Configure infrastructure, as |

		required for the migration plan. • Execute the migration plan, process, and migration waves • Update desktop agent software for broker as required • Register migrated VMs with the target broker infrastructure • Execute the existing post-migration validation plan. Deliverables: • Project schedule • Project status reports • Migration of existing VMs • Migration Test Plan • Project close out Duration: Typically 2 Days
Nutanix HCI Cluster Deployment	https://www.nutanix.com/viewer?type=pdf&path=/content/dam/nutanix/resources/datasheets/ds-hci-cluster-deployment.pdf SKU: CNS-INF-A-SVC-DEP-STR	A certified Nutanix consultant assists in deploying your Nutanix Cluster according to Nutanix best practices and the design documentation the client provides. After deployment, our experienced consultant creates a customized Nutanix as-built document and updated configuration workbook to document the final configuration of the cluster. Service Includes:

		• Configuration of virtual networking on hypervisor hosts • Deployment and configuration of Nutanix cluster, including recommended firmware and AOS at a single physical site • Deployment and configuration of Nutanix hypervisor cluster on the deployed Nutanix clusters. • Deployment of Prism Central • Testing and validation of the deployed clusters • Generation of as-built documentation, to include architectural diagrams & test results • Knowledge transfer session (up to 2 hours) about deployed clusters Duration: (varies based upon node, cluster count and hypervisor selection): Typically 2-3 Days
Nutanix HCI Backup Arhchitecture Deployment	https://www.nutanix.com/viewer?type=pdf&path=/content/dam/nutanix/resources/datasheets/ds-hci-backup-architecture-deployment.pdf SKU: CNS-INF-A-SVC-DPD-MIN	A certified Nutanix consultant helps you deploy and configure Nutanix Mine according to Nutanix best practices and your existing design documentation. After the deployment, the Nutanix consultant develops a customized Nutanix as-built document and creates an

updated configuration workbook documenting the final configuration of the backup architecture solution.

Service Scope-
Mine with HYCU:
For clients deploying the Nutanix Mine appliance utilizing the HYCU backup engine for data protection and recovery. That deployment includes the following

- Deployment of dedicated Mine cluster
- Review Layer 2 networking requirements
- Deploy one Cluster at a single site
- Configure Nutanix AHV and AOS to support Mine
- Integrate Mine cluster into Prism Central
- Test and validate the deployed cluster
- Deploy HYCU backup engine
- Configure integration between HYCU and Prism
- Configure Nutanix Target on the Mine Cluster
- Configure HYCU backup engine (per policy pack)
- Perform Test backup and restoration of a non-production item (i.e one vm & one file level restore)
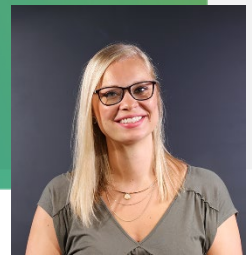
Duration:
Typically 2-4 Days

| Nutanix Xi Leap Fast Track | https://www.nutanix.com/viewer?type=pdf&path=/content/dam/nutanix/resources/datasheets/ds-fasttrack-for-xi-leap.pdf

SKU: CNS-INF-FST-LEAP-STR | A certified Nutanix consultant configures Nutanix Xi Leap and the included components listed below, minimizing the time to bring the solution online.

Service Scope-
Deploy, configure, and validate Xi Leap replication for disaster recovery. This fixed outcome service offers the following

• Conduct a preliminary workshop and validate networking requirements
• pair an existing Prism Central instance to Xi Leap
• Assist with connectivity from on pre locations to Xi Leap
• Configure Prism Central Leap policies to utilize Xi leap
• After allowing for synchronization, perform a test failover and failback with up to 5 non-production vms using 100gb or less aggregate
• Conduct a knowledge transfer session on the solution as built
• Provide documentation of the environment as built

Deliverables:

• Knowledge transfer session
• Project status reports
• Xi Leap as-built documents |

		• Project close out Duration: Typically 2-3 Days
Nutanix HCI Micro-Segmentation Deployment	https://www.nutanix.com/viewer?type=pdf&path=/content/dam/nutanix/resources/datasheets/ds-micro-segmentation-deployment.pdf SKU: CNS-INF-A-SVC-MCR-STD	A Certified Nutanix consultant reviews and executes a deployment plan to ensure that requirements are identified and met the first time. The consult adheres to Nutanix and industry recommended best practices while minimizing cost and complexity. Service Scope- Execute an existing plan for deploying Nutanix Flow Micro-segmentation to protect existing VMs within the customer's current AHV Nutanix based infrastructure. This fixed outcome service is sold in defined "packs" of 10 Flow polices per pack. For each 10-pack purchased, Nutanix Services deploys and configures up to 10 Flow polices and the associated categories and VM tagging. Multiple packs must be purchased to accommodate larger quantities of policy configurations. Deployment includes: • Review and verify deployment requirements, constraints, assumptions, dependencies, and decisions for the

		configuration as documented in the existing plan.
		• Enable and license Nutanix Flow on the existing AHV infrastructure, if needed.
		• Execute the deployment plan, process, and deployment waves.
		• Execute the existing post-migration validation plan.
		Deliverables:
		• Project schedule
		• Project status reports
		• Deployment and configuration of Nutanix Flow
		• Configuration and assignment of categories
		• Configuration of Flow policies
		Duration: Up to 2 Days

Nutanix Professional Services

Name	Title	# Years @ Nutanix	Security Clearance	Formal Education
Monica Skibba	Project Manager	2 years	NA, US Citizen	B.A. Corporate Communications, Marquette University

Customer/Product Experience

Customer Name	Nutanix Products	Year
Cumberland University	• Nutanix Cluster design/deploy • Nutanix Frame deploy	2021
DENCOM	• Nutanix Cluster design/deploy	2021
Halski	• Nutanix HCI & EUC Fitcheck	2021
Houston Dynamo	• Nutanix Xi Leap Deploy	2021
IRS Criminal Investigation	• Nutanix Hybrid Cloud workshop	2021
Mississippi Department of Revenue	• Nutanix Cluster design/deploy	2021

Navy DOE	• Nutanix T&M Workshop
	   o Cluster Deploy
	   o Migration Services
		2021

Raytheon	• Nutanix Cluster design/deploy	2021
Thales Defense & Security	• Nutanix Cluster design/deploy	2021
Twin Pine Casino & Hotel	• Nutanix Cluster design/deploy • Nutanix Frame deploy	2021
Verint, Inc.	• Nutanix Cluster design/deploy • Nutanix Flow Fast Track • Nutanix Frame deploy	2021
Whirlpool	• Nutanix Cluster design/deploy	2021

Nutanix Project Manager Summary

- 4.5 years project management experience
- 2 years with Nutanix
- 9 years event planning experience

NUTANIX™

Professional Services

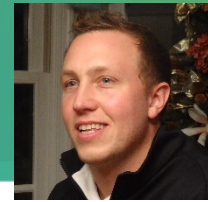| Name	Title	# Years @ Nutanix	Security Clearance	Formal Education
Nick Branoff	Staff Project Delivery Consultant, Nutanix	1 yr 8 mo	TS/SCI, US Citizen	B.S. Information Technology, Networking

Certifications

Certification Name	Vendor	Month/Year Earned
Nutanix Certified Professional 5.15	Nutanix	DEC/2020
Security+ (Expired)	CompTIA	SEPT/2014
Brocade Certified Network Engineer (BCNE)	Brocade	JAN/2014

Customer/Product Experience

Customer Name	Nutanix Products	Year
Department of Defense Customers	• Nutanix Prism, Files, Calm, Flow	2021
Intelligence Community Customers	• Nutanix Prism, Files, EUC	2021
Veterans' Health Administration	• Nutanix Prism, Files, Calm	2021

Nutanix Project Manager Summary

- 5 years of technical Program/Project management
- 1.8 years at Nutanix
- 1.5 years as a Federal/IC Customer Success Manager
- Certified at the Professional level for Nutanix

Nutanix
Professional Services

Name	Title	Years @ Nutanix	Security Clearance	Formal Education
Justin Reich	Professional Services Consultant, Nutanix	1.5	US Citizen	B.S. Information Systems B.B.A. Marketing

Customer/Product Experience

Customer Name	Nutanix Products	Year
American Honda Motor	• Nutanix Cluster design/deploy • Metro Availability	2021
Luther Burbank Savings	• HCI Cluster Fitcheck • Best Practices Workshop	2021
Sauk Prairie Healthcare	• HCI Cluster Fitcheck • Best Practices Workshop	2021
Yamaha Motor Manufacturing Corporation	• Day-2 Operations Workshop	2021
JDA Software Group	• HCI Workload Migration Workshop	2021
City of Commerce	• Migration Workshop	2021
Southern Farm Bureau Life Insurance Company	• Architecture Best Practices workshop • HCI Cluster Fitcheck	2020
National Account Service Company	• HCI Cluster Fitcheck • Nutanix Cluster design/deploy	2020
Springfield Clinic LLP	• Infrastructure Assessment & Upgrades	2020
CSC	• Infrastructure Redesign Workshop	2020
45 more customer projects; too many to list	• HCI Cluster Fitcheck • Nutanix Cluster design/deploy • Infrastructure Assessment & Upgrades • Nutanix Cluster Re-IP • Day-2 Operations Workshop	2020-2021

Certifications

Certification Name	Vendor	Month/Year Earned
VMware Certified Professional - Data Center Virtualization 2021 (VCP-DCV 2021)	VMware	04/2021
Nutanix Certified Professional 5	Nutanix	01/2020

Nutanix Certified Services Core Infrastructure Professional	Nutanix	05/2020
Nutanix Certified Master 5 - Multicloud Infrastructure	Nutanix	05/2020
Nutanix Certified Services Core Infrastructure Master	Nutanix	05/2020
Nutanix Certified Systems Engineer - Core	Nutanix	07/2020
Nutanix Certified Services Security and Governance Professional	Nutanix	07/2020
Nutanix Certified Services Multi-Cloud Automation	Nutanix	02/2021
VMware Certified Professional 6.5 - Data Center Virtualization (VCP6.5-DCV)	VMware	08/2018

Consultant Summary

- 1.5 years at Nutanix
- 1.5 years total experience with Nutanix products
- 8 total years in Cloud, Hyperconverged Infrastructure, Information Technology

Status: Major issue / schedule slipping
Status: Issues / schedule at risk | Target Date: date missed
Status: No issues / on schedule | Completion Date: task complete | Resolution Date: issue resolved | Credits: Week Complete

Page **2** of **2**

Pricing Proposal
Quotation #: 20802603
Created On: 7/28/2021
Valid Until: 12/31/2021

City of Albany

Inside Account Executive

Victor Mba
1000 San Pablo Avenue
Albany, CA 94706
United States
Phone: (510) 528-5710
Fax:
Email: vmba@albanyca.org

Jon Bateky
290 Davidson Ave
Somerset, NJ 08873
Phone: 732-584-8251
Fax: 732-564-3099
Email: jon_bateky@shi.com

All Prices are in US Dollar (USD)

	Product	Qty	Your Price	Total
1	Xi Leap Cloud Service Term Subscription for Protecting Full Nutanix - Part#: XI-LEAP-CLUSTER	1	$69,946.80	$69,946.80
2	Xi Subscription Term in Months Nutanix - Part#: XI-SUBSCRIPTION-TERM	12	$0.00	$0.00
3	Xi Leap Onboarding Service - Starter Edition - Configure Nut Nutanix - Part#: CNS-INF-FST-LEAP-STR	1	$7,731.72	$7,731.72
4	Selected Region for CNSRES resource Nutanix - Part#: UNITED STATES	1	$0.00	$0.00

Subtotal	$77,678.52
Shipping	$0.00
*Tax	$0.00
Total	$77,678.52

*Tax is estimated. Invoice will include the full and final tax due.

Additional Comments

Nutanix has a no returns policy.

Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

1. By issuing a purchase order or acknowledging this quote, when applicable, Customer certifies that employees at each of their locations adhere to all applicable export and re-export control laws and regulations covering the distributed products purchased and/or received by the Customer.
2. By issuing a purchase order or acknowledging this quote, and when applicable, Customer understands that the commodities, software and/or technology ("Items") it purchases or receives under this quote may be subject to export, re-export, or other restrictions. Customer agrees to comply with all applicable laws and regulations relating to the export and re-export of such Items obtained by Customer.

WSCA Contract for California: ADSPO11-00000358-3 PA 70-12-70-19

Trend Micro Contract for California: SLP-12-70-0003V

Attachmate Contract for California: SLP-13-70-0003W

First time user for SHI Direct website? Please use the following information when registering.

California Gov't:
http://www.publicsector.shidirect.com/slg/ca
Token: 30343
Access Key: HBB59KL3PK

The Products offered under this proposal are resold in accordance with the [SHI Online Customer Resale Terms and Conditions](), unless a separate resale agreement exists between SHI and the Customer.

City of Albany

Inside Account Executive

Victor Mba
1000 San Pablo Avenue
Albany, CA 94706
United States
Phone: (510) 528-5710
Fax:
Email: vmba@albanyca.org

Jon Bateky
290 Davidson Ave
Somerset, NJ 08873
Phone: 732-584-8251
Fax: 732-564-3099
Email: jon_bateky@shi.com

All Prices are in US Dollar (USD)

	Product	Qty	Your Price	Total
1	Flow software license subscription for 1 Node Nutanix - Part#: SW-FLOW-NODE	6	$1,208.98	$7,253.88
2	Term in months for Subscription, Acropolis (AOS) Pro Softwar Nutanix - Part#: TERM-MONTHS	12	$0.00	$0.00
3	Infrastructure Modernization Service Offering. HCI MicroSegmentation Deployment Service. 10 Policy Pack Nutanix - Part#: CNS-INF-A-SVC-MCR-STD	1	$4,693.84	$4,693.84
4	Selected Region for CNSRES resource Nutanix - Part#: UNITED STATES	1	$0.00	$0.00

Subtotal	$11,947.72
Shipping	$0.00
*Tax	$0.00
Total	$11,947.72

*Tax is estimated. Invoice will include the full and final tax due.

Additional Comments

Nutanix has a no returns policy.

Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

1. By issuing a purchase order or acknowledging this quote, when applicable, Customer certifies that employees at each of their locations adhere to all applicable export and re-export control laws and regulations covering the distributed products purchased and/or received by the Customer.
2. By issuing a purchase order or acknowledging this quote, and when applicable, Customer understands that the commodities, software and/or technology ("Items") it purchases or receives under this quote may be subject to export, re-export, or other restrictions. Customer agrees to comply with all applicable laws and regulations relating to the export and re-export of such Items

obtained by Customer.

WSCA Contract for California: ADSPO11-00000358-3 PA 70-12-70-19

Trend Micro Contract for California: SLP-12-70-0003V

Attachmate Contract for California: SLP-13-70-0003W

First time user for SHI Direct website? Please use the following information when registering.

California Gov't:
http://www.publicsector.shidirect.com/slg/ca
Token: 30343
Access Key: HBB59KL3PK

The Products offered under this proposal are resold in accordance with the [SHI Online Customer Resale Terms and Conditions](), unless a separate resale agreement exists between SHI and the Customer.

City of Albany

Inside Account Executive

Victor Mba
1000 San Pablo Avenue
Albany, CA 94706
United States
Phone: (510) 528-5710
Fax:
Email: vmba@albanyca.org

Jon Bateky
290 Davidson Ave
Somerset, NJ 08873
Phone: 732-584-8251
Fax: 732-564-3099
Email: jon_bateky@shi.com

All Prices are in US Dollar (USD)

	Product	Qty	Your Price	Total
1	247 Production Level HW Support for Nutanix HCI appliance Nutanix - Part#: S-HW-PRD	4	$298.89	$1,195.56
2	Support Term in Months Nutanix - Part#: SUPPORT-TERM	12	$0.00	$0.00
3	247 Production Level HW Support for Nutanix HCI appliance Nutanix - Part#: S-HW-PRD	2	$350.00	$700.00
4	Support Term in Months Nutanix - Part#: SUPPORT-TERM	12	$0.00	$0.00
5	Infrastructure Modernization Service Offering. Migration of Nutanix - Part#: CNS-INF-A-SVC-MIG-VMS	1	$4,693.33	$4,693.33
6	Selected Region for CNSRES resource Nutanix - Part#: UNITED STATES	1	$0.00	$0.00
7	Nutanix AHV Hypervisor Nutanix - Part#: AVH	1	$0.00	$0.00
8	Infrastructure Modernization Service Offering. HCI Cluster D Nutanix - Part#: CNS-INF-A-SVC-DEP-STR	1	$5,793.33	$5,793.33
9	Selected Region for CNSRES resource Nutanix - Part#: UNITED STATES	1	$0.00	$0.00
10	Nutanix AHV Hypervisor Nutanix - Part#: AVH	1	$0.00	$0.00
11	Nutanix Enterprise Cloud Platform Administration 5.0 - Instructor-led training (ILT) - lectures and labs - 4 days - 1 student Nutanix - Part#: EDU-C-ADM5-NTC	1	$3,425.56	$3,425.56

#	Description	Qty	Unit Price	Extended
12	Nutanix AOS Ultimate - Subscription license + Production Support Nutanix - Part#: SW-AOS-ULT-PRD	1	$47,227.78	$47,227.78
13	Nutanix AOS Ultimate - Subscription license + Production Support - 1 CPU core Nutanix - Part#: L-CORES-ULT-PRD	96	$0.00	$0.00
14	Nutanix AOS Ultimate - Subscription license + Production Support - 1 TiB capacity Nutanix - Part#: L-FLASHTIB-ULT-PRD	42	$0.00	$0.00
15	Term in months for Subscription, Acropolis (AOS) Pro Softwar Nutanix - Part#: TERM-MONTHS	12	$0.00	$0.00
16	Prism Pro software license subscription for 1 CPU core Nutanix - Part#: SW-PRS-PRO-CORE	96	$43.52	$4,177.92
17	Term in months for Subscription, Acropolis (AOS) Pro Softwar Nutanix - Part#: TERM-MONTHS	12	$0.00	$0.00
18	NX-8235-G7, 2 Node with Intel Xeon Processor 4215R (3.2 GHz, 8 cores, Cascade Lake Refresh) Nutanix - Part#: NX-8235-G7-4215R-CM	2	$11,511.11	$23,022.22
19	Nutanix - DDR4 - module - 64 GB - DIMM 288-pin - 2933 MHz / PC4-23400 - 1.2 V - registered - ECC Nutanix - Part#: C-MEM-64GB-2933-A-CM	32	$415.56	$13,297.92
20	Nutanix - Hard drive - 6 TB - 3.5" Nutanix - Part#: C-HDD-6TB-A5-A-CM	16	$207.78	$3,324.48
21	Nutanix - Solid state drive - 3.84 TB - 3.5" Nutanix - Part#: C-SSD-3.84TB-A5-A-CM	8	$668.89	$5,351.12
22	Nutanix - Expansion module - 10 Gigabit SFP+ x 2 Nutanix - Part#: C-NIC-10GSFP2-A-CM	4	$188.89	$755.56
23	NX-8135-G7 1 NODE WITH INTELXEON PROCESSOR 4215R Super Micro Computer - Part#: NX-8135-G7-4215R-CM	2	$7,695.56	$15,391.12
24	Nutanix - DDR4 - module - 64 GB - DIMM 288-pin - 2933 MHz / PC4-23400 - 1.2 V - registered - ECC Nutanix - Part#: C-MEM-64GB-2933-A-CM	16	$415.56	$6,648.96
25	Nutanix - Hard drive - 6 TB - 3.5" Nutanix - Part#: C-HDD-6TB-A5-A-CM	8	$207.78	$1,662.24
26	Nutanix - Solid state drive - 3.84 TB - 3.5" Nutanix - Part#: C-SSD-3.84TB-A5-A-CM	4	$668.89	$2,675.56
27	Nutanix - Expansion module - 10 Gigabit SFP+ x 2 Nutanix - Part#: C-NIC-10GSFP2-A-CM	2	$188.89	$377.78

Subtotal	$139,720.44
Shipping	$1,600.00
*Tax	$7,966.50
Total	$149,286.94

Additional Comments

Nutanix has a no returns policy.

Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

1. By issuing a purchase order or acknowledging this quote, when applicable, Customer certifies that employees at each of their locations adhere to all applicable export and re-export control laws and regulations covering the distributed products purchased and/or received by the Customer.
2. By issuing a purchase order or acknowledging this quote, and when applicable, Customer understands that the commodities, software and/or technology ("Items") it purchases or receives under this quote may be subject to export, re-export, or other restrictions. Customer agrees to comply with all applicable laws and regulations relating to the export and re-export of such Items obtained by Customer.

WSCA Contract for California: ADSPO11-00000358-3 PA 70-12-70-19

Trend Micro Contract for California: SLP-12-70-0003V

Attachmate Contract for California: SLP-13-70-0003W

First time user for SHI Direct website? Please use the following information when registering.

California Gov't:
http://www.publicsector.shidirect.com/slg/ca
Token: 30343
Access Key: HBB59KL3PK

The Products offered under this proposal are resold in accordance with the [SHI Online Customer Resale Terms and Conditions](), unless a separate resale agreement exists between SHI and the Customer.

City of Albany

Inside Account Executive

Victor Mba
1000 San Pablo Avenue
Albany, CA 94706
United States
Phone: (510) 528-5710
Fax:
Email: vmba@albanyca.org

Jon Bateky
290 Davidson Ave
Somerset, NJ 08873
Phone: 732-584-8251
Fax: 732-564-3099
Email: jon_bateky@shi.com

All Prices are in US Dollar (USD)

	Product	Qty	Your Price	Total
1	247 Production Level HW Support for Nutanix HCI appliance Nutanix - Part#: S-HW-PRD	4	$220.00	$880.00
2	Support Term in Months Nutanix - Part#: SUPPORT-TERM	12	$0.00	$0.00
3	Subscription, Mine Storage License for 1YR & Production Software Support Service for 1YR Nutanix - Part#: SW-MINE-S3-PRD-1YR	1	$5,416.67	$5,416.67
4	Subscription, Mine Storage License for 1 TiB of backup data stored for 1YR & Production Software Support Service for 1 TiB of backup data stored for 1YR Nutanix - Part#: L-MINE-S3-1T-PRD-1YR	40	$0.00	$0.00
5	SW-MINE-S3-ENCR-PRD-1YR Nutanix - Part#: SW-MINE-S3-ENCR-PRD-1YR	1	$700.00	$700.00
6	L-MINE-S3-ENCR-1T-PRD-1YR Nutanix - Part#: L-MINE-S3-ENCR-1T-PRD-1YR	40	$0.00	$0.00
7	Infrastructure Modernization Service Offering. HCI Cluster D Nutanix - Part#: CNS-INF-A-SVC-DEP-STR	4	$1,833.33	$7,333.32
8	Selected Region for CNSRES resource Nutanix - Part#: UNITED STATES	4	$0.00	$0.00
9	Nutanix AHV Hypervisor Nutanix - Part#: AVH	1	$0.00	$0.00
10	Infrastructure Modernization Service Offering. Nutanix Data Protection Deployment Service. Backup using Mine-HYCU or Mine- Veeam Integration. See data sheet for more details. Nutanix - Part#: CNS-INF-A-SVC-DPD-MIN	1	$11,268.89	$11,268.89

11	Selected Region for CNSRES resource Nutanix - Part#: UNITED STATES	4	$0.00	$0.00
12	Using HYCU Backup Tool Nutanix - Part#: HYCU BACKUP	1	$0.00	$0.00
13	NX-8235-G7, 2 Node with Intel Xeon Processor 4214 (2.2 GHz, 12 cores, Cascade Lake) Nutanix - Part#: NX-8235-G7-4214-CM	2	$10,361.11	$20,722.22
14	Nutanix - DDR4 - module - 32 GB - DIMM 288-pin - 2933 MHz / PC4-23400 - 1.2 V - registered - ECC Nutanix - Part#: C-MEM-32GB-2933-A-CM	24	$193.33	$4,639.92
15	Nutanix - Hard drive - 12 TB - 3.5" Nutanix - Part#: C-HDD-12TB-A5-A-CM	16	$306.67	$4,906.72
16	1.92TB 3.5" SSD Nutanix - Part#: C-SSD-1.92TB-A5-B-CM	8	$336.67	$2,693.36
17	Nutanix - Expansion module - 10 Gigabit SFP+ x 2 Nutanix - Part#: C-NIC-10GSFP2-A-CM	4	$194.44	$777.76

Subtotal	$59,338.86
Shipping	$800.00
*Tax	$3,713.05
Total	$63,851.91

*Tax is estimated. Invoice will include the full and final tax due.

Additional Comments

Nutanix has a no returns policy.

Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

1. By issuing a purchase order or acknowledging this quote, when applicable, Customer certifies that employees at each of their locations adhere to all applicable export and re-export control laws and regulations covering the distributed products purchased and/or received by the Customer.
2. By issuing a purchase order or acknowledging this quote, and when applicable, Customer understands that the commodities, software and/or technology ("Items") it purchases or receives under this quote may be subject to export, re-export, or other restrictions. Customer agrees to comply with all applicable laws and regulations relating to the export and re-export of such Items obtained by Customer.

WSCA Contract for California: ADSPO11-00000358-3 PA 70-12-70-19

Trend Micro Contract for California: SLP-12-70-0003V

Attachmate Contract for California: SLP-13-70-0003W

First time user for SHI Direct website? Please use the following information when registering.

California Gov't:

http://www.publicsector.shidirect.com/slg/ca
Token: 30343
Access Key: HBB59KL3PK

The Products offered under this proposal are resold in accordance with the [SHI Online Customer Resale Terms and Conditions](#), unless a separate resale agreement exists between SHI and the Customer.

City of Albany

Inside Account Executive

Victor Mba
1000 San Pablo Avenue
Albany, CA 94706
United States
Phone: (510) 528-5710
Fax:
Email: vmba@albanyca.org

Jon Bateky
290 Davidson Ave
Somerset, NJ 08873
Phone: 732-584-8251
Fax: 732-564-3099
Email: jon_bateky@shi.com

All Prices are in US Dollar (USD)

	Product	Qty	Your Price	Total
1	247 Production Level HW Support for Nutanix HCI appliance Nutanix - Part#: S-HW-PRD	4	$233.33	$933.32
2	Support Term in Months Nutanix - Part#: SUPPORT-TERM	12	$0.00	$0.00
3	Subscription, Mine Storage License for 1YR & Production Software Support Service for 1YR Nutanix - Part#: SW-MINE-S3-PRD-1YR	1	$5,416.67	$5,416.67
4	Subscription, Mine Storage License for 1 TiB of backup data stored for 1YR & Production Software Support Service for 1 TiB of backup data stored for 1YR Nutanix - Part#: L-MINE-S3-1T-PRD-1YR	40	$0.00	$0.00
5	SW-MINE-S3-ENCR-PRD-1YR Nutanix - Part#: SW-MINE-S3-ENCR-PRD-1YR	1	$700.00	$700.00
6	L-MINE-S3-ENCR-1T-PRD-1YR Nutanix - Part#: L-MINE-S3-ENCR-1T-PRD-1YR	40	$0.00	$0.00
7	Infrastructure Modernization Service Offering. HCI Cluster D Nutanix - Part#: CNS-INF-A-SVC-DEP-STR	4	$1,833.33	$7,333.32
8	Selected Region for CNSRES resource Nutanix - Part#: UNITED STATES	4	$0.00	$0.00
9	Nutanix AHV Hypervisor Nutanix - Part#: AVH	1	$0.00	$0.00
10	Infrastructure Modernization Service Offering. Nutanix Data Protection Deployment Service. Backup using Mine-HYCU or Mine- Veeam Integration. See data sheet for more details. Nutanix - Part#: CNS-INF-A-SVC-DPD-MIN	1	$11,268.89	$11,268.89

#	Description	Qty	Unit Price	Extended Price
11	Selected Region for CNSRES resource Nutanix - Part#: UNITED STATES	4	$0.00	$0.00
12	Using HYCU Backup Tool Nutanix - Part#: HYCU BACKUP	1	$0.00	$0.00
13	NX-8235-G7, 2 Node with Intel Xeon Processor 4214 (2.2 GHz, 12 cores, Cascade Lake) Nutanix - Part#: NX-8235-G7-4214-CM	2	$11,036.67	$22,073.34
14	Nutanix - DDR4 - module - 32 GB - DIMM 288-pin - 2933 MHz / PC4-23400 - 1.2 V - registered - ECC Nutanix - Part#: C-MEM-32GB-2933-A-CM	24	$201.11	$4,826.64
15	Nutanix - Hard drive - 12 TB - 3.5" Nutanix - Part#: C-HDD-12TB-A5-A-CM	16	$322.22	$5,155.52
16	1.92TB 3.5" SSD Nutanix - Part#: C-SSD-1.92TB-A5-B-CM	8	$362.22	$2,897.76
17	Nutanix - Expansion module - 10 Gigabit SFP+ x 2 Nutanix - Part#: C-NIC-10GSFP2-A-CM	4	$188.89	$755.56
18	HYCU License Bundle for Nutanix Mine, 1Ct for 1YR Nutanix - Part#: SW-H-MINE-RNTXDPVM1YR	35	$106.11	$3,713.85

Subtotal	$65,074.87
Shipping	$800.00
*Tax	$4,323.94
Total	$70,198.81

*Tax is estimated. Invoice will include the full and final tax due.

Additional Comments

Nutanix has a no returns policy.

Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

1. By issuing a purchase order or acknowledging this quote, when applicable, Customer certifies that employees at each of their locations adhere to all applicable export and re-export control laws and regulations covering the distributed products purchased and/or received by the Customer.
2. By issuing a purchase order or acknowledging this quote, and when applicable, Customer understands that the commodities, software and/or technology ("Items") it purchases or receives under this quote may be subject to export, re-export, or other restrictions. Customer agrees to comply with all applicable laws and regulations relating to the export and re-export of such Items obtained by Customer.

WSCA Contract for California: ADSPO11-00000358-3 PA 70-12-70-19

Trend Micro Contract for California: SLP-12-70-0003V

Attachmate Contract for California: SLP-13-70-0003W

First time user for SHI Direct website? Please use the following information when registering.

California Gov't:
http://www.publicsector.shidirect.com/slg/ca
Token: 30343
Access Key: HBB59KL3PK

The Products offered under this proposal are resold in accordance with the [SHI Online Customer Resale Terms and Conditions](), unless a separate resale agreement exists between SHI and the Customer.

City of Albany

Inside Account Executive

Victor Mba
1000 San Pablo Avenue
Albany, CA 94706
United States
Phone: (510) 528-5710
Fax:
Email: vmba@albanyca.org

Jon Bateky
290 Davidson Ave
Somerset, NJ 08873
Phone: 732-584-8251
Fax: 732-564-3099
Email: jon_bateky@shi.com

All Prices are in US Dollar (USD)

	Product	Qty	Your Price	Total
1	NX-8035-G7-CM x6 HW support Nutanix - Part#: NX-8035-G7-CM x6 HW support	1	$2,072.37	$2,072.37
2	SW-AOS-ULT-PRD Nutanix - Part#: SW-AOS-ULT-PRD	1	$52,628.09	$52,628.09
3	SW-PRS-PRO-CORE Nutanix - Part#: SW-PRS-PRO-CORE	1	$4,721.86	$4,721.86
4	SW-Flow-NODE (6 nodes) Nutanix - Part#: SW-Flow-NODE (6 nodes)	1	$8,197.67	$8,197.67
5	NX-8035-G7 x4 HW support Nutanix - Part#: NX-8035-G7 x4 HW support	1	$1,019.91	$1,019.91
6	SW-MINE-S3-PRD Nutanix - Part#: SW-MINE-S3-PRD	1	$5,693.02	$5,693.02
7	SW-MINE-S3-ENCR-PRD Nutanix - Part#: SW-MINE-S3-ENCR-PRD	1	$735.35	$735.35
8	SW-H-MINE-RNTXDPVM Nutanix - Part#: SW-H-MINE-RNTXDPVM	1	$3,750.70	$3,750.70
9	Xi-LEAP-CLUSTER Nutanix - Part#: Xi-LEAP-CLUSTER	1	$77,606.22	$77,606.22

Subtotal	$156,425.19
Shipping	$0.00
*Tax	$0.00
Total	$156,425.19

*Tax is estimated. Invoice will include the full and final tax due.

Additional Comments

Nutanix has a no returns policy.

Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

WSCA Contract for California: ADSPO11-00000358-3 PA 70-12-70-19

Trend Micro Contract for California: SLP-12-70-0003V

Attachmate Contract for California: SLP-13-70-0003W

First time user for SHI Direct website? Please use the following information when registering.

California Gov't:
http://www.publicsector.shidirect.com/slg/ca
Token: 30343
Access Key: HBB59KL3PK

City of Albany

Inside Account Executive

Victor Mba
1000 San Pablo Avenue
Albany, CA 94706
United States
Phone: (510) 528-5710
Fax:
Email: vmba@albanyca.org

Jon Bateky
290 Davidson Ave
Somerset, NJ 08873
Phone: 732-584-8251
Fax: 732-564-3099
Email: jon_bateky@shi.com

All Prices are in US Dollar (USD)

	Product	Qty	Your Price	Total
1	NX-8035-G7-CM x6 HW support Nutanix - Part#: NX-8035-G7-CM x6 HW support	1	$2,231.81	$2,231.81
2	SW-AOS-ULT-PRD Nutanix - Part#: SW-AOS-ULT-PRD	1	$57,561.98	$57,561.98
3	SW-PRS-PRO-CORE Nutanix - Part#: SW-PRS-PRO-CORE	1	$5,224.19	$5,224.19
4	SW-Flow-NODE (6 nodes) Nutanix - Part#: SW-Flow-NODE (6 nodes)	1	$9,069.77	$9,069.77
5	NX-8035-G7 x4 HW support Nutanix - Part#: NX-8035-G7 x4 HW support	1	$1,098.37	$1,098.37
6	SW-MINE-S3-PRD Nutanix - Part#: SW-MINE-S3-PRD	1	$5,916.28	$5,916.28
7	SW-MINE-S3-ENCR-PRD Nutanix - Part#: SW-MINE-S3-ENCR-PRD	1	$764.19	$764.19
8	SW-H-MINE-RNTXDPVM Nutanix - Part#: SW-H-MINE-RNTXDPVM	1	$3,750.70	$3,750.70
9	Xi-LEAP-CLUSTER Nutanix - Part#: Xi-LEAP-CLUSTER	1	$84,585.20	$84,585.20

Subtotal	$170,202.49
Shipping	$0.00
*Tax	$0.00
Total	$170,202.49

*Tax is estimated. Invoice will include the full and final tax due.

Additional Comments

Nutanix has a no returns policy.

Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

WSCA Contract for California: ADSPO11-00000358-3 PA 70-12-70-19

Trend Micro Contract for California: SLP-12-70-0003V

Attachmate Contract for California: SLP-13-70-0003W

First time user for SHI Direct website? Please use the following information when registering.

California Gov't:
http://www.publicsector.shidirect.com/slg/ca
Token: 30343
Access Key: HBB59KL3PK

City of Albany

Inside Account Executive

Victor Mba
1000 San Pablo Avenue
Albany, CA 94706
United States
Phone: (510) 528-5710
Fax:
Email: vmba@albanyca.org

Jon Bateky
290 Davidson Ave
Somerset, NJ 08873
Phone: 732-584-8251
Fax: 732-564-3099
Email: jon_bateky@shi.com

All Prices are in US Dollar (USD)

	Product	Qty	Your Price	Total
1	NX-8035-G7-CM x6 HW support Nutanix - Part#: NX-8035-G7-CM x6 HW support	1	$2,391.23	$2,391.23
2	SW-AOS-ULT-PRD Nutanix - Part#: SW-AOS-ULT-PRD	1	$62,495.86	$62,495.86
3	SW-PRS-PRO-CORE Nutanix - Part#: SW-PRS-PRO-CORE	1	$5,726.51	$5,726.51
4	SW-Flow-NODE (6 nodes) Nutanix - Part#: SW-Flow-NODE (6 nodes)	1	$9,941.86	$9,941.86
5	NX-8035-G7 x4 HW support Nutanix - Part#: NX-8035-G7 x4 HW support	1	$1,176.79	$1,176.79
6	SW-MINE-S3-PRD Nutanix - Part#: SW-MINE-S3-PRD	1	$6,474.42	$6,474.42
7	SW-MINE-S3-ENCR-PRD Nutanix - Part#: SW-MINE-S3-ENCR-PRD	1	$836.28	$836.28
8	SW-H-MINE-RNTXDPVM Nutanix - Part#: SW-H-MINE-RNTXDPVM	1	$3,750.70	$3,750.70
9	Xi-LEAP-CLUSTER Nutanix - Part#: Xi-LEAP-CLUSTER	1	$91,564.17	$91,564.17

Subtotal	$184,357.82
Shipping	$0.00
*Tax	$0.00
Total	$184,357.82

*Tax is estimated. Invoice will include the full and final tax due.

Additional Comments

Nutanix has a no returns policy.

Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

WSCA Contract for California: ADSPO11-00000358-3 PA 70-12-70-19

Trend Micro Contract for California: SLP-12-70-0003V

Attachmate Contract for California: SLP-13-70-0003W

First time user for SHI Direct website? Please use the following information when registering.

California Gov't:
http://www.publicsector.shidirect.com/slg/ca
Token: 30343
Access Key: HBB59KL3PK

City of Albany

Inside Account Executive

Victor Mba
1000 San Pablo Avenue
Albany, CA 94706
United States
Phone: (510) 528-5710
Fax:
Email: vmba@albanyca.org

Jon Bateky
290 Davidson Ave
Somerset, NJ 08873
Phone: 732-584-8251
Fax: 732-564-3099
Email: jon_bateky@shi.com

All Prices are in US Dollar (USD)

	Product	Qty	Your Price	Total
1	NX-8035-G7-CM x6 HW support Nutanix - Part#: NX-8035-G7-CM x6 HW support	1	$2,391.23	$2,391.23
2	SW-AOS-ULT-PRD Nutanix - Part#: SW-AOS-ULT-PRD	1	$72,363.63	$72,363.63
3	SW-PRS-PRO-CORE Nutanix - Part#: SW-PRS-PRO-CORE	1	$6,228.84	$6,228.84
4	SW-Flow-NODE (6 nodes) Nutanix - Part#: SW-Flow-NODE (6 nodes)	1	$10,813.95	$10,813.95
5	NX-8035-G7 x4 HW support Nutanix - Part#: NX-8035-G7 x4 HW support	1	$1,176.79	$1,176.79
6	SW-MINE-S3-PRD Nutanix - Part#: SW-MINE-S3-PRD	1	$6,697.67	$6,697.67
7	SW-MINE-S3-ENCR-PRD Nutanix - Part#: SW-MINE-S3-ENCR-PRD	1	$865.12	$865.12
8	SW-H-MINE-RNTXDPVM Nutanix - Part#: SW-H-MINE-RNTXDPVM	1	$3,750.70	$3,750.70
9	Xi-LEAP-CLUSTER Nutanix - Part#: Xi-LEAP-CLUSTER	1	$98,543.15	$98,543.15

Subtotal	$202,831.08
Shipping	$0.00
*Tax	$0.00
Total	$202,831.08

*Tax is estimated. Invoice will include the full and final tax due.

Additional Comments

Nutanix has a no returns policy.

Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

WSCA Contract for California: ADSPO11-00000358-3 PA 70-12-70-19

Trend Micro Contract for California: SLP-12-70-0003V

Attachmate Contract for California: SLP-13-70-0003W

First time user for SHI Direct website? Please use the following information when registering.

California Gov't:
http://www.publicsector.shidirect.com/slg/ca
Token: 30343
Access Key: HBB59KL3PK

21. GENERAL CONDITIONS

The City reserves the right to:

- Waive any informalities or minor irregularities

- Accept or reject any and all proposals, or any items or part thereof

- Withdraw or cancel this RFP at any time without prior notice and the City makes no representations that any contract will be awarded to any proposer(s) responding to this RFP

- Modify the RFP as it deems necessary;

- Make available the proposals received by the City to any person upon request. Any information submitted to the City becomes public records and are subject to the Public Records Act

- Seek any clarification or additional information from proposers as is deemed necessary to the evaluation of a response

- Negotiate with the second-choice proposer if an acceptable contract is unable to be negotiated with the first-choice proposer within a reasonable period of time

- Reject any and all proposals, and to seek new qualifications when it is in the best interest of the City to do so

- Judge the correctness, substance, and relevance of the proposers' written or oral representations, including seeking and evaluating independent information on any of the proposers' work cited as relevant experience

- Contract with separate entities for various components of the services.

All expenses related to any firm's response or other expenses incurred during the period of time the selection process is underway, are the sole obligation and responsibility of that firm. The City will not, directly or indirectly, assume responsibility for such costs except as otherwise provided by written agreement.

The firm awarded the contract will be required to enter into a Professional Services Agreement with the City of Albany which includes the City's standard Terms and Conditions including insurance requirements (see sample contract attached as Exhibit A). The firm awarded the contract will also be required to obtain a City of Albany business license before commencing work in the City.