

DATE: **May 5, 2022**

TO: **ISG Technology**
(Bidder)

PROJECT: **Server Virtualization Project**

You are notified that your proposal, dated April 1 2022, has been considered. You are the apparent successful bidder and have been awarded a contract for **Server Virtualization Project.**

The contract is as follows:

Amount: \$203,749.95

Details: Quote # KC-MR-170872 v2

You must comply with the following conditions within twelve days of the date of this Notice of Award:

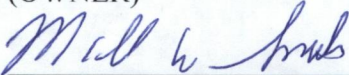
1. Deliver to the OWNER a fully executed counterpart of this agreement.

Failure to comply with these conditions within the time specified will entitle OWNER to consider your Bid abandoned and to annul this Notice of Award.

Leavenworth County, Kansas

(OWNER)

By:



Mike Smith, Chairman, Board of County Commissioners

ACCEPTANCE OF AWARD

ISG Technology

(CONTRACTOR)

By:

(AUTHORIZED SIGNATURE)

(TITLE)

(DATE)

Leavenworth County Request for Board Action

Date: April 25, 2022

To: Board of County Commissioners

From: Larry Malbrough, Director of Information Systems

Additional Reviews as needed:

Administrator

Server Virtualization Project

Action Requested:

Award the Server Virtualization Project.

Recommendation:

Award the Server Virtualization Project to ISG in an amount not to exceed \$203,749.95.

Background:

The County seeks to migrate on premise physical servers located within the courthouse to a virtual environment.

A long range objective to consolidate and virtualize the fleet of servers was approved in 2021. The age of some of the systems has been a concern, with several past due for replacement. Replacing them with new physical servers was put on hold when the opportunity to virtualize became a reality.

Staff believes it would be prudent to segment the project and proceed with virtualizing the servers located within the courthouse now, rather than wait on other required projects to be completed. In order to migrate systems located at other facilities to the virtual environment, the Fiber Loop Project and core network improvements would need to be completed.

The solution we use at the courthouse will set the standard for what the County should use at the future disaster recovery site, once the facility it is completed and suitably connectivity is established.

The I.S. Department released an RFP which closed on March 18, 2022. The Clerk's office received five (5) proposals.

Analysis:

Vendor/Product Proposals:

VENDOR	SERVICES	HARDWARE	LICENSES	AMOUNT
CDWG	N/A	\$131,900.00	N/A	\$131,900.00
ISG	\$20,800.00	\$123,783.48	\$59,166.47	\$203,749.95
ConvergeOne	\$75,431.00	\$110,995.44	\$48,329.22	\$234,755.66
IT Savvy	\$47,844.71	\$112,243.21	\$123,764.19	\$283,852.11
Redi Systems	N/A	N/A	N/A	\$879,498.22

CDWG:

This proposal includes only SAN hardware. As such it does not satisfy the services requested in the proposal.

ConvergeOne:

This proposal includes Dell hardware for the head-end systems and EMC for the Storage Area Network (SAN) and appropriate licensing for required software. These products are enterprise level quality and should provide a solid foundation for our virtual environment.

ConvergeOne has qualified staff capable of performing the necessary services.

ISG:

This proposal includes HPE hardware for the head-end systems and an HPE Nimble SAN solution and includes the appropriate licensing for required software. These products are enterprise level quality and should provide a solid foundation for our virtual environment.

ISG has qualified staff capable of performing the necessary services.

IT Savvy:

This proposal includes Lenovo hardware for the head-end systems and SAN. The proposal does not include any operating system or SQL licensing and is therefore considered incomplete. Regarding services, the proposal indicates Lenovo would be engaged for hardware staging and remote deployment, while IT Savvy would provide services for server setup once the virtual environment is available.

The Lenovo product line, while capable according to specifications, is not on par with other enterprise class equipment. The County has used Lenovo products, including their server line of systems, in the past due to attractive pricing and budget constraints. Considering the critical nature of this project, I lack confidence in this product line and do not recommend it. Disregarding of the absence of software licensing expenses, this proposal is still more expensive than competing proposals.

Redi Systems:

This proposal includes Dell equipment for the head-end systems and SAN as well as mentions the necessary licensing. All of this is combined in one total price of \$879,498.22.

Due the extremely high price combined with a minimal amount of information, this proposal is dismissed from consideration.

NetStandard Review/Comments:

NetStandard (NSI), in their capacity as a technology partner and having contributed significantly with the process leading to this project, was solicited for an assessment of the various brands submitted. A copy of their review is attached.

Conclusions:

The proposals from ConvergeOne and ISG are both acceptable.

Dell/EMC and HPE/Nimble brands are both capable, matured products found in similarly sized endeavors such as ours. Staff considers these equals and finds no metric in order to recommend one over the other.

NSI endorses Dell/EMC equipment over the HPE/Nimble equipment proposed by ISG.

Staff believes both companies are equally capable of performing the necessary services. Research acknowledges HPE/Nimble and Dell/EMC products are not the same. Each has its pros and cons. However, staff finds no compelling reason to select Dell/EMC over HPE/Nimble.

The determining factor between the two comes down to costs. The ISG proposal being \$31,005.71 less than the ConvergeOne proposal. Taking into account that it is desired to create a disaster recovery site that mirrors this project, we can anticipate the same savings during that future project as well.

Staff recommends awarding the project to ISG in an amount not to exceed \$203,749.95.

Alternatives:

Award the project to ConvergeOne, which includes Dell/EMC equipment, for an amount not to exceed \$234,755.66.

Seek additional proposals

Budgetary Impact:

- Not Applicable
- Depreciation items with available depreciation funds
- Non-Budgeted item with available funds through prioritization
- Budgeted item with available funds
- Requesting ARPA funds

Total Amount Requested:

\$203,749.95

Additional Attachments:

NSI Review Letter
ConvergeOne Quotes
IT Savvy Quotes
Redi System Quote
ISG Quotes
CDWG Quote