



Date: October 23, 2015

To: H. Stephen Williamson, President and CEO

From: Frank Gresh, CIO

Re: Data Center Colocation IT RFP2015-0001 Recommendation

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RFP# ITRFP2015-0001 was released on September 22<sup>nd</sup>, 2015. There were three responses received. The proposers are: RACK59 of Oklahoma City, Midcon Recovery Solutions of Edmond, and TierPoint Oklahoma of Oklahoma City.

After reviewing all of the proposals, staff finds that Midcon is the Lowest Secure Bidder with a compliant proposal that meets or exceeds all of our specifications. Staff would like to recommend we acquire Data Center Colocation Space from Midcon. The reasons for this recommendation are as follows:

- Midcon has the background and experience to provide this solution for EMSA.
- When our building in Oklahoma City flooded a few years ago, Midcon graciously allowed us to use their business continuity office space on a moment's notice.
- After researching the construction methods of all of the facilities, staff feels that the Midcon bunker is constructed in a way that would better protect our essential infrastructure in the event of a tornado or earthquake.

On the two pages that follow are pricing summaries. The first is simply a compilation of the proposer's pricing from their responses. The second page reflects an "apples-to-apples" comparison along with a projected cost over five years.

Should you have any additional questions, please feel free to ask.

Pricing as provided in the proposer's responses

Item	Rack59		Midcon		TierPoint							
	Private Suite/Cage Price	Private Racks Only (no private cage or suite)	Private Suite/Cage Price	Private Racks Only (no private cage or suite)	Private Suite/Cage Price		Private Racks Only (no private cage or suite)					
Setup Fees (assumed to be upon instantiation of the contract – one time only)*	6 - 208/30 A&B Power @ \$550 each=\$3,300 3 - Rack Setup @ \$400 each = \$1,200 Cage - \$1,500  <b>Total = \$6,000</b>	6 - 208/30 A&B Power @ \$550 each = \$3,300 3 - Rack Setup @ \$400 each = \$1,200  <b>Total = \$4,500</b>	Cabinet Setup (GL): \$1800 Cabinet Setup (HP): \$800 208V/30A (A/B): \$650 Cage Setup: \$1100  <b>Total 3 HP w/(1-AB): \$5450</b> <b>Total 3 HP w/(2-AB): \$7400</b> <b>Total 3 GL w/(1-AB): \$8450</b> <b>Total 3 GL w/(2-AB): \$10400</b>	Cabinet Setup (GL): \$1800 Cabinet Setup (HP): \$800 208V/30A (A/B): \$650  <b>Total 3 HP w/(1-AB): \$4350</b> <b>Total 3 HP w/(2-AB): \$6300</b> <b>Total 3 GL w/(1-AB): \$7350</b> <b>Total 3 GL w/(2-AB): \$9300</b>	One-time fees are waived.				One-time fees are waived.			
Year 1 - Base monthly fee based upon three racks with two 30amp/220v circuits per cabinet*	6 - 208/30 A&B Power @ \$495 each=\$2,970 3 - 42U Racks @ \$500 each = \$1,500  <b>Total = \$4,470</b>	6 - 208/30 A&B Power @ \$495 each = \$2,970 3 - 42U Racks @ \$375 each = \$1,125  <b>Total = \$4,095</b>	Cabinet Cost: \$650 208V/30A (A/B): \$500 Cage Fee: \$900  <b>Total 3 rks w/(1-AB): \$4350</b> <b>Total 3 rks w/(2-AB): \$5850</b>	Cabinet Cost: \$650 208V/30A (A/B): \$500  <b>Total 3 rks w/(1-AB): \$3450</b> <b>Total 3 rks w/(2-AB): \$4950</b>	Qty	Descr	Cost	Ext.	Qty	Descr	Cost	Ext.
					90	Sq Ft Cage	\$27.00	\$2,430.00	3	Racks	\$625.00	\$1,875.00
					3	208/30 A&B	\$520.00	\$1,560.00	3	208/30 A&B	\$520.00	\$1,560.00
							<b>Monthly</b>	<b>\$3,990.00</b>			<b>Monthly</b>	<b>\$3,435.00</b>
Year 2 - Base monthly fee based upon three racks with two 30amp/220v circuits per cabinet*	6 - 208/30 A&B Power @ \$495 each = \$2,970 3 - 42U Racks @ \$500 each = \$1,500  <b>Total = \$4,470</b>	6 - 208/30 A&B Power @ \$495 each = \$2,970 3 - 42U Racks @ \$375 each = \$1,125  <b>Total = \$4,095</b>	Cabinet Cost: \$650 208V/30A (A/B): \$500 Cage Fee: \$900  <b>Total 3 rks w/(1-AB): \$4350</b> <b>Total 3 rks w/(2-AB): \$5850</b>	Cabinet Cost: \$650 208V/30A (A/B): \$500  <b>Total 3 rks w/(1-AB): \$3450</b> <b>Total 3 rks w/(2-AB): \$4950</b>	Qty	Descr	Cost	Ext.	Qty	Descr	Cost	Ext.
					90	Sq Ft Cage	\$27.68	\$2,491.20	3	Racks	\$640.63	\$1,921.89
					3	208/30 A&B	\$520.00	\$1,560.00	3	208/30 A&B	\$520.00	\$1,560.00
							<b>Monthly</b>	<b>\$4,051.20</b>			<b>Monthly</b>	<b>\$3,481.89</b>
Year 3 - Base monthly fee based upon three racks with two 30amp/220v circuits per cabinet*	6 - 208/30 A&B Power @ \$520 each = \$3,120 3 - 42U Racks @ \$525 each = \$1,575  <b>Total = \$4,695</b>	6 - 208/30 A&B Power @ \$520 each = \$3,120 3 - 42U Racks @ \$395 each = \$1,185  <b>Total = \$4,305</b>	Cabinet Cost: \$650 208V/30A (A/B): \$500 Cage Fee: \$900  <b>Total 3 rks w/(1-AB): \$4350</b> <b>Total 3 rks w/(2-AB): \$5850</b>	Cabinet Cost: \$650 208V/30A (A/B): \$500  <b>Total 3 rks w/(1-AB): \$3450</b> <b>Total 3 rks w/(2-AB): \$4950</b>	Qty	Descr	Cost	Ext.	Qty	Descr	Cost	Ext.
					90	Sq Ft Cage	\$28.37	\$2,553.30	3	Racks	\$656.54	\$1,969.62
					3	208/30 A&B	\$520.00	\$1,560.00	3	208/30 A&B	\$520.00	\$1,560.00
							<b>Monthly</b>	<b>\$4,113.30</b>			<b>Monthly</b>	<b>\$3,529.62</b>
Year 4 - Base monthly fee based upon three racks with two 30amp/220v circuits per cabinet*	6 - 208/30 A&B Power @ \$520 each = \$3,120 3 - 42U Racks @ \$525 each = \$1,575  <b>Total = \$4,695</b>	6 - 208/30 A&B Power @ \$520 each = \$3,120 3 - 42U Racks @ \$395 each = \$1,185  <b>Total = \$4,305</b>	Cabinet Cost: \$682.50 208V/30A (A/B): \$525 Cage Fee: \$945  <b>Ttl 3 rks w/(1-AB): \$4567.50</b> <b>Ttl 3 rks w/(2-AB): \$6142.50</b>	Cabinet Cost: \$682.50 208V/30A (A/B): \$525  <b>Ttl 3 rks w/(1-AB): \$3622.50</b> <b>Ttl 3 rks w/(2-AB): \$5197.50</b>	Qty	Descr	Cost	Ext.	Qty	Descr	Cost	Ext.
					90	Sq Ft Cage	\$29.08	\$2,617.20	3	Racks	\$673.06	\$2,019.18
					3	208/30 A&B	\$520.00	\$1,560.00	3	208/30 A&B	\$520.00	\$1,560.00
							<b>Monthly</b>	<b>\$4,177.20</b>			<b>Monthly</b>	<b>\$3,579.18</b>
Year 5 - Base monthly fee based upon three racks with two 30amp/220v circuits per cabinet*	6 - 208/30 A&B Power @ \$520 each = \$3,120 3 - 42U Racks @ \$525 each = \$1,575  <b>Total = \$4,695</b>	6 - 208/30 A&B Power @ \$520 each = \$3,120 3 - 42U Racks @ \$395 each = \$1,185  <b>Total = \$4,305</b>	Cabinet Cost: \$682.50 208V/30A (A/B): \$525 Cage Fee: \$945  <b>Ttl 3 rks w/(1-AB): \$4567.50</b> <b>Ttl 3 rks w/(2-AB): \$6142.50</b>	Cabinet Cost: \$682.50 208V/30A (A/B): \$525  <b>Ttl 3 rks w/(1-AB): \$3622.50</b> <b>Ttl 3 rks w/(2-AB): \$5197.50</b>	Qty	Descr	Cost	Ext.	Qty	Descr	Cost	Ext.
					90	Sq Ft Cage	\$29.80	\$2,682.00	3	Racks	\$689.98	\$2,069.64
					3	208/30 A&B	\$520.00	\$1,560.00	3	208/30 A&B	\$520.00	\$1,560.00
							<b>Monthly</b>	<b>\$4,242.00</b>			<b>Monthly</b>	<b>\$3,629.64</b>

Evaluation of pricing over the life of the contract

	Private Suite/Cage												Private Racks																			
	RACK59				Midcon**				TierPoint				RACK59				Midcon**				TierPoint											
	Item	Quantity	Cost	Total	Item	Quantity	Cost	Total	Item	Quantity	Cost	Total	Item	Quantity	Cost	Total	Item	Quantity	Cost	Total	Item	Quantity	Cost	Total	Item	Quantity	Cost	Total				
Setup	Rack	3	\$ 400.00	\$ 1,200.00	Rack	3	\$ 800.00	\$2,400.00			\$ -	\$ -	Rack	3	\$400.00	\$ 1,200.00	Rack	3	\$800.00	\$ 2,400.00				\$ -				\$ -				\$ -
	Power (1-AB*)	3	\$ 550.00	\$ 1,650.00	Power (1-AB*)	3	\$ 650.00	\$1,950.00			\$ -	\$ -	Power (1-AB*)	3	\$550.00	\$ 1,650.00	Power (1-AB*)	3	\$650.00	\$ 1,950.00				\$ -				\$ -				\$ -
	Cage	1	\$1,500.00	\$ 1,500.00	Cage	1	\$1,100.00	\$1,100.00			\$ -	\$ -	N/A			\$ -	N/A			\$ -				\$ -				\$ -				
	<b>Total</b>			<b>\$ 4,350.00</b>	<b>Total</b>			<b>\$5,450.00</b>	<b>Total</b>			<b>\$ -</b>	<b>Total</b>			<b>\$ 2,850.00</b>	<b>Total</b>			<b>\$ 4,350.00</b>	<b>Total</b>			<b>\$ -</b>	<b>Total</b>			<b>\$ -</b>				
Year 1	Rack	3	\$ 500.00	\$ 1,500.00	Rack	3	\$ 650.00	\$1,950.00	Cage (Sq Ft)	90	\$ 27.00	\$ 2,430.00	Rack	3	\$375.00	\$ 1,125.00	Rack	3	\$650.00	\$ 1,950.00	Rack	3	\$625.00	\$ 1,875.00								
	Power (1-AB*)	3	\$ 495.00	\$ 1,485.00	Power (1-AB*)	3	\$ 500.00	\$1,500.00	Power (1-AB*)	3	\$520.00	\$ 1,560.00	Power (1-AB*)	3	\$495.00	\$ 1,485.00	Power (1-AB*)	3	\$500.00	\$ 1,500.00	Power (1-AB*)	3	\$520.00	\$ 1,560.00								
	Cage	1	\$ -	\$ -	Cage	1	\$ 900.00	\$ 900.00			\$ -	\$ -	N/A			\$ -	N/A			\$ -	N/A			\$ -								
	<b>Total</b>			<b>\$ 2,985.00</b>	<b>Total</b>			<b>\$4,350.00</b>	<b>Total</b>			<b>\$ 3,990.00</b>	<b>Total</b>			<b>\$ 2,610.00</b>	<b>Total</b>			<b>\$ 3,450.00</b>	<b>Total</b>			<b>\$ 3,435.00</b>								
Year 2	Rack	3	\$ 500.00	\$ 1,500.00	Rack	3	\$ 650.00	\$1,950.00	Cage (Sq Ft)	90	\$ 27.68	\$ 2,491.20	Rack	3	\$375.00	\$ 1,125.00	Rack	3	\$650.00	\$ 1,950.00	Rack	3	\$640.63	\$ 1,921.89								
	Power (1-AB*)	3	\$ 495.00	\$ 1,485.00	Power (1-AB*)	3	\$ 500.00	\$1,500.00	Power (1-AB*)	3	\$520.00	\$ 1,560.00	Power (1-AB*)	3	\$495.00	\$ 1,485.00	Power (1-AB*)	3	\$500.00	\$ 1,500.00	Power (1-AB*)	3	\$520.00	\$ 1,560.00								
	Cage	1	\$ -	\$ -	Cage	1	\$ 900.00	\$ 900.00			\$ -	\$ -	N/A			\$ -	N/A			\$ -	N/A			\$ -								
	<b>Total</b>			<b>\$ 2,985.00</b>	<b>Total</b>			<b>\$4,350.00</b>	<b>Total</b>			<b>\$ 4,051.20</b>	<b>Total</b>			<b>\$ 2,610.00</b>	<b>Total</b>			<b>\$ 3,450.00</b>	<b>Total</b>			<b>\$ 3,481.89</b>								
Year 3	Rack	3	\$ 525.00	\$ 1,575.00	Rack	3	\$ 650.00	\$1,950.00	Cage (Sq Ft)	90	\$ 28.37	\$ 2,553.30	Rack	3	\$395.00	\$ 1,185.00	Rack	3	\$650.00	\$ 1,950.00	Rack	3	\$656.54	\$ 1,969.62								
	Power (1-AB*)	3	\$ 520.00	\$ 1,560.00	Power (1-AB*)	3	\$ 500.00	\$1,500.00	Power (1-AB*)	3	\$520.00	\$ 1,560.00	Power (1-AB*)	3	\$520.00	\$ 1,560.00	Power (1-AB*)	3	\$500.00	\$ 1,500.00	Power (1-AB*)	3	\$520.00	\$ 1,560.00								
	Cage	1	\$ -	\$ -	Cage	1	\$ 900.00	\$ 900.00			\$ -	\$ -	N/A			\$ -	N/A			\$ -	N/A			\$ -								
	<b>Total</b>			<b>\$ 3,135.00</b>	<b>Total</b>			<b>\$4,350.00</b>	<b>Total</b>			<b>\$ 4,113.30</b>	<b>Total</b>			<b>\$ 2,745.00</b>	<b>Total</b>			<b>\$ 3,450.00</b>	<b>Total</b>			<b>\$ 3,529.62</b>								
Year 4	Rack	3	\$ 525.00	\$ 1,575.00	Rack	3	\$ 682.50	\$2,047.50	Cage (Sq Ft)	90	\$ 29.08	\$ 2,617.20	Rack	3	\$395.00	\$ 1,185.00	Rack	3	\$682.50	\$ 2,047.50	Rack	3	\$673.06	\$ 2,019.18								
	Power (1-AB*)	3	\$ 520.00	\$ 1,560.00	Power (1-AB*)	3	\$ 525.00	\$1,575.00	Power (1-AB*)	3	\$520.00	\$ 1,560.00	Power (1-AB*)	3	\$520.00	\$ 1,560.00	Power (1-AB*)	3	\$525.00	\$ 1,575.00	Power (1-AB*)	3	\$520.00	\$ 1,560.00								
	Cage	1	\$ -	\$ -	Cage	1	\$ 945.00	\$ 945.00			\$ -	\$ -	N/A			\$ -	N/A			\$ -	N/A			\$ -								
	<b>Total</b>			<b>\$ 3,135.00</b>	<b>Total</b>			<b>\$4,567.50</b>	<b>Total</b>			<b>\$ 4,177.20</b>	<b>Total</b>			<b>\$ 2,745.00</b>	<b>Total</b>			<b>\$ 3,622.50</b>	<b>Total</b>			<b>\$ 3,579.18</b>								
Year 5	Rack	3	\$ 525.00	\$ 1,575.00	Rack	3	\$ 682.50	\$2,047.50	Cage (Sq Ft)	90	\$ 29.80	\$ 2,682.00	Rack	3	\$395.00	\$ 1,185.00	Rack	3	\$682.50	\$ 2,047.50	Rack	3	\$689.98	\$ 2,069.94								
	Power (1-AB*)	3	\$ 520.00	\$ 1,560.00	Power (1-AB*)	3	\$ 525.00	\$1,575.00	Power (1-AB*)	3	\$520.00	\$ 1,560.00	Power (1-AB*)	3	\$520.00	\$ 1,560.00	Power (1-AB*)	3	\$525.00	\$ 1,575.00	Power (1-AB*)	3	\$520.00	\$ 1,560.00								
	Cage	1	\$ -	\$ -	Cage	1	\$ 945.00	\$ 945.00			\$ -	\$ -	N/A			\$ -	N/A			\$ -	N/A			\$ -								
	<b>Total</b>			<b>\$ 3,135.00</b>	<b>Total</b>			<b>\$4,567.50</b>	<b>Total</b>			<b>\$ 4,242.00</b>	<b>Total</b>			<b>\$ 2,745.00</b>	<b>Total</b>			<b>\$ 3,622.50</b>	<b>Total</b>			<b>\$ 3,629.94</b>								
<b>Total for five years (with setup)</b>							<b>\$ 27,635</b>				<b>\$20,573.70</b>				<b>\$16,305.00</b>				<b>\$21,945.00</b>				<b>\$17,655.63</b>									
<b>Total for five years (without setup)</b>							<b>\$ 22,185</b>				<b>\$20,573.70</b>				<b>\$13,455.00</b>				<b>\$17,595.00</b>				<b>\$17,655.63</b>									
* each proposer had a slightly different way of proposing the power options because of the way it was worded in the RFP. After conferring with each proposer, this model makes an apples to apples comparrrison of their pricing for power.																																
** Used HP Cabinet Pricing																																