

FORSYTH COUNTY

BOARD OF COMMISSIONERS

MEETING DATE: April 10, 2017 AGENDA ITEM NUMBER: 8

**SUBJECT: RESOLUTION AWARDING A CONTRACT FOR STORAGE AREA NETWORK SOLUTION
(MANAGEMENT INFORMATION SERVICES DEPARTMENT AND CITY/COUNTY PURCHASING DEPARTMENT)**

COUNTY MANAGER'S RECOMMENDATION OR COMMENTS: Recommend Approval

SUMMARY OF INFORMATION:

Forsyth County has the need to replace the storage area network (SAN) with a centralized storage environment that lowers the total cost of ownership while at the same time supports an extended lifecycle. In addition to the one-time cost of replacing the existing hardware and software, the proposal required pricing for maintenance and support coverage for an initial 3 year term with the opportunity to extend the coverage for 2 additional 3 year terms.

To support these needs, after due advertisement, proposals were received February 24, 2017, for replacement of the current storage area network. A summary of the proposals received are as follows:

	Hardware/Software Maintenance <u>Support year 1-3</u>	Maintenance <u>Support year 3-6</u>	Maintenance <u>Support year 7-9</u>
5Nine Data Solutions	\$ 203,037.94	\$ 2,452.00	No Offer
Data Network Solutions, Inc.	281,422.00	122,138.00	122,138.00
BlueAlly Technology Solutions, LLC (Option 1)	326,078.67	92,818.67	92,818.67
BlueAlly Technology Solutions, LLC (Option 2)	365,723.88	108,063.88	108,063.88
Hewlett Packard Enterprises	371,839.67	153,546.00	153,546.00
DataLink Corporation	380,879.10	27,600.00	27,600.00
VeriStor Systems, Inc.	499,970.00	178,416.00	178,416.00
Sirius Computer Solutions, Inc.	502,816.29	31,380.00	94,140.00
Tego Data Systems, LLC	578,790.92	162,274.37	162,274.37

After the receipt of proposals, County Staff began the initial evaluation of the proposals received for compliance with the proposal specifications. This review determined that the proposals submitted by 5Nine Data Solutions, Data Network Solutions, Inc., BlueAlly Technology Solutions, LLC (Option 1 and 2), Hewlett Packard Enterprises, DataLink Corporation, and Sirius Computer Solutions, Inc. failed to meet all the proposal specifications.

The remaining proposals were analyzed, scored, and ranked by County Staff based upon several factors including but not limited to overall cost, data migrations, company viability, qualifications, technical ability, cloud storage options, and capacity guarantee.

As a result of this evaluation, it is the recommendation of the County Manager, the Chief Technology Officer, and the Purchasing Director that a contract be awarded to VeriStor Systems, Inc., the lowest responsible, responsive proposer meeting all proposal specifications, to replace the storage area network in the amount of \$499,970.00, which includes the hardware, software, and 3 years of maintenance and support services, plus the right to extend the coverage for maintenance and support services for 2 additional 3 year terms, if the County and vendor agree and provided that funds are made available for this purpose.

ATTACHMENTS: YES NO

SIGNATURE: *J. Audrey Ceattoni, Jr.* DATE: April 6, 2017
 COUNTY MANAGER

**RESOLUTION AWARDING A CONTRACT FOR
STORAGE AREA NETWORK SOLUTION
(MANAGEMENT INFORMATION SERVICES DEPARTMENT AND CITY/COUNTY
PURCHASING DEPARTMENT)**

WHEREAS, after due advertisement, proposals were received and publicly opened by the City/County Purchasing Department at 12:00 p.m. on February 24, 2017, to replace the storage area network and the following proposals were received:

	Hardware/Software		
	<u>Maintenance Support year 1-3</u>	<u>Maintenance Support year 3-6</u>	<u>Maintenance Support year 7-9</u>
5Nine Data Solutions	\$203,037.94	\$ 2,452.00	No Offer
Data Network Solutions, Inc.	281,422.00	122,138.00	122,138.00
BlueAlly Technology Solutions, LLC (Option 1)	326,078.67	92,818.67	92,818.67
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Tego Data Systems, LLC	578,790.92	162,274.37	162,274.37

; and

WHEREAS, proposals submitted by 5Nine Data Solutions, Data Network Solutions, Inc., BlueAlly Technology Solutions, LLC (Option 1 and 2), Hewlett Packard Enterprises, DataLink Corporation, and Sirius Computer Solutions, Inc. failed to meet all the proposal specifications; and

WHEREAS, the remaining proposals were analyzed, scored, and ranked by County Staff based upon several factors including but not limited to overall cost, data migrations, company viability, qualifications, technical ability, cloud storage options, and capacity guarantee; and

WHEREAS, it is the recommendation of the County Manager, the Chief Technology Officer, and the Purchasing Director that a contract be awarded to VeriStor Systems, Inc., the lowest responsible, responsive proposer meeting all proposal specifications to replace the storage area network in the amount of \$499,970.00, which includes the hardware, software, and 3 years of maintenance and support services, plus the right to extend the coverage for maintenance and support services for 2 additional 3 year terms, if the County and vendor agree and provided that funds are made available for this purpose; and

WHEREAS, the County Chief Financial Officer has determined that sufficient funds are available to cover the cost of this contract.

NOW, THEREFORE, BE IT RESOLVED by the Forsyth County Board of Commissioners that a contract to replace the storage area network is hereby awarded to VeriStor Systems, Inc., the lowest responsible, responsive proposer meeting all proposal specifications in the amount of \$499,970.00, which includes the hardware, software, and 3 years of maintenance and support services, plus the right to extend the coverage for maintenance and support services for 2 additional 3 year terms, if the County and vendor agree and provided that funds are made available for this purpose and all other proposals are hereby rejected.

BE IT FURTHER RESOLVED that the County Manager and Clerk to the Board are hereby authorized to execute, on behalf of Forsyth County, a contract to replace the storage area network in the amount of \$499,970.00, as identified herein with VeriStor Systems, Inc., subject to a pre-audit certificate thereon by the County Chief Financial Officer, where applicable, and approval as to form and legality by the County Attorney.

Adopted this 10th day of April 2017.