

NEW

State of Maine**Master Agreement****Effective Date:** 12/03/18**Expiration Date:** 02/28/24**Master Agreement Description:** Secondary Back up Storage**Buyer Information**

Justin Franzose 207-624-7337 ext. justin.franzose@maine.gov

Issuer Information

Joan Bolduc 207-624-9904 ext. JOAN.BOLDUC@MAINE.GOV

Requestor Information

Joan Bolduc 207-624-9904 ext. JOAN.BOLDUC@MAINE.GOV

Authorized Departments

ALL

Vendor Information**Vendor Line #: 1****Vendor ID**

VS0000022046

Vendor Name

Cybernorth LLC

Alias/DBA

CYBERNORTH

Vendor Address Information

15 Cottage Road, Unit 2433

South Portland, ME 04116

US

Vendor Contact Information

Jeremy Lombardo

207-232-7964 ext.

JLOMBARDO@CYBERNORTH.COM

Commodity Information

Vendor Line #: 1

Vendor Name: Cybernorth LLC

Commodity Line #: 1

Commodity Code: 20651

Commodity Description: Secondary backup storage

Commodity Specifications:

Commodity Extended Description: As per amendment to CT 18B 20181114*1658 attached and made part of this MA

Quantity	UOM	Unit Price
0.00000		\$0.00
Delivery Days	Free on Board	
Contract Amount	Service Start Date	Service End Date
\$2,193,940.00	12/03/18	02/28/24
Catalog Name	Discount	
	0.0000 %	
	Discount Start Date	Discount End Date



AMENDMENT

DATE: **8/22/2026**ADVANTAGE CONTRACT #: **18B-20181114*1658**

DEPARTMENT AGREEMENT #: .

AMENDMENT AMOUNT: \$ **\$2,193,940**

This Amendment, is between the following Department of the State of Maine and Provider:

State of Maine DEPARTMENT

DEPARTMENT: **DAFS, OIT**Address: **145 Statehouse Station**City: **Augusta**State: **ME**Zip Code: **04333**

PROVIDER

PROVIDER: **CyberNorth**Address: **15 Cottage Road, Unit 2433**City: **South Portland**State: **ME**Zip Code: **04116**Provider's Vendor Customer #: **VS0000022046**

Each signatory below represents that the person has the requisite authority to enter into this Contract Amendment. The parties sign and cause this Contract Amendment to be executed.

Department of Administrative and Financial Services, Office of Information Technology

CyberNorth

DocuSigned by:

9/5/2019

Signature **Frederick Brittain** Date

DocuSigned by:

9/5/2019

Signature **Jeremy Lombardo,** Date

Department of Administrative and Financial Services, Office of Information Technology

DocuSigned by:

9/5/2019

Signature **Frederick Brittain, Chief Information Officer** Date

Amendment rev. July 2019

Upon final approval by the Division of Procurement Services, a case details page will be made part of this contract.

AMENDMENT

The contract is hereby amended as follows: (Check and complete all that apply)

<input type="checkbox"/>	Amended Period:	Original Start Date: 12/3/2018 Current End Date: 2/28/2024 Amendment Start Date: New End Date: Click or tap to enter a date. Reason: Click or tap here to enter text.
<input checked="" type="checkbox"/>	Amended Contract Amount:	Amount of Adjustment: \$ 2,193,940 New Contract Amount: \$ 6,693,867.40 Reason: Add secondary backup storage
<input checked="" type="checkbox"/>	Amended Scope of Work:	The Scope of work in Rider A is amended as follows: see below
<input type="checkbox"/>	Other:	Reason:

All other terms and conditions of the original contract and subsequent contract amendments remain in full force and effect.

CODING

LINE TOTAL	FUND	DEPT	UNIT	SUB UNIT	OBJ	PROGRAM	PROGRAM PERIOD	BOND FUNDING	FISCAL YEAR
\$369,858	038	18B	2008	01	0115		5-yrs		

LINE TOTAL	FUND	DEPT	UNIT	SUB UNIT	OBJ	PROGRAM	PROGRAM PERIOD	BOND FUNDING	FISCAL YEAR
\$1,824,082	038	18B	0155	01	0091	(2008 prepay	5-yrs		

(Departments - Attach separate sheet as needed for additional coding.)

Hyperconvergence, using the Simplivity platform has been adopted as an enterprise computing platform. OIT issued an RFP for this platform in 2018 and as a result, CyberNorth was awarded the contract. As requirements for increased growth in services, a corresponding growth in the infrastructure is also required. Also, as a result of the backup redesign, CyberNorth and OIT identified Cohesity as the backup solution. Cohesity, running on HPE's hyperconverged platform was determined to be the best fit. This will reduce the overall on-prem storage, as well as costs to our customers.

Due to the continuing need for increased capacity, making this contract a Master Agreement will allow the flexibility in acquiring the growth of the HPE hyperconverged platform and Cohesity.

Future requirements for these products will be executed as a Delivery Order. All agreements for services initiated during the duration of this Contract and whose performance and payment time frames extend past the end date of the then-current term of the contract shall remain in effect for performance and payment purposes only, limited to

the time frame and services established per each written agreement. No new agreements may be executed after the Contract has expired.

All other terms and conditions are consistent with those in Contract #18B-20181114*1658.

Requirements to support the Secondary Storage Solution are below:

Part Number	Description	Quantity	List Price	Discount %	Total Discount	Extended Price
COHESITY SECONDARY STORAGE SOLUTION						
HPDL380-96	HPE DL380 NODES WITH 2 x INTEL XEON GOLD 16 CORE 2.8 Ghz 128 GB RAM 12 x 8TB HDD, 2 x 3.2 TB SSD PER NODE, INCLUDES (5) YEAR HPE FOUNDATION CARE SUPPORT	12	\$618,228.00	40.17%	-\$248,370.00	\$369,858.00
SUB-DATAPLAT-STD-5YR	FIVE (5) YEAR COHESITY DATAPLATFORM STANDARD EDITION SUBSCRIPTION (1TB). INTELLIGENT WEB-SCALE SOFTWARE FOR CONSOLIDATING SECONDARY DATA WITH MULTI-PROTOCOL ACCESS (NFS, S3 & SMB), REPLICATION, ACCESS MANAGEMENT, MONITORING, REST API, ENCRYPTION, SNAPS	922	\$2,489,400.00	44.91%	-\$1,118,118.00	\$1,371,282.00
SUB-DPRT-ULARC-5YR	FIVE (5) YEAR COHESITY DATAPROTECT ADD-ON SUBSCRIPTION (1 TB). BACKUP SOFTWARE FOR VIRTUAL AND PHYSICAL ENVIRONMENTS. SUBSCRIPTION PER TB OF BACKEND STORAGE USED FOR BACKUP. INCLUDED IS UNLIMITED CLOUD ARCHIVE.	72	\$338,400.00	36.37%	-\$123,100.00	\$215,300.00
SUB-CLOUDTIER-5YR	FIVE (5) YEAR COHESITY CLOUDTIER ADD-ON SUBSCRIPTION (1 TB). PROVIDES ABILITY TO TIER DATA TO SUPPORTED CLOUD STORAGE TARGETS. CUSTOMER MUST SEPARATELY PROCURE STORAGE CAPACITY FROM A SUPPORTED CLOUD TARGET. SUBSCRIPTION PER TB OF CLOUD STORAGE TO BE USED	240	\$324,000.00	26.69%	-\$86,500.00	\$237,500.00
CN-Support-Cohesity	CyberNorth Cohesity Support: 5 Years CyberNorth Support	12	\$60,000.00	100.00%	No Charge	No Charge
	TOTAL LIST PRICE					\$3,770,028.00
	TOTAL DISCOUNT					-\$1,576,088.00
	TOTAL PRICE TO THE STATE OF MAINE					\$2,193,940.00
	*Pricing does not include tax or shipping fees					

- Pricing does not include taxes.
- Pricing does include shipping.
- Net 30 Payment terms.