

OFFICE OF THE COUNTY CLERK

TWELVE EAST 4TH AVENUE, SUITE 209 • POST OFFICE BOX 946 • ROME, GEORGIA 30162

PHONE: 706.291.5110 • FAX: 706.291.5248 • www.romefloyd.com

October 15, 2014

Mr. Jared Pursell
Senior Account Manager
A3 Communications, Inc.
5000 Peachtree Industrial Blvd., Suite 155
Norcross, GA 30071

**RE: Award of Bid and Sales Agreement - Floyd County, Georgia
RFP #14-0904**

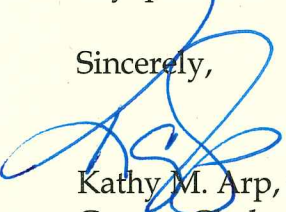
Dear Mr. Pursell:

At their meeting of October 14, 2014, the Floyd County Board of Commissioners approved the Award and Bid and Execution of the Sales Agreement between Floyd County and A3 Communications, Inc. for VMware Servers, Installation and Training.

Enclosed please find two (2) originals of the partially executed Sales Agreement. Upon execution by A3 Communications, Inc., please return an original of the fully executed agreement to **Kathy Arp, County Clerk, 12 East 4th Avenue, Suite 209, Rome, Georgia, 30161.**

We look forward to working with you on this project. Feel free to contact me should you have any questions.

Sincerely,


Kathy M. Arp, CCC
County Clerk

Enclosures

C: La Sonja Holcomb, MIS Director (via email w/ attachments)
Nancy Lam, Purchasing Director (via email w/ attachments)
Gary Burkhalter, Comptroller/Finance Director (via email w/ attachments)

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ADMINISTRATION
KATHY ARP, CCC, COUNTY CLERK



FLOYD COUNTY, GEORGIA

PURCHASING

MEMORANDUM

TO: Jamie McCord

FROM: Nancy Lam

DATE: October 6, 2014

SUBJECT: Agenda Item – VMware servers, installation and training

NANCY LAM
PURCHASING DIRECTOR

Everett Gray
PURCHASING AGENT

Please include this project on the agenda for October 14, 2014 BOC Meeting.

Request for Proposals were received until September 4, 2014, for implementation of a VMware Solution to replace existing standalone servers taking into account the criteria outlined in the RFP.

Seven (7) proposals were received and distributed to the evaluation committee consisting of LaSonja Holcomb, Kevin Brown and Tom Bowen.

The committee evaluated the seven proposals and narrowed the list to three (3) proposals. The three providers on the short list were invited for an interview and a presentation of their solution. A3 was ranked number one (1) by all three committee members and was also the lowest price solution.

The short list consisted of Interdev Managed Security, A3 Communications and Ricoh USA.

The committee is recommending A3 Communications for this project at total price of \$99,712.91, this price includes an upgrade from NBD to 4 hour response time on service.

The remainder of the \$125,000 budget will be used to purchase items necessary after converting to the new system.

Additional information is included in MIS Recommendation as well as a detailed worksheet and Q&A from proposers.

I have included the complete proposal as well as Q&A from the top three firms.

Please let me know if you need additional information.

	A3	CDWG	RICOH	DELL	INTERDEV	CPAK	KYNETIC
Server 1	Downtown	Downtown	Downtown	Downtown			
<i>Brand</i>	Fujitsu RX200S8	HP DL380P	PowerEdge R620	PowerEdge M620 (VRTX)	PowerEdge M520	IBM x3650 M4	none
<i>Processor</i>	Intel Xeon E5-2630 2.6	Intel Xeon E5-2640 2.5	Intel Xeon E5-2640	Intel Xeon E5-2640v2 2.0	Intel Xeon E5-2450v2	Intel Xeon e5-2637v2	
<i>Processor Cores</i>	6	6	6	8	8	4	
<i>RAM</i>	128GB (16x8)	128GB (16x8)	128GB (16x8)	192GB (16x12)	192G (16x12)	176 (16x11)	
<i>HD Speed</i>		10K		15K			
<i>HD Size</i>		2 x 300G		2 x 146GB			
<i>HD Space</i>		600G		292GB			
<i>NICs</i>	2 - 10/100/1000	4 - 10/100/1000	8 1G	Broadcom 10Gb		4 10/100/1000	
<i>Warranty</i>	9x5	1 - 4PT Ethernet Server Adap 4H 24x7	4H 24x7 Onsite			4H 24x7	
Server 2	Downtown (See Svr 1)	EOC (See Svr 1)	Downtown (See Svr 1)	See Svr 1		See Svr 1	
<i>Brand</i>							
<i>Processor</i>							
<i>Processor Cores</i>							
<i>RAM</i>							
<i>HD Speed</i>							
<i>HD Size</i>							
<i>HD Space</i>		???					
<i>NICs</i>							
<i>Warranty</i>							
Server 3	EOC	Backup Server (Downtown)	EOC	EOC	EOC	See Svr 1	
<i>Brand</i>	Fujitsu RX300S8	HP DL380P	Dell PowerEdge R620	PowerEdge M620	PowerEdge M520		
<i>Processor</i>	Intel Xeon E5-2630v2 2.60	Intel Xeon E5-2640 2.5	Intel Xeon E5-2640v2 2.0	Intel Xeon E5-2640v2 2.0	Intel Xeon E5-2450		
<i>Processor Cores</i>	6	6	8	8	8		
<i>RAM</i>	128GB (16x8GB)	???? 16G ????	128G (16x8)	192GB (16x12)	192GB (16x12)		
<i>HD Speed</i>	10K	10K	10K	15K			
<i>HD Size</i>	16 x 1.2TB	2 x 300G	10 x 600G	2 x 146GB			
<i>HD Space</i>	19.2TB	600G	6TB	292GB			
<i>NICs</i>	4 10/100/1000	4 10/100/1000		Broadcom 10Gb	4 1G		
<i>Warranty</i>	9x5	4H 24x7	4H 24x7		4H 24x7		
NAS / SAN							
Storage 1	Production Storage	Production Storage	Production?	Downtown	Downtown		Downtown
<i>Brand</i>	Fujitsu Externus DX100 S3	EMC-VNXE3150	Dell Equallogic SAN PS6100x	PowerEdge VRTX	PowerEdge VRTX		EMC-VNXE3150
<i>Processor</i>						IBM V3700 SFF	
<i>RAM</i>		8GB					
<i>Drive Speed</i>	10K	6 @ 15K / 12 @ 7.2K	10K	10K	10K	10K	7.2K
<i>Drive Size</i>	18 x 900GB	6 @ 600GB / 12 @ 3TB	24 x 600GB	16 x 1.2TB	22 x 900GB	13 x 1.2TB	12 x 1TB
<i>Total Size</i>	16.2TB	3.6TB / 36TB (39.6TB)	14.4TB	19.2TB	19.8TB	15.6TB	12TB

	connected via Fiber to server						
<i>Warranty</i>	9x5		4 Hr Onsite	4H 7x24	4H 24x7	4H 24 x 7	
Storage 2	for backups			EOC	EOC		EOC
<i>Brand</i>	QNAP NAS 8 Bay		Dell PowerVault NX400 NAS	PowerEdge VRTX	PowerEdge VRTX	See Storage 1	See Storage 1
<i>Processor</i>			Intel Xeon E-2403 1.8GHz				
<i>RAM</i>	1GB		8GB				
<i>Drive Speed</i>	7.2K		7.2K	10K	7.2K		
<i>Drive Size</i>	8 x 3TB		8 x 3TB	16 x 1.2TB	25 x 1TB		
<i>Total Size</i>	24TB		24TB	19.2TB	25TB		
<i>Warranty</i>			7x24	4H 7x24			
SOFTWARE							
	Datacenter 2012 - 4,021.67	3 Datacenter 2012 - \$12,285.36	Datacenter 2012	None	NO MS Software	Datacenter 2012 - \$8779.88	none
	500 CALS - 13,819.90	500 CALS - \$11,440	500 CALS		NO MS Software	No CALS	
	1 VMWare 3742.56	2 VMware- \$7,100	VMWare Vsphere Ess Plus		VMWare Ess + - 41,330.19	VMWare vSph Ess + - \$5364.00	none
		2 Vmware Vsphere Ess + - \$2,104.75				VMWare vCenter SRM 5 - \$5,826.00	
	4 Veeam - 3,390.00	6 VEEAM BU + REP ENT - 4,710.00	3 Veeam Bus Ess Std 2skt		4 VEEAM BU + REP ENT - 4,455.00	6 VEEAM (5 yr) \$14,771.16	none
					8 - Veeam Prepaid Mnt - \$4,851.00		
OTHER							
			2 PowerConnect 24Port Sw				
			1 PowerConnect 16 Port Sw				
PRICE							
Hardware	\$60,433.78	\$64,766.43	\$128,950.00	\$48,325.33	\$78,872.00	\$78,590.00	\$41,511.04
Software	\$24,974.13	\$37,640.08	-included in HW price		\$50,636.00	\$34,741.04	
Labor	\$9,000.00	\$20,000.00	\$19,200.00	\$27,685.00	\$25,025.00	\$12,000.00	\$1,000.00
<i>Total</i>	<i>\$94,407.91</i>	<i>\$122,406.51</i>	<i>\$148,150.00</i>	<i>\$76,010.33</i>	<i>\$154,533.00</i>	<i>\$125,331.04</i>	<i>\$42,511.04</i>
NOTES	FROM NORCROSS GA AND IRMO,SC	INSTALLER IS PARTNER PROMARK FROM MARYLAND.	INSTALLERS ARE FROM BIRMINGHAM, AL & KNOXVILLE,TN	QUOTE DOESN'T INCLUDE INSTALLATION OR SOFTWARE	ALPHARETTA, GA	SERVER IN THEIR QUOTE NOT AS GOOD AS OTHER QUOTES. 4 CORE WHERE EVERYONE ELSE IS 6 OR 8	QUOTE DOES NOT INCLUDE SERVERS OR SOFTWARE ONLY STORAGE
		QUOTE IS MISSING STORAGE FOR EOC.			MISSING DATA CENTER SOFTWARE	QUOTE IS MISSING CALS FOR DATACENTER	
						NO TRAINING	



MANAGEMENT INFORMATION SYSTEM

TWELVE EAST 4TH AVENUE, SUITE 300 • POST OFFICE BOX 946 • ROME, GEORGIA 30162
PHONE: 706.291.5274 • FAX: 706.291.5267 • www.floydcountyga.org

Jamie McCord
12 E. 4th Ave
Rome, GA 30161
October 16, 2014

RE: FLOYD COUNTY VMWARE SERVERS, INSTALLATION AND TRAINING

Jamie,

The VMWare selection committee which included Nancy Lam, Tom Bowen, Kevin Brown and La Sonja Holcomb, reviewed and scored 7 vendors for the VMWare Server project. The committee then asked the three companies from the short list, A3 Communications, Ricoh and Interdev, here to do a presentation. After review of the presentations and each company's references the committee would like to recommend A3 Communications as our selection to install and configure Floyd County's new VMWare solution. Although they were the lowest bidder we felt that their bid, which included monitored Fujitsu Servers, was very robust. And that they offered the best solution overall for Floyd County.

We would like to ask the commission to award A3 Communications the bid and accept their contract based on approval from our attorney. This would allow them to order the equipment sooner which is the longest lead time for the project.

The budget for this project is \$125,000. The hardware and software purchased from A3 will be \$99,712.91 this is base bid price of \$94,407.91 plus \$5,305.00 to upgrade from NBD to 4 hour maintenance response time. The remaining funds will be used to purchase SQL 2012, Fortis upgrade and move to new server and other hardware not purchased from A3, for example a switch to connect new servers or rack mounting.

Thank you for your consideration,

BOARD OF COMMISSIONERS
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LARRY MAXEY
RHONDA WALLACE

ADMINISTRATION
LA SONJA HOLCOMB, *DIRECTOR*
KEVIN BROWN, *ASST. DIRECTOR*