

COUNCIL ACTION FORM

SUBJECT: PURCHASE OF INTEGRATED NETWORK STORAGE SOLUTION

BACKGROUND:

In December 2010, the City issued a Request for Proposal (RFP) to expand capacity and improve the efficiency of the City's network storage. A contract was awarded to RSM McGladrey to provide a NetApp network storage solution at a cost of \$99,189.

The City now needs to expand this network storage solution and NetApp model first released in 2007 has been phased out. Because the disk configuration is no longer available, staff issued an RFP for a network storage system replacement.

Staff solicited proposals for the replacement of the network storage technology and data management infrastructure. Expectations for the replacement technology include the following:

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

The target vendors for the RFP were value added resellers with extensive experience in implementing network storage solutions. Requests for proposals were sent to twenty-three vendors, with the City seeking a hardware, software, and services solution that provided the best value to meet the City's data storage needs. Four proposals were received and evaluated by a team of City staff. Staff believes that there were a reduced number of responses because we are looking for a complete vendor solution and not just a hardware purchase.

Vendor interviews were conducted and the evaluation team independently scored the proposals based on the following criteria:

- Pass/Fail - Completeness of proposal and compliance with proposal requirements (responsiveness)
- 30% - Ability to fulfill the stated technical requirements
- 20% - Experience and qualifications of the vendor and key project personnel
- 30% - Demonstration of the vendor's understanding of the project
- 20% - Cost of vendor's proposal.

The funding for this project will come from existing budget amounts in Information Technology's equipment replacement fund. All four proposals are with the budgeted amount.

Results of the evaluation are provided below:

Rank	Respondent	Manufacturer	Evaluation Score	Project Cost
1	RSM McGladrey Des Moines, Iowa	NetApp	171.50	\$105,753.00
2	LightEdge Solutions Des Moines, Iowa	EMC	138.40	\$97,660.00
3	Alexander Open Systems Omaha, Nebraska	EMC	134.80	\$102,561.00
4	Erb's Technology Solutions Cedar Rapids, Iowa	Hewlett Packard	88.00	\$83,640.84

After the proposals were evaluated, it was determined that the RSM McGladrey proposal provided the optimal solution for the City. Determining factors included 1) highest evaluated score; 2) staff being familiar with the products offered; 3) previous positive experience with support; 4) the hardware proposed is already integrated into our monitoring and alerting systems; 5) staff currently supports the same manufacturer for the Combined Public Safety network; and 6) additional staff time would be required for the implementation of an unfamiliar system.

Determining factors for not recommending the lower cost vendors include the following:

- The LightEdge/EMC solution would utilize existing stock hardware that was not installed at another LightEdge customer. The hardware has far more capacity than was requested in the RFP. Additionally, there were higher ongoing costs than with the McGladrey/Alexander solutions, as well as concerns about ongoing support.
- The Alexander/EMC solution provides the capabilities needed. However, staff feels that the \$3,192 cost savings is not sufficient to warrant the additional staff time required for implementation of an unfamiliar system.
- The Erb's/Hewlett Packard solution requires the purchase of additional layer of hardware and Microsoft licensing in order to provide the same data access functionality as the NetApp and EMC solutions. Further, there are concerns about ongoing support.

ALTERNATIVES:

1. Award a contract to RSM McGladrey of Des Moines, Iowa for implementation of the integrated network storage solution at a cost of \$105,753.
2. Reject proposals and solicit proposals at a later date.

MANAGER'S RECOMMENDED ACTION:

By approving an agreement between the City of Ames and RSM McGladrey of Des Moines, Iowa, 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 the contract to RSM McGladrey of Des Moines, Iowa at a cost of \$105,753.