

PORT ST. LUCIE CITY COUNCIL  
AGENDA ITEM REQUEST

COUNCIL ITEM 13E  
DATE 2/13/12

Meeting Date: February 13, 2012

Public Hearing  Ordinance  Resolution  Motion

Item: 20110102 – Replace HP Storage Area Network (“SAN”) from Presidio Networked Solutions, Inc. for \$232,648.48.

Recommended Action:

- 1) Waive the bidding, equal to or lower than existing contract, Chapter 35.06, and approve equipment purchase from Presidio Networked Solutions, Inc. for \$232,648.48.

Exhibits: Department memo attached [  ] yes [  ] no  
Waive the Bidding Memo  
Specifications and pricing from Presidio based on State Contract price  
Specifications and pricing from Presidio offered to City

Summary Explanation/Background Information:

The current equipment is obsolete and needs to be replaced to prevent failure. Pricing was obtained from State Contract in the amount of \$560,543.11. Presidio has offered the purchase to the City for the amount of 232,648.48 for a savings of \$327,648.63.

Purchase (X) is a replacement

Purchase (X) was budgeted ( ) was not budgeted.

One time Expenditure: \$232,648.48

Department requests expenditure from the following:

Fund	001	General Fund
Cost Center	1320	MIS
Object Code	564200	Office Equipment
Project	00000	

Director of OMB concurs with award: CS

City Manager concurs with award: JAB

Submitted by: Daniel Hakim [Signature]

Title: MIS Director

Date Submitted: February 6, 2012

**RECEIVED**

FEB 06 2012

City Manager's Office

# Memo

**To:** Dave Pollard, OMB director  
**From:** Daniel Hakim, MIS Director *DH*  
**CC:** Jerry Bentrrott, City Manager  
Cheryl Shanaberger, Deputy Director, OMB  
**Date:** 2/6/2012  
**Re:** **Storage Area Network (SAN) replacement.**

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Our SAN has reached End of Life with 10 years of service. The replacement SAN will enable to replace our out of date disk storage system and upgrade our capacity and respond to the expansion of the City's business needs and to ensure our Disaster Recovery plan. This Item is in our budget for \$250,000.00. The actual price on the state contract is \$560,543.11. Our choice to use The Presidio for this purchase is based on their track record with us. Their quote for this replacement is 232,648.48, (see attached documents). If you have any question please feel free to contact me @ 7374.

## MEMORANDUM

To: City Council

From: Jerry Bentrutt, City Manager

Date: February 13, 2012

Re: Waive Bidding, equal to or lower than existing contract, Chapter  
35.06

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Pursuant to Section 35.06, equal to or lower than existing contract, recommend that the Council waive the bidding and approve the SANs equipment purchase from Presidio for \$232,648.48.

The current computer equipment is obsolete and needs to be replaced to prevent failure.

Therefore, it is recommended that the City council in accordance with Section 35.06, equal to or lower than existing contract; waive the bidding process and approve the equipment purchase from Presidion for \$232,648.48.

/CAS

# PRESIDIO

Quote #: 11209075-01

Date: 02/01/2012

Page: 1 of 2

Title: City of Port St. Lucie - NetApp Florida State Contract Pricing

To:

City of Port St. Lucie, FL  
 Mis Department  
 121 SW PORT SAINT LUCIE BLVD BUILDING A  
 Port Saint Lucie, FL, 34984

From: Sylvier Fair

Presidio Networked Solutions  
 5337 Millenia Lakes Blvd.  
 Suite 300  
 Orlando FL, 32839

Phone:

Email:

Phone: (407) 409-8250

Fax:

Email: sfair@presidio.com

Account Manager: Jerry Baggett

#	Part #	Description	Qty	Price	Ext Price
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**Primary Storage Configuration**

1	FAS3210-R5	Top Level Part DSK SHLF,24x1.0TB,7.2K,SATA,IOM3,-C,R5 DSK SHLF,24x600GB,15K,3Gb SAS,IOM3,-C,R5 FAS/V32XX,Chassis,AC,PS,-C,R6 FAS3210 HA System with Dual Cntrlr SW,Complete BNDL,3210A,-C SW,Data ONTAP Essentials,3210A,-C NIC 4-Port Copper GbE PCIe,-C ADPT Flash Cache PCIe 256GB,-C Rackmount Kit,4N2,DS14-Middle,-C,R6 Rackmount Kit,4-Post,Universal,-C,R6 Cable,Cntrlr- Shelf/Switch,5m,LC/LC,Op,-C Cable,SAS Cntrlr-Shelf/Shelf- Shelf/HA,0.5m,-C Cable,SAS Cntrlr-Shelf/Shelf/HA,2m,-C Cable,SAS Cntrlr-Shelf/Shelf/HA,5m,-C Cable,Ethernet,0.5m RJ45 CAT6,-C Cable,Ethernet,2m RJ45 CAT6,-C Cable,Ethernet,5m RJ45 CAT6,-C SW,PAMII,3210A,-C Power Cable North America,250V,-C,R6 Documents,32XX,-C SupportEdge Premium 4hr Onsite	1	\$343,489.01	\$343,489.01
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<b>Total [Primary Storage Configuration]</b>					<b>\$343,489.01</b>
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**DR Storage Configuration**

2	FAS3210-R5	Top Level Part DSK SHLF,24x1.0TB,7.2K,SATA,IOM3,-C,R5 FAS/V32XX,Chassis,AC,PS,-C,R6 FAS3210 System with Single Cntrlr,-C SW,Complete BNDL,3210,-C SW,Data ONTAP Essentials,3210,-C NIC 4-Port Copper GbE PCIe,-C Rackmount Kit,4N2,DS14-Middle,-C,R6 Rackmount Kit,4-Post,Universal,- C,R6 Cable,Cntrlr-Shelf/Switch,5m,LC/LC,Op,-C Cable,SAS Cntrlr- Shelf/Shelf/HA,0.5m,-C Cable,SAS Cntrlr-Shelf/Shelf- Shelf/HA,2m,-C Cable,SAS Cntrlr-Shelf/Shelf/HA,5m,-C Cable,Ethernet,0.5m RJ45 CAT6,-C Cable,Ethernet,2m RJ45 CAT6,-C Cable,Ethernet,5m RJ45 CAT6,-C Documents,32XX,-C Power Cable North America,250V,-C,R6 SupportEdge Premium 4hr Onsite	1	\$217,054.10	\$217,054.10
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<b>Total [DR Storage Configuration]</b>					<b>\$217,054.10</b>
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Florida State Contract for NetApp 250-000-09-1 F581667655019

Grand Total:

\$560,543.11

# PRESIDIO

Quote #: 11209075-01

Date: 02/01/2012

Page: 2 of 2

Quote valid for 30 days from date shown above. Prices may NOT include all applicable taxes and shipping charges. All prices subject to change without notice. Supply subject to availability.

Import Clearance and Documentation - Customer shall be responsible for the Customs clearance process, where applicable, and for obtaining any and all required license and permits as well as satisfying any formalities required to import the Products into the Territory in accordance with all applicable laws and regulations, including but not limited to the payment of duties, taxes, surcharges, fees and any special assessments and take all other actions required in connection with the importation and Customs clearance of Products. Customer shall be responsible for ensuring documentation necessary for the import and Customs clearance process and recordkeeping meets all applicable laws and regulations.

Export Controls - (i) Customer shall comply with all applicable Export Control Laws, including but not limited to the U.S. Department of Commerce's Export Administration Regulations, in the performance of this Agreement and in the import, export, re-export, shipment, transfer, use, operation, maintenance, repair or disposal of Products and any related parts, components, accessories, know-how or technology. "Export Control Laws" means all export control, economic sanction and antiboycott laws and regulations of the United States and other jurisdictions, including but not limited to the U.S. Export Administration Regulations, the U.S. International Traffic in Arms Regulations and the U.S. Department of Treasury's economic sanctions regulations. (ii) Product and any related parts, components, accessories, know-how and technology must not be re-exported or transferred to restricted persons and sanctioned countries designated by the U.S. Government, including Cuba, Iran, North Korea, Sudan and Syria, unless authorized in advance by the Company and the U.S. Government. (iii) Customer acknowledge that transfers of Product and any related parts, components, accessories, know-how and technology may be subject to the terms and conditions of an export license, license exception or other authorization pursuant to Export Control Laws. Customer agree to comply fully with the terms of any licenses, license exceptions or authorizations and to provide Presidio Networked Solutions access to records needed to confirm such compliance upon request. (iv) Customer further acknowledges that certain Products may contain encryption and may be restricted for export, re-export, shipment or transfer to government end users in certain countries.

Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

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Customer Signature

Date

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Presidio Representative

Date

# PRESIDIO

Quote #: 11128833-03

Date: 02/01/2012

Page: 1 of 2

Title: City of Port St. Lucie - Storage Project - NetApp

To: Bill Jones

City of Port St. Lucie, FL  
 MIS Department, Building A  
 121 SW Port Saint Lucie Blvd.  
 Port Saint Lucie FL, 34984

From: Sylver Fair

Presidio Networked Solutions  
 5337 Millenia Lakes Blvd.  
 Suite 300  
 Orlando FL, 32839

Phone: 772-344-4339

Email: jonesb@cityofpsl.com

Phone: (407) 409-8250

Fax:

Email: sfair@presidio.com

Account Manager: Jerry Baggett

Ship To: MIS Department, Building A  
 121 SW Port Saint Lucie Blvd.  
 Port Saint Lucie FL, 34984

Contact:

Phone:

Email:

#	Part #	Description	Qty	Price	Ext Price
<b>Primary Storage</b>					
1	FAS3210-R5	DSK SHLF,24x1.0TB,7.2K,SATA,IOM3,-C,R5 DSK SHLF,24x600GB;15K,3Gb SAS,IOM3,-C,R5 FAS/V32XX,Chassis,AC PS,-C,R6 FAS3210 HA System with Dual Cntrlr SW,Complete BNDL,3210A,-C SW,Data ONTAP Essentials,3210A,-C,NIC 4-Port Copper GbE PCIe,-C ADPT Flash Cache PCIe 256GB,-C Rackmount Kit,4N2,DS14-Middle,-C,R6 Rackmount Kit,4-Post,Universal,-C,R6 Cable,Cntrlr-Shelf/Switch,5m,LC/LC,Op,-C Cable,SAS Cntrlr-Shelf/Shelf-Shelf/HA,0.5m,-C Cable,SAS Cntrlr-Shelf/Shelf-Shelf/HA,2m,-C Cable,SAS Cntrlr-Shelf/Shelf-Shelf/HA,5m,-C Cable,Ethernet,0.5m RJ45 CAT6,-C Cable,Ethernet,2m RJ45 CAT6,-C Cable,Ethernet,5m RJ45 CAT6,-C SW,PAMII,3210A,-C Power Cable North America,250V,-C,R6 Documents,32XX,-C SupportEdge:Premium 4hr Onsite	1	\$140,411.18	\$140,411.18
<b>Total [Primary Storage]:</b>					<b>\$140,411.18</b>
<b>DR Storage</b>					
2	FAS3210-R5	DSK SHLF,24x1.0TB,7.2K,SATA,IOM3,-C,R5 FAS/V32XX,Chassis,AC PS,-C,R6 FAS3210 System with Single Cntrlr,-C SW,Complete BNDL,3210,-C SW,Data ONTAP Essentials,3210,-C,NIC 4-Port Copper GbE PCIe,-C Rackmount Kit,4N2,DS14-Middle,-C,R6 Rackmount Kit,4-Post,Universal,-C,R6 Cable,Cntrlr-Shelf/Switch,5m,LC/LC,Op,-C Cable,SAS Cntrlr-Shelf/Shelf-Shelf/HA,0.5m,-C Cable,SAS Cntrlr-Shelf/Shelf-Shelf/HA,2m,-C Cable,SAS Cntrlr-Shelf/Shelf-Shelf/HA,5m,-C Cable,Ethernet,0.5m;RJ45 CAT6,-C Cable,Ethernet,2m RJ45 CAT6,-C Cable,Ethernet,5m RJ45 CAT6,-C Documents,32XX,-C Power Cable North America,250V,-C;R6 SupportEdge Premium 4hr Onsite	1	\$91,537.30	\$91,537.30
<b>Total [DR Storage]:</b>					<b>\$91,537.30</b>
<b>Shipping:</b>					<b>\$700.00</b>
<b>Grand Total:</b>					<b>\$232,648.48</b>

# PRESIDIO

Quote #: 11128833-03

Date: 02/01/2012

Page: 2 of 2

Quote valid for 30 days from date shown above. Prices may NOT include all applicable taxes and shipping charges. All prices subject to change without notice. Supply subject to availability.

Import Clearance and Documentation - Customer shall be responsible for the Customs clearance process, where applicable, and for obtaining any and all required license and permits as well as satisfying any formalities required to import the Products into the Territory in accordance with all applicable laws and regulations, including but not limited to the payment of duties, taxes, surcharges, fees and any special assessments and take all other actions required in connection with the importation and Customs clearance of Products. Customer shall be responsible for ensuring documentation necessary for the import and Customs clearance process and recordkeeping meets all applicable laws and regulations.

Export Controls - (i) Customer shall comply with all applicable Export Control Laws, including but not limited to the U.S. Department of Commerce's Export Administration Regulations, in the performance of this Agreement and in the import, export, re-export, shipment, transfer, use, operation, maintenance, repair or disposal of Products and any related parts, components, accessories, know-how or technology. "Export Control Laws" means all export control, economic sanction and antiboycott laws and regulations of the United States and other jurisdictions, including but not limited to the U.S. Export Administration Regulations, the U.S. International Traffic in Arms Regulations and the U.S. Department of Treasury's economic sanctions regulations. (ii) Product and any related parts, components, accessories, know-how and technology must not be re-exported or transferred to restricted persons and sanctioned countries designated by the U.S. Government, including Cuba, Iran, North Korea, Sudan and Syria, unless authorized in advance by the Company and the U.S. Government. (iii) Customer acknowledge that transfers of Product and any related parts, components, accessories, know-how and technology may be subject to the terms and conditions of an export license, license exception or other authorization pursuant to Export Control Laws. Customer agree to comply fully with the terms of any licenses, license exceptions or authorizations and to provide Presidio Networked Solutions access to records needed to confirm such compliance upon request. (iv) Customer further acknowledges that certain Products may contain encryption and may be restricted for export, re-export, shipment or transfer to government end users in certain countries.

Customer hereby authorizes and agrees to make timely payment for products delivered and services rendered, including payments for partial shipments

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Customer Signature

Date

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Presidio Representative

Date

*1 year documents*

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# Network Infrastructure - Equipment and Services250-000-09-1

**Effective Period** 09/08/2008 through 09/07/2012

**Contract Type** State Term Contract

**Contract Information**

- [Contractors](#)
- [Contractors by Category](#)
- [Equipment Leasing](#)
- [How to Use this Contract](#)
- [Frequently Asked Questions](#)

**Contract Documents**

- [Microsoft Word](#) - (msword 412.00 kB)
- [PDF](#) - (pdf 492.47 kB)
- [Amendments and Memorandums](#)
- [Forms and Other Information](#)

**Contract Administration**

- [Joel Atkinson](#)
- 850-487-4196
- [joel.atkinson@dms.myflorida.com](mailto:joel.atkinson@dms.myflorida.com)

**Commodity Codes**

250-045, 250-300, 250-020, 250-030, 250-100, 250-760, 250-770, 285-590, 933-020, 933-100

## Description

This state term contract includes the purchase or lease of IT network hardware, including five product categories: 1) servers, terminals, thinclients, 2) LAN / WAN infrastructure equipment, 3) firewalls, virtual private networks (VPN), 4) storage, tape, virtual tape infrastructure 5) uninterruptible power systems (UPS), surge suppression and batteries. Included in initial purchase price is standard product support, with options for extended warranty and support services. Items excluded from this contract include: telephony equipment, PCs, laptops, monitors (production / workstation), printers, copiers, radios, facsimile machines, calculators, paper shredders, typewriters, scanners, multifunctional devices, IT professional and consulting services (except training included with purchase), IT application and database software (unless integral to the operation of the equipment to be purchased and included at no additional charge).

## Benefits

- While discounts vary by the awarded vendor, they range from 4 percent to 50 percent off of list price (MSRP)
- 30-day delivery time
- Wide product selection with multiple vendors in five product categories
- Optional extended warranties and product support available

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**Presidio for NetApp**

**Contact Information**

<b>Vendor:</b>	Presidio Networked Solutions, Inc.
<b>FL Minority Business Designation:</b>	R (Woman-owned, Non-certified)
<b>Vendor FEIN:</b>	58-1667655
<b>Contact:</b>	Eric Franck
<b>Title:</b>	Executive Director
<b>Street Address:</b>	7601 Ora Glen Dr. Ste 100 Greenbelt, MD 20770
<b>Phone Number:</b>	(813) 486-8600 ext 1022
<b>Toll Free Number:</b>	
<b>Fax Number:</b>	(813) 233-2026
<b>Email Address:</b>	<a href="mailto:EFranck@ctiusa.com">EFranck@ctiusa.com</a>

**Ordering Information**

<b>Customers should direct orders to:</b>	Presidio Networked Solutions, Inc.
<b>State of FL Vendor Number:</b>	F-581667655-019
<b>Mailing Address:</b>	7601 Ora Glen Dr. Ste 100 Greenbelt, MD 20770
<b>Phone Number:</b>	(813) 486-8600 ext 1022
<b>Toll Free Number:</b>	
<b>Ordering Fax Number:</b>	(813) 233-2026
<b>Email Address:</b>	<a href="mailto:EFranck@ctiusa.com">EFranck@ctiusa.com</a>
<b>Internet Address:</b>	<a href="http://www.presidio.com">www.presidio.com</a>
<b>Remit Address:</b>	7601 Ora Glen Dr. Ste 100 Greenbelt, MD 20770