



V I L L A G E O F K E Y B I S C A I Y N E

Office of the Village Manager MEMORANDUM

Village Council
Mayra P. Lindsay, *Mayor*
Franklin H. Caplan, *Vice Mayor*
Luis F. de La Cruz
Theodore Holloway
Michael E. Kelly
Edward London
James Taintor

Village Manager
John C. Gilbert

DATE: October 27, 2015

TO: Honorable Mayor and Members of the Village Council

FROM: John C. Gilbert, Village Manager

RE: Storage Area Network (SAN) and Data Domain Back-up Solutions

RECOMMENDATION

It is recommended that the Village Council approve the attached Resolution entering into an agreement with United Data Technologies (UDT) to install and configure a network data storage and a back-up solution for the Civic Center at a cost not to exceed \$89,964.

This will provide high performance, scalable data storage and back-up capabilities for server virtualization and redundancy in a cost effective solution. In addition it will enhance mission critical services for the Police and Fire Departments while also providing continued operations for all Village Departments.

BACKGROUND

The Village currently does not have a centralized storage area network solution and thereby, limits the Village's capability to replicate virtualized servers and data. Currently, the data storage solutions are different within the Village Departments. In order to realize the full benefits of server virtualization and in-cloud data storage for all Department's within the Village, we must first deploy a reliable data storage and back-up solution that will [by design] replicate and back-up all network data with little to no user intervention.

After careful review of the attached proposals submitted (see attached Exhibit B and C), United Data Technologies (UDT) is the lowest most responsible bidder at a total cost not to exceed \$89,964. Funding for this project is in the FY2016 Capital Improvements Plan.

Reviewed by Chad Friedman from Weiss Serota Helfman Pastoriza Cole & Boniske as to form and legal sufficiency.

RESOLUTION NO. 2015-

A CAPITAL PROJECT AUTHORIZING RESOLUTION OF THE VILLAGE COUNCIL OF THE VILLAGE OF KEY BISCAYNE, FLORIDA, SELECTING UNITED DATA TECHNOLOGIES, INC. FOR THE PURCHASE, INSTALLATION AND CONFIGURATION OF A VILLAGE WIDE NETWORK DATA STORAGE AND BACKUP SYSTEM FOR THE CIVIC CENTER CAMPUS; PROVIDING FOR AUTHORIZATION; AND PROVIDING FOR AN EFFECTIVE DATE.

WHEREAS, the Village of Key Biscayne, Florida (the “Village”) recently sought proposals for the purchase, installation and configuration of a Village wide network data storage and backup system (the “Equipment”) for the civic center campus; and

WHEREAS, after review and consideration of the proposals submitted, the Village staff recommended that the Village Council select United Data Technologies, Inc. (the “UDT”) for the Equipment as they were the lowest responsive responsible bidder; and

WHEREAS, the Village Council desires to select UDT for the purchase, installation and configuration of the Equipment, and authorizes the Village Manager to enter into an agreement with UDT, consistent with the proposal attached hereto as Exhibit “A;” and

WHEREAS, the Village Council finds that this Resolution is in the best interest and welfare of the residents of the Village.

NOW, THEREFORE, BE IT RESOLVED BY THE VILLAGE COUNCIL OF THE VILLAGE OF KEY BISCAYNE, FLORIDA, AS FOLLOWS:

Section 1. Recitals Adopted. Each of the above stated recitals are hereby adopted, confirmed and incorporated herein.

Section 2. UDT Selected. The Village Council hereby selects UDT for the purchase, installation and configuration of the Equipment in an amount not to exceed \$89,964 as further

provided in the proposal attached hereto as Exhibit "A."

Section 3. Village Manager Authorized. The Village Manager is hereby authorized to execute an agreement with UDT for the Equipment in an amount not to exceed \$89,964 consistent with the proposal attached hereto as Exhibit "A," subject to the Village Attorney's approval as to form, content and legal sufficiency.

Section 4. Effective Date. This Resolution shall be effective immediately upon adoption.

PASSED AND ADOPTED this ____ day of _____, 2015.

MAYOR MAYRA PEÑA LINDSAY

ATTEST:

CONCHITA H. ALVAREZ, MMC, VILLAGE CLERK

APPROVED AS TO FORM AND
LEGAL SUFFICIENCY

VILLAGE ATTORNEY



Quotation

Quote #	Date
37071	05/25/2015
Sales Rep	
Jim Preston 305-882-0435 x 5928	

For	Customer #	Phones								
Jose Calvo Village of Key Biscayne Police Dept 88 West McIntyre Key Biscayne FL 33149	VD1155	Wk 954-549-9149 Fax 305-365-5556								
		<table border="1"> <tr> <th>PO #</th> <th>Terms</th> <th>Ship Date</th> <th>Ship Via</th> </tr> <tr> <td></td> <td>BANK XFER</td> <td></td> <td></td> </tr> </table>	PO #	Terms	Ship Date	Ship Via		BANK XFER		
PO #	Terms	Ship Date	Ship Via							
	BANK XFER									

Part	Description	Qty	Price	Extended
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EMC SOLUTION PACKAGE - ONE YEAR SUPPORT

1)	KBPD - HARDWARE - VNX-E 3200			
	V32D12AN5QM12	EMC VNXe3200;2xSP DPE;25x2.5 DS;12x900GB 10K	1	
	FLV62S6F-200	EMC VNXe 3200 200GB FAST CACHE 25X2.5	3	
	V32-PWR-12	EMC 2 C13 PWRCRD W/ NEMA 5-15 PLUGS 125V 10A	2	
		Subtotal	1	14,611.00
				14,611.00
2)	KBPD - SOFTWARE			
	VNXE-LS-SN	EMC VNXe LICENSE SOLUTION PSNT AS LAC	1	
	456-104-909	EMC VNXE3200 FAST SUITE =IC	1	
	456-104-905	EMC VNXE3200 BASE DUAL SP ECOSYS =IC	1	
	456-106-747	EMC VNXE3200 Remote Protection=IC	1	
		Subtotal	1	2,752.00
				2,752.00
3)	KBPD - SERVICES			
	PSINT-ESRS	EMC ZERO DOLLAR ESRS INSTALL	1	
	PS-BAS-RSVXED	EMC REMOTE DEPLOY SUPPORT FOR VNXE UNIFIED	1	
		Subtotal	1	1,250.00
				1,250.00
4)	KBPD - MAINTENANCE			
	M-ENHSWE-002	EMC ENHANCED SW SUPPORT	1	
	WU-ENHHWE-02	EMC ENHANCED HW SUPPORT-WARR UPG	1	
		Subtotal	1	1,466.00
				1,466.00
5)	KB CITY HALL HARDWARE - VNX-E 3200			
	V32D12AN5QM12	EMC VNXe3200;2xSP DPE;25x2.5 DS;12x900GB 10K	1	
	FLV62S6F-200	EMC VNXe 3200 200GB FAST CACHE 25X2.5	3	
	V32-PWR-12	EMC 2 C13 PWRCRD W/ NEMA 5-15 PLUGS 125V 10A	2	
		Subtotal	1	14,611.00
				14,611.00
6)	KB CITY HALL - SOFTWARE			
	VNXE-LS-SN	EMC VNXe LICENSE SOLUTION PSNT AS LAC	1	
	456-104-909	EMC VNXE3200 FAST SUITE =IC	1	
	456-104-905	EMC VNXE3200 BASE DUAL SP ECOSYS =IC	1	
	456-106-747	EMC VNXE3200 Remote Protection=IC	1	
		Subtotal	1	2,752.00
				2,752.00



United Data Technologies

8825 NW 21st Terrace, Doral, FL 33172
 T 305.882.0435 | F 305.882.0436 | www.udtonline.com

Quotation

Quote #	Date
37071	05/25/2015
Sales Rep	
Jim Preston 305-882-0435 x 5928	

For	Customer #	Phones
Jose Calvo Village of Key Biscayne Police Dept 88 West McIntyre Key Biscayne FL 33149	VD1155	Wk 954-549-9149 Fax 305-365-5556
	PO #	Terms
		BANK XFER
	Ship Date	Ship Via

	Part	Description	Qty	Price	Extended
	456-103-951	EMC Backup and Recovery Manager - NetWorker	1		
	456-105-958	EMC Data Prot Suite Backup 1-10TB=CA	5		
	456-106-406	EMC DPS for BU DDBoost for Apps ENABLER=CA	1		
	456-107-278	EMC CloudBoost ENABLER=CA	1		
	456-107-280	EMC DPS for BU DP Search ENABLER=CA	1		
	456-107-330	EMC CloudBoost Client (AV) ENABLER=CA	1		
	ADS-OPT-DD	EMC DATA DOMAIN BACKUP TARGET	1		
		Subtotal	1	17,260.00	17,260.00
14)		DPS 1 YR SUPPORT - MAINTENANCE			
	M-PRESWDD-M1	EMC PREMIUM SOFTWARE SUPPORT (DD)	1		
		Subtotal	1	5,242.00	5,242.00
15)		DPS PS - UPGRADE SOLUTION - SOFTWARE			
	456-103-951	EMC Backup and Recovery Manager - NetWorker	1		
		Subtotal	1		
16)		DPS PS - SERVICES			
	PS-BAS-NWSMBR	EMC Remote Implementation for SMB base svc	1		
		Subtotal	1	2,983.00	2,983.00
17)		DPS PS - MAINTENANCE			
	M-PRESWDD-H1	EMC PREMIUM SOFTWARE SUPPORT (DD)	1		
		Subtotal	1		
18)		DATA MIGRATION SERVICES			
	PS-BAS-DMBEE	EMC Data Migration - Block Event	1		
		Subtotal	1	9,600.00	9,600.00
19)		HP 2530-24G Switch			
	J9776A#ABA	HP 2530-24G Switch - Rackmount - 1U - 24 x 10/100/1000BaseT - 4 x SFP Slots - Layer 2 Managed - Lifetime Warranty	1		
		Subtotal	2	729.00	1,458.00

NOTES: These HP switches are Layer 2 ONLY, Not Layer 3 -- and they don't feature redundant power capability -- but they ARE lifetime warranted, and they should get the job



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		PO #	Terms	Ship Date
			BANK XFER	
		Ship Date	Ship Via	

Part	Description	Qty	Price	Extended
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done for the short term until something more robust can be funded.

Thanks Jose! Best regards, Jim

Subtotal	89,964.00
TOTAL	\$89,964.00



Pricing Proposal
 Quotation #: 9681709
 Created On: 5/15/2015
 Valid Until: 6/14/2015

City of Key Biscayne FL

Jose Calvo
 88 W McIntyre St
 Key Biscayne, FL 33149
 UNITED STATES
 Phone: 305-365-8990 ext. 1109
 Fax:
 Email: JRCALVO@kbpd.net

Inside Account Executive

Jim Grogan
 290 Davidson Ave
 Somerset, NJ 08873
 Phone: 732-652-0833
 Fax: 732-564-8224
 Email: Jim_Grogan@shi.com

All Prices are in US Dollar (USD)

	Product	Qty	Your Price	Total
1	NW SOURCE CAP DATA ZONE ENABLER=IA EMC - Part#: 456-103-178	20	\$0.00	\$0.00
2	EMC BACKUP SUITE AVAMAR ENABLER EMC - Part#: 456-103-247	1	\$0.00	\$0.00
3	EMC BACKUP SUITE DPA ENABLER EMC - Part#: 456-103-248	1	\$0.00	\$0.00
4	Backup and Recovery Manager Avamar EMC - Part#: 456-103-950	1	\$0.00	\$0.00
5	Backup and Recovery Manager - NetWorker EMC - Part#: 456-103-951	1	\$0.00	\$0.00
6	Data Prot Suite Backup 1-10TB=CA EMC - Part#: 456-105-958	5	\$7,333.00	\$36,665.00
7	DPS for BU DDBoost for Apps ENABLER=CA EMC - Part#: 456-106-406	1	\$0.00	\$0.00
8	CloudBoost ENABLER=CA EMC - Part#: 456-107-278	1	\$0.00	\$0.00
9	DPS for BU DP Search ENABLER=CA EMC - Part#: 456-107-280	1	\$0.00	\$0.00
10	CloudBoost Client (AV) ENABLER=CA EMC - Part#: 456-107-330	1	\$0.00	\$0.00
11	DATA DOMAIN BACKUP TARGET EMC - Part#: ADS-OPT-DD	1	\$0.00	\$0.00

12	ENHANCED SOFTWARE SUPPORT (DD) EMC - Part#: M-ENHSWDD-M1	1	\$8,005.00	\$8,005.00
13	Backup and Recovery Manager - NetWorker EMC - Part#: 456-103-951	1	\$0.00	\$0.00
14	Remote Implementation for SMB base svc EMC - Part#: PS-BAS-NWSMBR	1	\$2,586.00	\$2,586.00
15	PREMIUM SOFTWARE SUPPORT (DD) EMC - Part#: M-PRESWDD-H1	1	\$0.00	\$0.00
16	VNXe3200;2xSP DPE;25x2.5 DS;12x900GB 10K EMC - Part#: V32D12AN5QM12	1	\$8,927.00	\$8,927.00
17	VNXe 3200 200GB FAST CACHE 25X2.5 EMC - Part#: FLV62S6F-200	3	\$2,092.00	\$6,276.00
18	2 C13 PWRCRD W/ NEMA 5-15 PLUGS 125V 10A EMC - Part#: V32-PWR-12	2	\$0.00	\$0.00
19	VNXe LICENSE SOLUTION PSNT AS LAC EMC - Part#: VNXE-LS-SN	1	\$0.00	\$0.00
20	VNXE3200 FAST SUITE =IC EMC - Part#: 456-104-909	1	\$0.00	\$0.00
21	VNXE3200 BASE DUAL SP ECOSYS =IC EMC - Part#: 456-104-905	1	\$3,007.00	\$3,007.00
22	VNXE3200 Remote Protection=IC EMC - Part#: 456-106-747	1	\$0.00	\$0.00
23	ZERO DOLLAR ESRS INSTALL EMC - Part#: PSINST-ESRS	1	\$0.00	\$0.00
24	REMOTE DEPLOY SUPPORT FOR VNXE UNIFIED EMC - Part#: PS-BAS-RSVXED	1	\$1,023.00	\$1,023.00
25	ENHANCED SW SUPPORT EMC - Part#: M-ENHSWE-002	1	\$1,443.00	\$1,443.00
26	ENHANCED HW SUPPORT-WARR UPG EMC - Part#: WU-ENHHWE-02	1	\$987.00	\$987.00
27	SYSTEM DD2200 NFS CIFS EMC - Part#: DD2200	1	\$0.00	\$0.00
28	SYSTEM DD2200-7X2TB SAS 14TB NFS CIFS EMC - Part#: DD2200-14TB	1	\$5,730.00	\$5,730.00
29	POWER CORD,DD NORAMERIC120V,5-15P,C13,2M EMC - Part#: PC-NA120V-1N	1	\$0.00	\$0.00
30	DOCS; DD OS DOC; A2	1	\$0.00	\$0.00

EMC - Part#: DDOS-DOC-A2

31	OPTION FIELD INSTALL KIT DD2200 EMC - Part#: C-FLDIN2200	1	\$0.00	\$0.00
32	IMPL FOR DD 0 SHELF QS EMC - Part#: PS-BAS-DD00	1	\$2,046.00	\$2,046.00
33	ENHANCED SOFTWARE SUPPORT (DD) EMC - Part#: M-ENHSWDD-E1	1	\$372.00	\$372.00
34	ENHANCED SYSTEM SUPPORT (DD) EMC - Part#: M-ENHHWDD-E1	1	\$516.00	\$516.00
35	LICENSE BASE DD OE DD2200-14=IA EMC - Part#: L-DDOE-DD2200-14	1	\$4,128.00	\$4,128.00
36	VNXe3200;2xSP DPE;25x2.5 DS;12x900GB 10K EMC - Part#: V32D12AN5QM12	1	\$8,927.00	\$8,927.00
37	VNXe 3200 200GB FAST CACHE 25X2.5 EMC - Part#: FLV62S6F-200	3	\$2,092.00	\$6,276.00
38	2 C13 PWRCRD W/ NEMA 5-15 PLUGS 125V 10A EMC - Part#: V32-PWR-12	2	\$0.00	\$0.00
39	VNXe LICENSE SOLUTION PSNT AS LAC EMC - Part#: VNXE-LS-SN	1	\$0.00	\$0.00
40	VNXE3200 FAST SUITE =IC EMC - Part#: 456-104-909	1	\$0.00	\$0.00
41	VNXE3200 BASE DUAL SP ECOSYS =IC EMC - Part#: 456-104-905	1	\$3,007.00	\$3,007.00
42	VNXE3200 Remote Protection=IC EMC - Part#: 456-106-747	1	\$0.00	\$0.00
43	ZERO DOLLAR ESRS INSTALL EMC - Part#: PSINST-ESRS	1	\$0.00	\$0.00
44	REMOTE DEPLOY SUPPORT FOR VNXE UNIFIED EMC - Part#: PS-BAS-RSVXED	1	\$1,023.00	\$1,023.00
45	ENHANCED SW SUPPORT EMC - Part#: M-ENHSWE-002	1	\$1,443.00	\$1,443.00
46	ENHANCED HW SUPPORT-WARR UPG EMC - Part#: WJ-ENHHWE-02	1	\$987.00	\$987.00
			Total	\$103,374.00

The Products offered under this proposal are subject to the SHI Return Policy posted at www.shi.com/returnpolicy, unless there is an existing agreement between SHI and the Customer.

Exhibit C

Prepared For: **EMC**

Prepared By: **Robert Eide**
Arrow Enterprise Computing Solutions

End User: **VILLAGE OF KEY BISCAIYNE**
End User Address: **88 W MCINTYRE ST, KEY BISCAIYNE, FL 33149**
Maintenance Included: **12 Months on everything**

- Finance Options Available -

Configuration Quote			
Qty	Model	Description	Price
1	V32D12AN5QM12	VNXe3200;2xSP DPE;25x2.5 DS;12x900GB 10K	\$ 14,488.00
3	FLV62S6F-200	VNXe 3200 200GB FAST CACHE 25X2.5	\$ 10,185.00
2	V32-PWR-12	2 C13 PWRCRD W/ NEMA 5-15 PLUGS 125V 10A	\$ -
1	VNXE-LS-SN	VNXe LICENSE SOLUTION PSNT AS LAC	\$ -
1	456-104-909	VNXE3200 FAST SUITE =IC	\$ -
1	456-104-905	VNXE3200 BASE DUAL SP ECOSYS =IC	\$ 4,880.00
1	456-106-747	VNXE3200 Remote Protection=IC	\$ -
1	PSINST-ESRS	ZERO DOLLAR ESRS INSTALL	\$ -
1	PS-BAS-RSVXED	REMOTE DEPLOY SUPPORT FOR VNXE UNIFIED	\$ 1,250.00
1	M-ENHSWE-002	ENHANCED SW SUPPORT	\$ 781.00
1	WU-ENHHWE-02	ENHANCED HW SUPPORT-WARR UPG	\$ 1,601.00
20	456-103-178	NW SOURCE CAP DATA ZONE ENABLER=IA	\$ -
1	456-104-247	EMC BACKUP SUITE AVAMAR ENABLER	\$ -
1	456-104-248	EMC BACKUP SUITE DPA ENABLER	\$ -
1	456-103-950	Backup and Recovery Manager Avamar	\$ -
1	456-103-951	Backup and Recovery Manager - NetWorker	\$ -
5	456-105-958	Data Prot Suite Backup 1-10TB=CA	\$ 60,500.00
1	456-106-406	DPS for BU DDBoost for Apps ENABLER=CA	\$ -
1	456-107-278	CloudBoost ENABLER=CA	\$ -
1	456-107-280	DPS for BU DP Search ENABLER=CA	\$ -
1	456-107-330	CloudBoost Client (AV) ENABLER=CA	\$ -
1	ADS-OPT-DD	DATA DOMAIN BACKUP TARGET	\$ -
1	M-PRESWDD-M1	PREMIUM SOFTWARE SUPPORT (DD)	\$ 13,915.00
1	456-103-951	Backup and Recovery Manager - NetWorker	\$ -
1	PS-BAS-NWSMBR	Remote Implementation for SMB base svc	\$ 3,160.00
1	M-PRESWDD-H1	PREMIUM SOFTWARE SUPPORT (DD)	\$ -
1	DD2200	SYSTEM DD2200 NFS CIFS	\$ -
1	DD2200-14TB	SYSTEM DD2200-7X2TB SAS 14TB NFS CIFS	\$ 9,300.00
2	PC-NA120V-1N	POWER CORD,DD NORAMERIC120V,5-15P,C13,2M	\$ -
1	DDOS-DOC-A3	DOCS; DD OS DOC; A3	\$ -
1	C-FLDIN2200	OPTION FIELD INSTALL KIT DD2200	\$ -
1	PSINST-ESRS	ZERO DOLLAR ESRS INSTALL	\$ -
1	PS-BAS-DD00	IMPL FOR DD 0 SHELF QS	\$ 2,500.00
1	M-ENHSWDD-E1	ENHANCED SOFTWARE SUPPORT (DD)	\$ 603.00
1	M-ENHHWDD-E1	ENHANCED SYSTEM SUPPORT (DD)	\$ 837.00
1	L-DDOE-DD2200-14	LICENSE BASE DD OE DD2200-14=IA	\$ 6,700.00
1	V32D12AN5QM12	VNXe3200;2xSP DPE;25x2.5 DS;12x900GB 10K	\$ 14,488.00
3	FLV62S6F-200	VNXe 3200 200GB FAST CACHE 25X2.5	\$ 10,185.00
2	V32-PWR-12	2 C13 PWRCRD W/ NEMA 5-15 PLUGS 125V 10A	\$ -
1	VNXE-LS-SN	VNXe LICENSE SOLUTION PSNT AS LAC	\$ -
1	456-104-909	VNXE3200 FAST SUITE =IC	\$ -
1	456-104-905	VNXE3200 BASE DUAL SP ECOSYS =IC	\$ 4,880.00
1	456-106-747	VNXE3200 Remote Protection=IC	\$ -
1	PSINST-ESRS	ZERO DOLLAR ESRS INSTALL	\$ -
1	PS-BAS-RSVXED	REMOTE DEPLOY SUPPORT FOR VNXE UNIFIED	\$ 1,250.00
1	M-ENHSWE-002	ENHANCED SW SUPPORT	\$ 781.00
1	WU-ENHHWE-02	ENHANCED HW SUPPORT-WARR UPG	\$ 1,601.00
Total List:			\$ 163,885.00

Terms Notes

Terms Notes: (See additional details on "Terms and Conditions" tab)
 *Prices and discounts (if any) apply only to the specific quantities and estimated delivery schedules shown above.
 *Any variation in quantity or requested delivery may result in prices or discount changes.
 *Subject to continuing credit approval, terms of payment are net 30 days from the invoice date unless otherwise specified.
 *This quote is firm for 30 days from the date above, but prices, estimated delivery schedules and product availability may change as a result of delay in order placement, changes in the cost of precious metals, or other causes beyond our control as set forth in paragraph 6 on the second page hereof (our terms & c
 Once product is ordered and shipped there is NO right of return. Manufacturers do not allow for a credit once product is shipped.
 *Product cannot be returned if ordered in error.
 *Product cannot be returned if next generation product has been released.

Terms and Conditions