

COUNCIL ACTION FORM

SUBJECT: PURCHASE OF SERVER VIRTUALIZATION AND STORAGE SOLUTION FROM RSM MCGLADREY

BACKGROUND:

The City sought proposals to consolidate multiple, underutilized servers and data storage into a highly available and efficient information technology infrastructure using VMware server virtualization and storage area network (SAN) technologies. The proposal solicited recommendations for and implementation of high availability technology into our information technology infrastructure. The benefits of this technology to the City are as follows:

- Maximization of our server and data storage utilization.
- Ability to ensure high availability of our servers and data storage in the event of equipment failure.
- Reduction of hardware costs and staff time when provisioning new servers.
- Reduction in data center cooling costs and energy costs.
- Ability to implement redundant offsite data storage.

The target group of companies to receive this proposal is classified as value added resellers. These companies have extensive experience in implementing server virtualization and storage area network solutions. Requests for proposals were sent to thirty-eight vendors, with the City seeking a hardware, software, and services solution that provided the best value to meet the server virtualization and data storage needs. Four proposals were received on August 5, 2010, and were evaluated by a team of City employees and the Systems Integration Manager from Story County.

The request for proposal was broken into two areas:

1. Mandatory Solution – “Primary” site consisting of three, highly available, virtualized servers and network attached storage for data storage consolidation.
2. Optional Solution – “Backup” site consisting of an offsite network attached storage for data storage redundancy.

The evaluation team independently scored the proposals based on the following quality criteria:

- Pass/Fail - Completeness of proposal and compliance with proposal requirements (responsiveness)
- 40% - Ability to fulfill the stated technical requirements
- 20% - Experience and qualifications of the vendor and key project personnel
- 20% - Demonstration of the vendor’s understanding of the project
- 20% - Cost of vendor’s proposal. The amended FY 2010/2011 budget includes \$116,211 for this project.

Consolidated results of the evaluation are shown below:

| Respondent | Data Storage Solution | Evaluation Score | Mandatory "Primary" | Optional "Backup" |
|------------------------|------------------------------|-------------------------|----------------------------|--------------------------|
| RSM McGladrey | NetApp FAS2020 | 254.00 | \$ 74,983 | \$ 24,206 |
| Alexander Open Systems | EMC Celerra NX4 | 245.80 | \$ 119,126 | None Submitted |
| Vital Support Systems | HP StorageWorks P2000 | 206.40 | \$ 76,413 | \$ 41,130 |
| MSI System Integrators | IBM System Storage N3400 | 181.00 | \$ 122,124 | \$ 59,168 |

After evaluation of the proposals, it was determined that the RSM McGladrey and NetApp storage proposal provided the optimal solution. Determining factors included 1) cost of the mandatory and optional solution (\$99,189) is less than the \$116,211 budget; 2) evaluation score; 3) server virtualization support; 4) NetApp key features; and 5) being the best fit into the City's infrastructure.

The evaluation team felt that it would be to the City's advantage to purchase the optional backup services. This would allow for the City's network server data, information such as Council Action Forms, staff reports, GIS data, and many studies, to be stored off site. If something were to happen to this building and the servers in it, the backup data would be available to load onto the new servers.

ALTERNATIVES:

1. Award a contract to RSM McGladrey for the implementation of the mandatory and optional backup server virtualization and storage area network solution at a total cost of \$99,189.00.
2. Award the contract to one of the other vendors.
3. Reject the proposals and solicit proposals at a later date.

MANAGER'S RECOMMENDED ACTION:

By approving an agreement between the City of Ames and RSM McGladrey, the City will be maximizing the server and data storage utilization, increasing staff efficiency, reducing heating and cooling costs, and adding the functionality of offsite data storage.

Therefore, it is the recommendation of the City Manager that the City Council adopt Alternative No. 1, thereby awarding a contract to RSM McGladrey for the implementation of the mandatory and optional backup server virtualization and storage area network solution at a cost of \$99,189.00.