

**INFORMATION TECHNOLOGY**

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March 13, 2017

To: Mahesh Sharma, County Administrator  
From: Matt Hirst, Information Technology Director  
Subject: Video Storage with Professional Installation Services

Scott County Information Technology conducted in-depth evaluations of storage technology from vendors including Dell/EMC, Nutanix, Pivot3, QNAP, and HP. Criteria considered included features, pricing, maintenance, market presence, and company financials among others. Pivot3 storage provided the most feature rich, competitively priced solution which meets or exceeds Scott County video storage requirements.

Scott County Information Technology has received quotes for video storage hardware from Pivot3 Value Added Resellers (VAR's).

The quote summary is as follows:

<u>Vendor</u>	<u>Qty (4) Watch 128TB Video Storage Appliances (Part # 101-1131-0060)</u>	<u>Standard 5 year HW &amp; SW Full Support (Part # 16-0206-05-128)</u>	<u>Implementation Services and Estimated Freight</u>	<u>Discount</u>	<u>Total</u>
<b>DSN Group</b>	\$335,750.00	\$71,000.00	\$5,685.00	n/a	\$412,435.00
<b>Alliance Tech.</b>	\$316,000.00	\$56,800.00	\$5,588.00	\$231,146.00	\$147,242.00
<b>ITS Tech.</b>	\$260,000.00	\$51,980.00	\$5,435.00	n/a	\$317,415.00

It is recommended that the Board approve the attached quote from Alliance Technology Group in the amount of \$147,242. The cost for this Pivot3 hyper-converged video storage solution includes hardware, software, professional setup services, travel, shipping, and five (5) years of operational maintenance and support. The Pivot3 solution provides the County the high level of resiliency necessary to meet operational requirements.

Note: The pricing for this hardware was obtained directly through Pivot3 VAR's. As part of I.T.'s due diligence in investigating this purchase, pricing was also obtained from Dell/EMC, HP, Nutanix, and QNAP for their video storage solutions. None of the solutions from these vendors provided the functionality, resiliency, nor economy delivered in the Pivot3 hyper-converged solution.

Budget dollars are available in the Scott County Capital Improvement Program and the Attorney's forfeiture fund for this project.

Encl(s): 1



# Alliance Technology Group, LLC

WBE and WOSB Certified

## SALES QUOTATION

500 W. Madison Street, Suite 3135  
 Chicago, IL 60661  
 Phone: 847-951-8302

Quote Date: 3/10/17  
 Quote Number: 211-Q1-03102017-3  
 Please make sure quote # is on PO  
 Alliance Sales Rep: Steve Gerlach  
 Expiration Date: 3/30/17

**End User: Scott County**

Description				
Product #	Item Description	Qty.	Sales Price	Ext Sales Price
	<b>Pivot3 - Watch 128TB x 4 With 5YR Support</b>			
	Watch 128TB, 10 Core, E5-2640v4, 750W, 32GB (4x8GB) Memory Kit, Vstac OS 7.x, NIC: DC 4x10Gb SFP+ & PCIe 2x10GB SFP+			
101-1131-0060		4	\$79,000.00	\$316,000.00
17-0108-04	A-Professional Services Travel-Flight and 1st Day Expenses	1	\$1,200.00	\$1,200.00
17-0125-01	Professional Implementation Service - Pivot3 Appliance	1	\$4,000.00	\$4,000.00
16-0206-05-128	Watch 128TB Standard 5 year HW & SW Full Support	4	\$14,200.00	\$56,800.00
			Subtotal	\$378,000.00
			Discount	-\$231,146.00
			Total	\$146,854.00

Freight: Standard Domestic Shipping

\$388.00

**Remit to address: Alliance Technology  
 7010 Hi Tech Drive  
 Hanover, MD 21076**

**Grand Total \$147,242.00**

Alliance Post Sales Service is optional and will be added to quotation at your request.

*Freight & Applicable Taxes Additional. Freight charges are "ESTIMATED" and "ACTUAL" charges will be invoiced. Customer is responsible for 100% of freight charges. This quote and configuration is confidential to Alliance and is only to be used between Alliance and the customer. In the event this provided quote and configuration is used for other purposes, consulting fees will be charged. Should customer desire to use this information for any purpose other than its original intended purpose, or wish to divulge the contents of this quote to a 3rd party, customer must obtain written permission from Alliance prior to such use. This quote is valid for 30 days past the quote date unless otherwise noted and Quote is subject to change.*

*All Purchase Orders subject to acceptance by Alliance Technology Group, LLC. Prices subject to change prior to acceptance of Purchase Order. Payment Terms pursuant to Contract of Sale. Leasing figures are being provided to you for informational purposes only. Actual lease rates may vary and are subject to credit approval.*

*Alliance's Term's & Condition's apply. Alliance's T&C's can be viewed at [www.alliance-it.com](http://www.alliance-it.com).*

*Maintenance pricing quoted must be purchased with product for price to be valid. Unless pre-paid, all maintenance pricing is subject to change.*

Version Dec 2015

THE COUNTY AUDITOR'S SIGNATURE CERTIFIES  
THAT THIS RESOLUTION HAS BEEN FORMALLY  
APPROVED BY THE BOARD OF SUPERVISORS ON  
\_\_\_\_\_  
DATE  
\_\_\_\_\_  
SCOTT COUNTY AUDITOR

R E S O L U T I O N

SCOTT COUNTY BOARD OF SUPERVISORS

March 23, 2017

APPROVING PURCHASE OF VIDEO STORAGE WITH PROFESSIONAL  
INSTALLATION SERVICES

BE IT RESOLVED BY the Scott County Board of Supervisors as follows:

- Section 1. The purchase of Pivot3 video storage solution, professional installation services, and five years of maintenance and support in the amount of \$147,242 is hereby approved.
- Section 2. This resolution shall take effect immediately.