

INFORMATION TECHNOLOGY

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September 26, 2017

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

Earlier this year, 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 provides the most feature rich, competitively priced solution which meets Scott County video storage requirements.

At that time, Scott County Information Technology received quotes for video storage hardware from Pivot3 Value Added Resellers (VAR's) at deeply discounted pricing. Alliance Technology and Pivot3 committed to selling additional Watch 128 appliances to the County at the discounted price negotiated in March through the end of the year. (Each appliance adds approximately 100 TB's of storage to the environment.)

The quote summary from March was as follows:

<u>Vendor</u>	<u>Qty (4) Watch 128TB Video Storage Appliances (Part # 101-1131-0060)</u>	<u>Standard 5 year HW & SW Full Support (Part # 16-0206-05-128)</u>	<u>Implementation Services and Estimated Freight</u>	<u>Discount</u>	<u>Total</u>
DSN Group	\$335,750	\$71,000	\$5,685	n/a	\$412,435
Alliance Tech.	\$316,000	\$56,800	\$5,588	\$231,146	\$147,242
ITS Tech.	\$260,000	\$51,980	\$5,435	n/a	\$317,415

Today, Scott County IT has a better indication of necessary video storage requirements having supported the video environment for approximately six months and solicited a quote from Alliance for an additional three (3) appliances to expand the storage environment to support anticipated needs.

The quote summary is as follows:

<u>Vendor</u>	<u>Qty (3) Watch 128TB Video Storage Appliances (Part # 101-1131-0060)</u>	<u>Standard 5 year HW & SW Full Support (Part # 16-0206-05-128)</u>	<u>Implementation Services and Estimated Freight</u>	<u>Discount</u>	<u>Total</u>
Alliance Tech.	\$237,000	\$28,200	\$2,291	\$154,833	\$112,658

It is recommended that the Board approve the a quote from Alliance Technology Group in the amount of \$112,658. The cost for this Pivot3 hyper-converged video storage solution includes hardware, software, professional setup services, shipping, and five (5) years of operational maintenance and support. The addition to our Pivot3 solution provides the County capacity to meet video storage requirements for the next five to seven years.

Note: The pricing for this hardware was obtained directly through Pivot3 VAR's. As part of IT's due diligence in investigating this purchase, pricing was also obtained earlier this year 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.

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

October 5, 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, professional installation services, and five years of maintenance and support in the amount of \$112,658 is hereby approved.
- Section 2. This resolution shall take effect immediately.