



## **RESOLUTION APPROVING AWARD OF CONTRACT FOR STORAGE, SERVERS, AND BACKUP**

### **OVERVIEW**

The Information Technology Department's strategic plan has identified a critical need to replace the existing storage, server and backup infrastructure. Identified in the 2017 Work Plan under City Council Goal #2 was Outcome 2.4 – Reliable, scalable, available and secure technology, which this project directly supports and is critical to achieving this outcome.

Replacing the IT infrastructure hardware is a routine part of maintaining the IT infrastructure and the current servers, storage and backup technologies are end of life and have reached capacity. The identified funding for the project is within the IT Designated Retained Earnings – Network Hardware Replacement. While part of the 2017 work plan, the assessment was incomplete until December 2016, meaning project costs and technology design were unavailable during the budget process. Ordinance 2126 is on 2<sup>nd</sup> reading on April 3<sup>rd</sup>, 2017 for Council to consider to amend the 2017 budget for this project.

The convergence of the replacement cycle and maturation of converged storage, server and network technologies provide the City with an opportunity to upgrade our data center infrastructure with modern systems that will provide the City with a scalable, secure and reliable platform to build out the City's technology through the next technology evolution.

The Information Technology Department has conducted a RFP process in accordance with City's procurement procedure.

The following shows the schedule of events pertaining to the RFP process:

|                                      |                  |
|--------------------------------------|------------------|
| Publication and distribution of RFP: | 1/3/2017         |
| Vendor question submittal deadline:  | 1/12/2017        |
| Answer Matrix to Questions Posted:   | 1/19/2017        |
| RFP Due Date:                        | 1/27/2017        |
| Vendor Finalist Selected:            | 2/3/2017         |
| Vendor Presentations:                | Week of 2/6/2017 |

### **Selection Process:**

The City received eight responses to the RFP. A multi phased evaluation approach was used to evaluate the vendors consisting of the following:

1. The team conducted market research to identify leading technologies within the storage, server and backup areas.
2. The project team evaluated each of the written responses based on the following criteria:

- Respondent's ability to meet requirements
- Technology vision, platform and architecture
- Proven ability to deliver on similar projects
- Price

From this evaluation, the following five respondents were selected for vendor presentations:

- Dell EMC – Sentinel Technologies
- Hitachi – Netsource
- HP Proliant – HP Enterprise
- Nutanix – Advanced Systems Group
- Dell EMC – OneNeck Solutions

3. Respondent's presentations were conducted allowing the team to further evaluate each solution based on the evaluation criteria.
4. The project team conducted a post presentation meeting and developed the following rankings based on the selection criteria:

| <b>Solution</b>                    | <b>Average Ranking</b> |
|------------------------------------|------------------------|
| Dell EMC – Sentinel Technologies   | 1                      |
| Hitachi – Netsource                | 2.25                   |
| HP Proliant VMWare – HP Enterprise | 2.75                   |
| Nutanix – Advanced Systems Group   | 4.5                    |
| Dell EMC – OneNeck Solutions       | 4.5                    |

**Evaluation Team:**

Justin Bingham – IT Director  
 Natalie Ison – IT System Administration Supervisor  
 Cameron Smith – IT System Administrator  
 Doug Hindman – IT Manager

**Funding Source:**

Fund Balance – IT Internal Services Fund - Network Hardware Replacement

**Staff Recommendations:**

Based on the results of the RFP process, staff recommends the City negotiate a contract agreement with Sentinel Technologies Inc.

**Next Steps:**

With Council approval, IT staff will work with the Sentinel Technologies team to complete a detailed discovery and design phase to determine the final project costs of hardware, software and professional services. The total cost of the project will not exceed \$500,000.

Targeted completion date of this project is May 31<sup>st</sup>, 2017.

