



Date: October 23, 2015

To: H. Stephen Williamson, President and CEO

From: Frank Gresh, CIO

Re: Cisco FlexPod Reference Architecture IT RFP2015-0002 Recommendation

RFP# ITRFP2015-0002 was released on September 22nd, 2015. There were two responses received. The proposers are: Advanced Systems Group (ASG) of Colorado, and Presidio Networked Solutions, Inc. of New York.

After reviewing all of the proposals, staff finds that ASG is the Lowest Secure Bidder with a compliant proposal that meets or exceeds all of our specifications. Staff recommends we purchase the Cisco FlexPod Reference Architecture from ASG. The reasons for this recommendation are as follows:

- ASG has the background and experience to provide this solution for EMSA.
- ASG has been working with EMSA for many years, and their staff is very familiar with our existing NetApp and VMWare installation
- ASG included their Statement of Work for the services aspect of the RFP in their proposal, and it contained a very detailed description of their implementation plan.
- They provided options that will allow us to co-term our existing support for NetApp so that it all renews at the same time.
- They provided the lowest cost for the core components of the proposal

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

Proposal Pricing Evaluation

	Advanced Systems Group	Presidio
Item	Price	Price
Hardware - FlexPod Solution	\$ 246,610.00	\$ 303,270.50
Hardware – NetApp Controller for Tulsa Data Center	\$ 78,866.00	\$ 85,248.10
Services (broken down as follows)		
Planning, Installation, Acceptance Testing, Training	\$ 25,492.00	\$ 16,800.00
Data and Virtual Machine Migration	\$ 4,716.00	\$ 7,000.00
Tulsa Data Center NetApp Controller Upgrade	\$ 4,038.00	\$ 7,000.00
Zerto Software and Support for 50 VMs	\$ 51,300.00	
Miscellaneous expenses (PS Travel and Expenses)	\$ 5,250.00	
Miscellaneous expenses (Optional 3 year existing shelf support renewal)	\$ 36,680.00	
Miscellaneous expenses -- Zerto software for Migration Support (100 VM license for Presidio)		\$ 120,966.50
Total Proposed Price	\$ 452,952.00	\$ 540,285.10