4. **EMC VNX 5100 SAN - DIVISION OF INFORMATION & OPERATIONS**
   FUNDING -- DIVISION OF INFORMATION & OPERATIONS
   (Request sent to 263 vendors)

RFB #13-0019 SC# 6049

	QTY	RedHawk IT Solutions, LLC		Alexander Open Systems		OM Office Supply Inc.		New Tech Solutions Inc.	
		Unit Cost	Extended Cost	**Unit Cost**	**Extended Cost**	Unit Cost	Extended Cost	Unit Cost	Extended Cost
1. EMC VNX 5100 DPE; 15x3.5 Drives-Field Inst 6x600	1	$5,996.87	$5,996.87	**$5,679.75**	**$5,679.75**	$5,672.50	$5,672.50	$5,572.16	$5,572.16
2. EMC 3U DAE with 15x3.5 Inch Drive Slots	1	$1,868.80	$1,868.80	**$1,770.00**	**$1,770.00**	$1,768.00	$1,768.00	$1,736.45	$1,736.45
3. Ea, EMC 600GB 15K SAS Disk Drive	4	$823.86	$3,295.44	**$780.00**	**$3,120.00**	$779.25	$3,117.00	$765.51	$3,062.04
4. Ea, EMC 3.5 Inch 3TB 7.2K 6GB SAS Disk Drive	15	$970.15	$14,552.25	**$918.75**	**$13,781.25**	$918.00	$13,770.00	$901.44	$13,521.60
5. EMC Secure Remote Support Gateway Client	1	$0.00	$0.00	**$0.00**	**$0.00**	$0.00	$0.00	$0.00	$0.00
6. EMC Documentation Kit for VNX5100	1	$0.00	$0.00	**$0.00**	**$0.00**	$0.00	$0.00	$0.00	$0.00
7. Yrs, EMC Premium Software Maintenance (36 Mo)	1	$2,406.67	$2,406.67	**$2,049.07**	**$2,049.07**	$2,276.50	$2,276.50	$2,236.22	$2,236.22
8. Yrs, EMC Premium Hardware Maintenance Upgrade (36 Mo)	1	$2,743.25	$2,743.25	**$2,697.24**	**$2,697.24**	$2,594.75	$2,594.75	$2,548.97	$2,548.97
9. EMC 2nd Optional SPS for VNX 51/53	1	$389.38	$389.38	**$369.00**	**$369.00**	$368.50	$368.50	$361.80	$361.80
10. EMC Unisphere for Block and VNX OE for VNX5100	1	$1,875.40	$1,875.40	**$1,776.75**	**$1,776.75**	$1,774.00	$1,774.00	$1,742.58	$1,742.58
Remote Protection Suite									
11. EMC Remote Protection Suite for VNX 5100	1	$3,217.32	$3,217.32	**$3,047.25**	**$3,047.25**	$3,043.25	$3,043.25	$2,989.47	$2,989.47
12. EMC VNX 5100 DPE; 15x3.5 Drives - Field Inst 6x600	1		incl		**incl**	$5,672.50	$5,672.50	$4,515.37	$4,515.37
GRAND TOTAL			$36,345.38		**$34,290.31**		$40,057.00		$38,286.66
Discount off list for hardware			25%		**47%**		25%		NA
Discount off list for maintenance and support			25%		**40%**		13%		NA

NO BID	Focus Camera, LLC	Expedite VCS	CRU Inc.	Manley Solutions
	Scan Technology, Inc.	Teksavers, Inc.	Global Gov/Ed Solutions Inc.	PDUs Direct
	Data Works Plus	Optus Inc.	Imaging Products International	Computer Products & Supplies International
	World Data Products, Inc.	Chuckals Office Products	Best Buy	Open Technologies, Inc.
	Diversified Products	Heartland Technologies	Specialty Video Supply	Turn Key Mobile
	Proper Technology Solutions, LLC	McPherson Business Solutions, Inc.	TAV Tech	United Computer Sales of NY, Inc.
	Fluken Networks	North American Systems	C2G	Nelson Technical

On the recommendation of Kim Evans, on behalf of DIO, Tim Kaufman moved **to accept the low bid from Alexander Open Systems and establish contract pricing on all hardware and support at the discounts listed for one (1) year with four (4) one (1) year options to renew.** Sara Jantz seconded the motion. the motion passed unanimously.

This is the new standard data backup and storage equipment being used by the county. The previous solution has become antiquated and cost prohibitive.