

EXECUTIVE SUMMARY



TO: Bob Vitas, City Manager

FROM: Mark Z. Finigan, Assistant City Manager, Admin.

DATE: 10/2/2012

SUBJECT: Purchase of EMC Data Domain Backup Solution– GovConnect

ACTION STATEMENT:

City of Key West City Commission is respectfully requested to approve the purchase from GovConnect of the following EMC data backup components at a total cost of \$32,162.00:

<u>Qty</u>	<u>Description</u>	<u>Unit Price</u>	<u>Extended Price</u>
1	EMC Data Domain DD640-12X1;12T;NFS;CIFS	\$18,250.00	\$18,250.00
1	NIC GBE LP PCIe TX 2-port copper	\$ 250.00	\$ 250.00
1	Implementation DD	\$ 2,375.00	\$ 2,375.00
1	Enhanced System Support	\$ 2,459.00	\$ 2,459.00
1	Enhanced Software Support	\$ 395.00	\$ 395.00
1	DD640 Boost License	\$ 1,445.00	\$ 1,445.00
1	NW MOD MS SQL SVR CLNT	\$ 109.00	\$ 109.00
7	Networker Virtual Edition Client	\$ 135.00	\$ 945.00
	NW CLNT Windows (25)	\$ 769.00	\$ 769.00
1	NW Data Domain DEV Type Enabler 7TB CAP	\$ 640.00	\$ 640.00
1	NW Data Domain DEV Type 5TB CAP	\$ 500.00	\$ 500.00
1	NW Premium Soft Support	\$ 4,025.00	\$ 4,025.00
	TOTAL		\$32,162.00

The aforementioned equipment is being purchased pursuant to City of Key West Code Section 2-797 (4) (b.). Formal competitive bidding procedures for acquisitions which exceed \$20,000 were substituted with requests for written competitive quotes from the following vendors:

- Gov Connection (see attached quote) *
- Arrow Enterprise Computing (see attached quote)
- Round Tower Technologies (see attached quote)

* The first authorized dealer, in this case Gov Connection, to request pricing from EMC for a specific customer request, in this case the City of Key West, is extended most favorable pricing terms from EMC. Other authorized dealers are able to secure pricing from EMC, however, such pricing terms can be considerably less competitive than the dealer who was the first to establish the “relationship” with EMC.

Additionally, the requested EMC data backup components form the “backbone” of the City’s electronic media storage “solution” and any transition to a new solution is viewed by the IT Department as cost prohibitive and ultimately could result in a storage solution which is technical insufficient to meet the demands of the City. Therefore, the Purchasing Agent and City Management have determined the EMC data backup solution meets the conditions of City of Key West Code Section 2-844, Brand Name Specifications and therefore the EMC equipment qualifies as a “brand name “ purchase.

BACKGROUND:

The City of Key West has outgrown the current backup solution and cannot meet the needed data requirements for backing up data and servers with the current system.

Current Environment

- Software based backup
- Uses server hard drives as backup media
- Significant times needed to backup data
- Significant times needed to restore data
- Data retention is limited.
- Multiple software’s needed to complete backups

The EMC Data Domain deduplication storage system optimizes storage capacity, retention, and replication of backup data. The system has continuous recovery verification fault detection and self-healing, and reduces the needed bandwidth for backing up data. It significantly reduces backup and restore times compared to the current back solution as well as having the capacity for long-term storage of mission critical City of Key West data.

Benefits of the Data Domain solution to the City of Key West

- Hardware based solution
- Single system for backup, eliminates the need for multiple backup applications
- Deduplication technology that eliminates duplicate copies of repeating data to significantly reduce backup set size by 10 to 30 times on average.
- Scalable to meet the growing need for mission critical data for the City of Key West.
- Reduces staff time for backup administration
- Longer back set retention
- Significantly reduced backup and restore times.

FINANCIAL IMPACT:

The FY 2012-13 City of Key West budget included an appropriation for the requested Data Domain Backup Solution.

RECOMMENDATION:

Approve the purchase of the aforementioned equipment from GovConnect at a total cost of \$32,162.00.