



CONSENT ITEM
E-14

TO: HONORABLE MAYOR AND MEMBERS OF THE CITY COUNCIL

VIA: SERGIO GONZALEZ, CITY MANAGER

FROM: ANN GRAF, DIRECTOR OF INFORMATION TECHNOLOGY &
LIBRARY SERVICES

DATE: MAY 6, 2019

SUBJECT: REQUEST TO APPROVE PURCHASE OF EMC HYPERCONVERGED VIRTUAL
APPLIANCE FROM CONVERGE ONE

BACKGROUND:

The city currently has a Storage Area Network (SAN) that was purchased in 2012 it is over 7 years old and no longer has the capacity to support the City's storage and virtual machine needs. In addition, as of December 2017 the vendor no longer provides support of the equipment, and support has to be provided by 3rd party vendors. In order to meet our current needs and ensure the investment we make will serve our long range goals, staff would like to replace the current SAN with a Hyperconverged Virtual Appliance, which combines an integrated computer, storage, networking, and virtualization resources that can simplify operations and rapidly scale as needs change.

RECOMMENDATION:

Staff recommends the City Council take the following actions:

- 1) Waive the competitive bidding process as authorized under Azusa Municipal Code section 2-517(38) Solicitation and Bidding exceptions; Computers, Computer Components; and
- 2) Approve the purchase of EMC Hyperconverged Virtual Appliance and implementation services from ConvergeOne, not to exceed amount of \$ 149,250 ; and
- 3) Approve the appropriation of \$149,250 in the Water and Electric funds for the purchase of system; and
- 4) Authorize the City Manager to sign and execute the Professional Services Agreement and Scope of Work, in a form acceptable to the City Attorney, on behalf of the City.

ANALYSIS:

The City has been using the existing SAN as their primary storage and virtualization system for over 7 years. The system is well past its useful life, and there are several immediate needs for storage and virtual servers. Implementation of a Hyperconverged Virtual Appliance can serve these purposes and in addition save money moving forward by virtually replacing servers instead of having to buy new physical servers. Immediate needs are EnQuesta Utility Billing server replacement; additional needs over the next 3 years include the implementation of Active Directory Services, Exchange and Outlook, and replacement of 4 servers for Finance system.

It has taken several months to investigate all options. Research included traditional and alternative technologies from all major hardware vendors in an effort to not only meet our current needs, but to ensure the investment we are making will serve our long range goals as well.

The City would enter into a Professional Services agreement with Converge Data which would include the acquisition, installation, configuration, training, and implementation and of the EMC Hyperconverged Virtual Appliance solution.

FISCAL IMPACT:

Upon Council approval of the recommended actions, staff will prepare a budget amendment and increase the budget by \$74,625 under the water fund account 3280000721-7142 and \$74,625 under the electric fund account 3380000730-7142 for a total of \$149,250.

Prepared by:

Ann Graf
Director of Information Technology
& Library Services

Fiscal Impact Review:

Talika M. Johnson
Director of Finance

Reviewed and Approved:

Sergio Gonzalez
City Manager

Attachment:

- 1) Statement of Work

VXRAIL Deployment

City of Azusa

Fixed Cost Statement of Work

NAM - Joseph Bowman

Engineer - Tony Ocampo

April 19, 2019

| | |
|--|-----------|
| Project Overview | 3 |
| Customer Contact Information and Project Location | 4 |
| Contact Information | 4 |
| Project Location | 4 |
| Execution Services | 4 |
| Project Initiation Phase | 4 |
| Design Phase | 5 |
| Deliverables | 5 |
| Execution | 5 |
| Implementation Tasks | 5 |
| Project Closeout | 6 |
| Project Management | 7 |
| Project Assumptions | 7 |
| Specific Assumptions | 7 |
| General Assumptions | 8 |
| Personnel | 9 |
| Travel Policy | 9 |
| Project Schedule | 9 |
| Change Management | 10 |
| Completion | 11 |
| Professional Services Pricing and Invoicing | 11 |
| Authorization to Proceed | 13 |

Project Overview

This service provides setup of a deployment of a VXRAIL appliances in district datacenters

- Install and Configuration of three DELL EMC VXRAIL appliances for the City Hall Cluster
- Validate functionality for migration
- Migrate VMs from existing hosts

This Statement of Work ("SOW") is made and entered into between ConvergeOne ("ConvergeOne") and City of Azusa ("Customer").

This SOW defines the services and deliverables that ConvergeOne shall provide to Customer pursuant to the Solution Summary. The terms of this SOW are limited to the scope of this SOW and shall not be applicable to any other SOWs, which may be executed and attached to the Agreement.

The scope and pricing of this SOW are valid for 30 days from the **Effective Date of 04/19/2019**. After 30 days, the information contained in the SOW is no longer valid and will need to be re-assessed which could lead to an increase in cost of services and delay in execution of the project.

Customer Contact Information and Project Location

Contact Information

| Name | Email | Phone |
|-----------------|-------------------------|-----------------|
| Mike Guadagnino | mguadagnino@azusaca.gov | (626) 812-515z1 |

Project Location

| Location | Address | Service Delivery Method |
|-----------|--|-------------------------|
| Azusa, CA | 213 E Foothill Blvd Azusa, CA 91702 | Onsite/Remote |

Execution Services

Project Initiation Phase

- ConvergeOne will furnish a Site Readiness document with environmental and virtual infrastructure requirements.
- Perform verification of site readiness for service delivery.
- Perform inventory of all customer owned hardware and software components for implementation.
- Perform preliminary discovery of network topology.
- If the site is not ready, a change order may be needed to remediate any outstanding environmental issues
- Perform verification of readiness for service delivery. Validate logical build and if the build requires any remediation or design changes, a change order will be executed to allow for the adjustments and remediation.

Design Phase

ConvergeOne will conduct a detailed analysis of existing devices and switches to be configured. From this ConvergeOne will identify gaps in the current environment, and requirements to configure. ConvergeOne will then meet with the customer to review requirements and develop a design.

- Use existing information and collected performance data for the design.
- Perform gap analysis on collected data to identify required upgrades or modifications
- Meet with customer staff to identify other business, capacity and/or performance requirements

Deliverables

- Final design document
- Customer statement of acceptance of design and defined success criteria.

Execution

This section of the Statement of Work covers the work that will be performed during the Execution phase of this project.

Implementation Tasks

This section details the Configuration and Implementation Tasks of the project.

Networking

- Rack ,cable and power up DELL S4048 Top Of Rack switches. Check for physical damage and errors, warnings.
- Configure DELL S4048 10GB switches for VXRAIL connectivity. 10GB SFP+ SR optics to be used on switch and VXRAIL. LC to LC cabling
- Customer also to provide 1GB Copper switch connections for VXRAIL management.
- Configure for two separate vSphere clusters. CITY cluster and PD cluster
- Validate connectivity and latency specifications. Work with customer to remediate as needed.
- Configure VLANS required for VSAN, Management, VM network, and all other required virtual and physical networking for each cluster.

VXRAIL CLUSTER – (3 node P560F)

- Inspect and validate current state and configuration of the VXRAIL appliances. Configure/install required components. Initialize using VXRAIL wizards and VXRAIL Manager
- Install and configure vSphere.
- Install and configure virtual networking.
- Install and Configure internal vCenter server
- Install and configure VSAN as per design. FTT=1
- Install required VXRAIL, vSphere, VSAN updates as needed.
- Install VXRAIL/VMware licensing
- Provision VSAN storage.
- Provision test virtual machine
- Test HA on vSphere as per Test Plan involving one test VM.
- Test and validate all functionalities.
- Configure customers' existing vSphere for migration as per design
- Test migrate two test VMs designated by the customer for vMotion functionality
- Proceed with VM migration as per design.

Post Installation Phase

- Review basic operational/administrative tasks as per design
- As Built's to be provided will be a standardized ConvergeOne documentation of work completed and configuration.
- Provide a brief overview of other bundled VXRAIL software suites.
- Validate the success of the project.

Project Closeout

At the conclusion of the project, ConvergeOne and the Customer will conduct a project closeout meeting. Below are the items that will be covered in the meeting:

- Review of the project deliverables, major milestones and accomplishments
- Review of quality results
- Review of key lessons learned
- Review of any outstanding issues or Customer dissatisfaction
- Discussion of any further steps required by either the Customer or ConvergeOne

Project Management

ConvergeOne assumes the following project management responsibilities:

- Designate a ConvergeOne Project Manager to be the Customer's primary point of contact for all project activities
- Coordinate with the Customer and ConvergeOne project personnel to facilitate the project
- Regularly review ConvergeOne project activities, any checkpoint meetings and overall schedule for the project activities
- Ensure ConvergeOne employees and any ConvergeOne subcontractors conform to the Customer's reasonable workplace policies, conditions and safety regulations that are consistent with ConvergeOne's obligations herein. Customer will provide a written list of these obligations to ConvergeOne in writing prior to commencement of the Services. ConvergeOne personnel or subcontractors shall not be required to sign individual agreements with the Customer or waive any personal rights
- Confirm the Customer's business goals and review items to be completed prior to the installation or deployment date(s)

Project Assumptions

This SOW, and the service pricing herein, was prepared based partly on the following key assumptions ("Assumptions"). Any deviations from these Assumptions that arise during the project shall be managed through the Change Management procedures as defined herein. Customer agrees that any changes in the Assumptions may result in an adjustment in the Service Pricing.

Specific Assumptions

- Design and Analysis is limited to:
 - NETWORKING for City VXRAILS
 - 2 DELL S4048 10GB SFP+ Switches
 - Uplink to customer Core switches. Customer to provide network support.
 - CITY CLUSTER

- Three DELL EMC VXRAIL nodes – Model P560F – All Flash with bundled Software suites
- 6 CPU vSphere 6.5/6.7 Enterprise Plus licensing
- No customer application installs or re-configuration.
- Staging of migration to VXRAIL will require re-configuration of customers' existing vSphere infrastructure.

General Assumptions

- Delays caused by the lack of completed site preparation or the Customer's failure to meet any responsibilities specified in this SOW may be billed at ConvergeOne T&M rates and may include reasonable travel and other expenses
- This SOW exclusively defines the scope of the services that ConvergeOne shall provide to the Customer. This SOW shall not apply to any purchase of product or maintenance, which must be purchased separately, under terms outside the scope of this SOW
- A new SOW will be required for any additional project services following the completion of the activities under this SOW or in support of any other services requested by the Customer outside the scope of this SOW
- ConvergeOne may require a lead-time of up to 30 days from acceptance of a Purchase Order from the Customer to begin work
- The Customer shall designate a person to whom all ConvergeOne communications may be addressed and who has the authority to act on all aspects of this SOW
- The Customer retains overall responsibility for any business process impact and any Customer-internal change management procedures and communications
- The Customer is responsible for any static IP devices, drive mappings, printers, and any testing of access to resources (telephony, applications, software, access to data) for Customer's employees/staff
- The Customer will provide accurate information about the network infrastructure in its current state, identifying any significant problems in the current voice and data environments and ensuring pre-requisite hardware, software, network and connectivity configurations are acquired and available
- The Customer is responsible for all licenses and software associated to this project. Any delays due to lack of proper licenses and or software may incur additional costs
- The Customer is responsible for all hardware, software, and service maintenance contracts. ConvergeOne may choose to not fulfill items within the scope of this SOW if maintenance contracts are not valid and up to date

- ConvergeOne is not responsible for cable management
- ConvergeOne is not responsible for any Microsoft Active Directory, Windows, and/or Exchange administration
- Post-installation design modifications, systems consulting and design, and engineer design and development that are not defined in this SOW are out of scope and can be provided on a T&M or other paid contractual basis upon Customer's request

Personnel

ConvergeOne follows a skills-based implementation philosophy. Based on a project's needs, individuals with specific skill sets may be engaged at various phases of this project. This allows ConvergeOne to provide the Customer with a specialized team to accomplish a successful implementation. The ConvergeOne Project Manager is responsible for assigning and scheduling engineers as needed.

Travel Policy

Travel and reasonable living expenses will be billed monthly on an actual cost basis. Items to be considered travel expenses include; Air travel, Transportation, Lodging, Meals. ConvergeOne will make reasonable effort to minimize travel expenses and will work closely with City of Azusa to ensure sufficient time is built into the project schedule to maximize efficiency when scheduling site visits.

Project Schedule

Project duration and end date are dependent upon ConvergeOne and Customer availability, Customer readiness, and the actual start date. ConvergeOne will use commercially reasonable efforts to commence delivery of services defined in this SOW within four (4) weeks from the date of the Customer's approved purchase order and signed and submitted SOW.

Project work required beyond the term of the Estimated Project Duration specified in this section may require a ConvergeOne Change Request Form signed by both parties in accordance with the Project Change Management procedures defined herein. Any extension of the project's duration for any reason other than delays caused solely by ConvergeOne may require an increase in SOW pricing.

Change Management

It may become necessary to amend this SOW for reasons including, but not limited to, the following:

- The Customer requires changes to the scope of work to be performed and/or specifications of design or services
- Non-availability or change in availability of resources which are beyond either party's control
- Environmental or architectural impediments or omissions not previously identified

In the event either party desires to change this SOW, the following procedures will apply:

- The party requesting the change (either the Customer or ConvergeOne) will deliver a Change Request document to the other party. The Change Request will describe the nature of the change; the reason for the change and the effect the change will have on the scope of work, which may include changes to the deliverables, and the schedule. The parties will evaluate the Change Request and negotiate in good faith the changes to the Services and the additional charges, if any, required to implement the Change Request. If both parties agree to implement the Change Request, the appropriate authorized representatives of the parties will sign the Change Request, indicating the acceptance of the changes by the parties.
- Upon execution of the Change Request, said Change Request will be incorporated into, and made a part of this SOW.
- Whenever there is a conflict between the terms and conditions set forth in a fully executed Change Request and those set forth in the original SOW, or previous fully executed Change Request, the terms and conditions of the most recent fully executed Change Request shall prevail.

Completion

ConvergeOne project personnel will be considered to have completed the services under this SOW when they have completed the Planning, Design and Execution Services as described herein.

In order to refuse acceptance of the services performed, Customer must immediately provide written notification to ConvergeOne, describing why the Customer is rejecting the services performed. ConvergeOne shall have ten (10) business days after the receipt of such notice to remedy the error, given it is within ConvergeOne' scope and reasonable ability to do so. Such time period to correct the error may be extended by mutual consent of Customer and ConvergeOne.

Professional Services Pricing and Invoicing

| <i>Description</i> | <i>Price (U.S. Dollars)</i> |
|--|-----------------------------|
| Project Milestone: 50% Upon Project Kick-off | \$11,931.00 |
| 50% Upon Completion of Testing and QA Completion | \$11,931.00 |
| Total Price | \$23,862.00 |

Services provided on a fixed price basis will be invoiced based on the Milestones set forth above; and are due within thirty (30) days from the date of the invoice unless otherwise agreed between Customer and ConvergeOne credit department.

Any change to the Project Pricing and Payment schedule will be managed through the Change Management procedures specified herein.

All stated prices are exclusive of any taxes, fees and duties or other amounts, however designated, and including without limitation value added and withholding taxes which are levied or based upon such charges, or upon this SOW (other than taxes based on the net income of ConvergeOne). The Customer shall pay any taxes related to services purchased or

licensed pursuant to this SOW or the Customer shall present an exemption certificate acceptable to the taxing authorities. Applicable taxes shall be billed as a separate item on the invoice.

Project Hardware Invoicing

INVOICES: Separate invoices will be issued for each of the elements of this order which includes (1) procurement of hardware on behalf of the Customer; and (2) configuration of Customer-owned hardware to Customer's specifications, with delivery and set-up of configured hardware to Buyer's designated location(s). Payment terms are Net 30 unless otherwise agreed between Customer and ConvergeOne credit department.

SHIPPING: Title and all risks of loss are transferred to the Customer upon delivery of the hardware by a third party to ConvergeOne's location for configuration services to be rendered. Regardless of the FOB shipping process for the final configured hardware, Customer retains title and remains liable for all risks of loss. Customer has the option to inspect and count the hardware upon delivery to ConvergeOne's location.

INSPECTION AND ACCEPTANCE: Inspection and acceptance of the configured hardware will be at the Customer's destination unless otherwise requested. Regardless of the FOB point, the Customer retains title and agrees to bear all risk of loss which occurs prior to delivery.

Authorization to Proceed

The use of signatures on this SOW is to ensure agreement and understanding on project objectives and assumptions, and the work and deliverables to be performed by ConvergeOne.

By signing below, the duly authorized Customer representative signifies their commitment to proceed with the project as described in this SOW.

City of Azusa

By

Name (please print)

Title

Date

Purchase Order (PO) Number

NOTE: Any services performed on credit (e.g. T&M, Purchase Order) requires a pre-approved credit application to be on file with ConvergeOne.

NOTE: WITHOUT THE PRIOR WRITTEN CONSENT OF CONVERGEONE, UNDER NO CIRCUMSTANCES IS ANY PART OF THIS DOCUMENT TO BE DISCLOSED TO A THIRD PARTY OR USED FOR ANY PURPOSE OTHER THAN THE EXECUTION OF THIS PROJECT BY CONVERGEONE AND THE CUSTOMER.

Solution Summary

ECM VXRail 4.22.19

| | |
|---|--|
| <p>Customer: City of Azusa</p> <p>Ship To Address: 213 E Foothill Blvd Azusa, CA 91702</p> <p>Bill To Address: 213 E Foothill Blvd Azusa, CA 91702</p> <p>Customer ID: C1SCITAZU0001</p> <p>Customer PO:</p> | <p>Primary Contact: Mike Guadagnino</p> <p>Email: mguadagnino@AzusaCA.Gov</p> <p>Phone: 626-812-5151</p> <p>National Account Manager: Joseph Bowman</p> <p>NAM Email: JBowman@convergeone.com</p> <p>NAM Phone: +19092407284</p> |
|---|--|

| Solution Summary | Current Due | Next Invoice | Due | Remaining | Total Project |
|--------------------------|---------------------|--------------|----------|-----------|---------------------|
| Software | \$15,016.32 | | One-Time | | \$15,016.32 |
| Hardware | \$90,921.62 | | One-Time | | \$90,921.62 |
| Professional Services | \$1,003.02 | | One-Time | | \$1,003.02 |
| Maintenance | | | | | |
| Manufacturer Maintenance | \$9,184.29 | | Prepaid | | \$9,184.29 |
| Project Subtotal | \$116,125.25 | | | | \$116,125.25 |
| Estimated Tax | \$9,261.24 | | | | |
| Estimated Freight | \$0.00 | | | | |
| Project Total | \$125,386.49 | | | | \$125,386.49 |

This Solution Summary summarizes the documents(s) that are attached hereto and such documents are incorporated herein by reference. Customer's signature on this Solution Summary (or Customer's issuance of a purchase order in connection with this Solution Summary) shall represent Customer's agreement with each attached document and acknowledgement that such attached document(s) are represented accurately by this Solution Summary. Unless otherwise specified in this Solution Summary or its attachment(s), this Solution Summary and its attachments shall be subject to the terms and conditions of: (i) the Master Sales Agreement or other applicable master agreement in effect as of the date hereof between ConvergeOne, Inc. and/or its subsidiaries and affiliates (collectively, "C1" or "ConvergeOne" or "Seller") and Customer; or (ii) if no such master agreement is currently in place between C1 and Customer, the Online General Terms and Conditions currently found on the internet at: <https://www.convergeone.com/online-general-terms-and-conditions/>. If Customer has a master agreement with one of ConvergeOne, Inc.'s predecessors, affiliates and/or subsidiaries, ("Legacy Master Agreement"), the terms and conditions of such Legacy Master Agreement shall apply to this Solution Summary, subject to any modifications, located at <https://www.convergeone.com/online-general-terms-and-conditions/>.

Products and/or services not specifically itemized are not provided hereunder. This Solution Summary (including any attachment(s) hereto) will be valid for a period of thirty (30) days following the date of this Solution Summary. Thereafter, this Solution Summary and any attachment(s) hereto will no longer be of any force and effect.

This order is a configured order and/or contains software.

Special Comment to Solution Summary:

NASPO Contract EMC-MNWN-109

ACCEPTED BY:

BUYER: _____ DATE: _____ SELLER: _____ DATE: _____

TITLE: _____ TITLE: _____

Solution Quote

Solution Quote

| # | Item Number | Description | Term | Qty | Unit Price | Extended Price |
|----|---------------------|---|------|-----|-------------|----------------|
| 1 | CAPSSDSATA3.84T BF | VxR 3.84TB Capacity SATA 2.5in SSD F | | 2 | \$1,914.20 | \$3,828.40 |
| 2 | CACHESSD400GB | CACHESSD400GB - VxR 400GB Cache SSD 2.5in | | 1 | \$982.48 | \$982.48 |
| 3 | M-PSM-HW-J-003-1Y | M-PSM-HW-J-003-1Y - PROSUPPORT W/MC VSAN ENT HW SUPP 1 YEAR | | 1 | \$2,188.52 | \$2,188.52 |
| 4 | VXR-14G-MGR-DE-4.7 | VxRail Software Image V4.7=MA | | 1 | \$0.00 | \$0.00 |
| 5 | INSTLCTRYUSAFR 640F | VxRail-500 USA SHIPMOD F | | 1 | \$41.91 | \$41.91 |
| 6 | TPM1.2MODULEAF | VxRail-500 TPM 1.2 MODULE AF | | 1 | \$32.08 | \$32.08 |
| 7 | PS1100WPSF | VxRail-500 DUAL HOTPLG 1100W PS F | | 1 | \$426.59 | \$426.59 |
| 8 | SYSE5602SVENF | VxRail 14G E560 1U1N 2S NVMe ENT AF | | 1 | \$10,136.56 | \$10,136.56 |
| 9 | PWR200VRACK | C13-C14 PDU RACK PWR CRD 2M N. AM | | 2 | \$0.00 | \$0.00 |
| 10 | RAILKIT1U1NHAF | VxRail-500 A8 RRAILS 2-4POSTRACKS1U1N AF | | 1 | \$26.91 | \$26.91 |
| 11 | 2S8HPFANE56016 5GR | VxRail-500 2S 8 HIGH PERF FAN 165W/GRT 5GR | | 1 | \$120.85 | \$120.85 |
| 12 | 2SE560HSKDM165 OL | VxRail-500 2S E560 165WL HTK DIMM BLNK OL | | 1 | \$13.97 | \$13.97 |
| 13 | PROSV41141SF | VxR Intel CPU Slv 4114 2.2G 10C 20T 1S F | | 1 | \$583.69 | \$583.69 |
| 14 | PROSV41142SF | VxR Intel CPU Slv 4114 2.2G 10C 20T 2S F | | 1 | \$583.69 | \$583.69 |
| 15 | RISER640CNFG2D UAL | VxRail-500 RISER R640 CONFIG2 LP | | 1 | \$9.84 | \$9.84 |
| 16 | MEMLDIMM16GBA F | VxRail-500 MEMORY 16GB RDIMM AF | | 12 | \$331.12 | \$3,973.44 |
| 17 | RDIMM2666INFO | VxRail-500 FactoryOrd Rq 2666Mhz RDIMMs | | 1 | \$0.00 | \$0.00 |
| 18 | NDCX710QP10GBS FPAF | VxRail-500 NDC INTELX710 QP 10Gb SFP+ AF | | 1 | \$461.63 | \$461.63 |
| 19 | INSTKITSFPAF | VxRail 14G CAT6 Cable AF | | 1 | \$31.04 | \$31.04 |
| 20 | DSKLESSNVMECONFIGF | VxRail-500 Diskless NVMe Configuration F | | 1 | \$0.00 | \$0.00 |
| 21 | XCVRSFPSR1G10G AF | VxRail-500 TRANSCEIVER LC SR 1G 10G AF | | 4 | \$151.06 | \$604.24 |
| 22 | 458-001-937 | RECOVERPOINT FOR VM FOR 1-NODE HCIA | | 1 | \$0.00 | \$0.00 |
| 23 | M-PSM-SW-D3-001 | PROSUPPORT W/MISSION CRITICAL-SOFTWARE | | 1 | \$0.00 | \$0.00 |
| 24 | 456-111-959 | RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB | | 1 | \$0.00 | \$0.00 |
| 25 | 458-002-519 | 458-002-519 - VxRail VMware vSAN Enterprise | | 1 | \$0.00 | \$0.00 |
| 26 | M-PSM-SW-J-007 | M-PSM-SW-J-007 - PROSUPPORT W/MC VSAN ENT SW SUPPORT | | 1 | \$0.00 | \$0.00 |
| 27 | 456-113-807 | 456-113-807 - VxRail VMware vSANEnterprise 1Y Maint=IG | | 2 | \$0.00 | \$0.00 |
| 28 | VXROSBSPROCSF | VxRail Hyper Converged OS(BS F)=IG | | 2 | \$1,834.44 | \$3,668.88 |
| 29 | M-PSM-SW-J-001 | PROSUPPORT W/MISSION CRITICAL-SOFTWARE | | 1 | \$367.37 | \$367.37 |
| 30 | VXRO3.84SATAF | VxR Hyper Converged OS(CAP 3.84 SATA)=CF | | 2 | \$668.28 | \$1,336.56 |
| 31 | M-PSM-SW-J-001 | PROSUPPORT W/MISSION CRITICAL-SOFTWARE | | 1 | \$134.14 | \$134.14 |
| 32 | VXR-14G-MGR-DE-4.7 | VxRail Software Image V4.7=MA | | 2 | \$0.00 | \$0.00 |
| 33 | INSTLCTRYUSAFR 640F | VxRail-500 USA SHIPMOD F | | 2 | \$41.91 | \$83.82 |

Solution Quote

| # | Item Number | Description | Term | Qty | Unit Price | Extended Price |
|----|--------------------|---|------|-----|-------------|----------------|
| 34 | TPM1.2MODULEAF | VxRail-500 TPM 1.2 MODULE AF | | 2 | \$32.08 | \$64.16 |
| 35 | PS1100WPSF | VxRail-500 DUAL HOTPLG 1100W PS F | | 2 | \$426.59 | \$853.18 |
| 36 | M-PSM-HW-J-003-1Y | M-PSM-HW-J-003-1Y - PROSUPPORT W/MC VSAN ENT HW SUPP 1 YEAR | | 2 | \$2,188.52 | \$4,377.04 |
| 37 | SYSE5602SVENTF | VxRail 14G E560 1U1N 2S NVMe ENT AF | | 2 | \$10,136.56 | \$20,273.12 |
| 38 | PWR200VRACK | C13-C14 PDU RACK PWR CRD 2M N. AM | | 4 | \$0.00 | \$0.00 |
| 39 | RAILKIT1U1NHAF | VxRail-500 A8 RRAILS 2-4POSTRACKS1U1N AF | | 2 | \$26.91 | \$53.82 |
| 40 | RISER640CNFG2DUAL | VxRail-500 RISER R640 CONFIG2 LP | | 2 | \$9.84 | \$19.68 |
| 41 | PROSV41142SF | VxR Intel CPU Slv 4114 2.2G 10C 20T 2S F | | 2 | \$583.69 | \$1,167.38 |
| 42 | PROSV41141SF | VxR Intel CPU Slv 4114 2.2G 10C 20T 1S F | | 2 | \$583.69 | \$1,167.38 |
| 43 | 2SE560HSKDM165OL | VxRail-500 2S E560 165WL HTK DIMM BLNK OL | | 2 | \$13.97 | \$27.94 |
| 44 | 2S8HPFANE560165GR | VxRail-500 2S 8 HIGH PERF FAN 165W/GRT 5GR | | 2 | \$120.85 | \$241.70 |
| 45 | RDIMM2666INFO | VxRail-500 FactoryOrd Rq 2666Mhz RDIMMs | | 2 | \$0.00 | \$0.00 |
| 46 | MEMLDIMM16GBAF | VxRail-500 MEMORY 16GB RDIMM AF | | 24 | \$331.12 | \$7,946.88 |
| 47 | NDCX710QP10GBSFPAF | VxRail-500 NDC INTELX710 QP 10Gb SFP+ AF | | 2 | \$461.63 | \$923.26 |
| 48 | INSTKITSFPAF | VxRail 14G CAT6 Cable AF | | 2 | \$31.04 | \$62.08 |
| 49 | CAPSSDSATA3.84TBF | VxR 3.84TB Capacity SATA 2.5in SSD F | | 4 | \$1,914.20 | \$7,656.80 |
| 50 | CACHESSD400GB | CACHESSD400GB - VxR 400GB Cache SSD 2.5in | | 2 | \$982.48 | \$1,964.96 |
| 51 | DSKLESSNVMECONFIGF | VxRail-500 Diskless NVMe Configuration F | | 2 | \$0.00 | \$0.00 |
| 52 | XCVRSFPSR1G10GAF | VxRail-500 TRANSCEIVER LC SR 1G 10G AF | | 8 | \$151.06 | \$1,208.48 |
| 53 | 458-001-937 | RECOVERPOINT FOR VM FOR 1-NODE HCIA | | 2 | \$0.00 | \$0.00 |
| 54 | M-PSM-SW-D3-001 | PROSUPPORT W/MISSION CRITICAL-SOFTWARE | | 2 | \$0.00 | \$0.00 |
| 55 | 456-111-959 | RECOVERPOINT FOR VM FOR 1-NODE HCIA =IB | | 2 | \$0.00 | \$0.00 |
| 56 | VXROSBSPROCSF | VxRail Hyper Converged OS(BS F)=IG | | 4 | \$1,834.44 | \$7,337.76 |
| 57 | M-PSM-SW-J-001 | PROSUPPORT W/MISSION CRITICAL-SOFTWARE | | 2 | \$367.37 | \$734.74 |
| 58 | VXRO3.84SATAF | VxR Hyper Converged OS(CAP 3.84 SATA)=CF | | 4 | \$668.28 | \$2,673.12 |
| 59 | M-PSM-SW-J-001 | PROSUPPORT W/MISSION CRITICAL-SOFTWARE | | 2 | \$134.14 | \$268.28 |
| 60 | 458-002-519 | 458-002-519 - VxRail VMware vSAN Enterprise | | 2 | \$0.00 | \$0.00 |
| 61 | M-PSM-SW-J-007 | M-PSM-SW-J-007 - PROSUPPORT W/MC VSAN ENT SW SUPPORT | | 2 | \$0.00 | \$0.00 |
| 62 | 456-113-807 | 456-113-807 - VxRail VMware vSANEnterprise 1Y Maint=IG | | 4 | \$0.00 | \$0.00 |
| 63 | WU-PSM-HW-001 | PROSUPPORT W/MISSION CRITICAL-HW WARRANT | | 1 | \$1,003.02 | \$1,003.02 |
| 64 | W-PS-HW-001 | PROSUPPORT W/MBD-HARDWARE | | 1 | \$0.00 | \$0.00 |
| 65 | M-PSM-HW-E-002 | PROSUPPORT W/MISSION CRITICAL-HARDWARE | | 1 | \$1,114.20 | \$1,114.20 |
| 66 | CNX-S4048-DN-48R | CNX DN S4048 48PORT 10GbE Switch RTF AIR | | 2 | \$7,856.19 | \$15,712.38 |
| 67 | CTX-OM4-3M | OM4 50/125 MICRON OPTICAL CBL LC-LC 3M | | 16 | \$160.72 | \$2,571.52 |

Solution Quote

| # | Item Number | Description | Term | Qty | Unit Price | Extended Price |
|----|--------------------|---|------|-----|---------------|---------------------|
| 68 | CNXSFP-10G-SR | CNXSFP-10G-SR - CNX SFP 10GbE SR OPTIC 1 PACK | | 16 | \$409.67 | \$6,554.72 |
| 69 | INTCABPWRCD-B | C14-TO-C13 1M INTERNAL CAB POWER CORDS-B | | 2 | \$2.95 | \$5.90 |
| 70 | C13-PWR-12 | 2 C13 CORDS NEMA 5-15 125V 10A - NON DPE | | 2 | \$0.00 | \$0.00 |
| 71 | CNX-DNQSFP-40GDA1M | CNX DN QSFP 40G DIRECT ATTACH 1 METER | | 2 | \$252.57 | \$505.14 |
| | | | | | Total: | \$116,125.25 |