NAME	Integrators of New Systems & INS Prof Services	Logicalis, Inc.
ADDRESS	Novi, MI	Farmington Hills, MI
Years in Business	14 years	13 years
Years providing virtualization & SAN services	Virtualization since 2006 w/ Vmware	Over 6 years - more than 500 customers; Storage
	Vmware Authorized Consultant	Area Networking since products existed.
	HP's Virtualization Elite Program	
Authorized product reseller	Authorized HP Partner-one of premier HP partners	Vmware National Premier Partner w/ highest level
	in Midwest	of certification; 15 yr HP Partner w/ highest level
		of certification
Ability to perform services	Performed hundred of similar virtualization	Use highly trained & skilled employees for project.
	projects & complete Active Directory implementa-	Staff listed depicts resource skill level.
	tions; ability to roll out complex solutions with	
	little or no impact to user community	
Work specifically for governments	Consults work w/ all types of accounts including	Technology solutions to public sector customers
	state and local govts, K-12 & higher education &	since 1995 include procurement of manufacturer's
	traditional commercial accounts.	products and wide array of services to implement
Closest support facility	INS - Novi, MI; For HP: Flint, MI, Metro Airport,	NetArx - Auburn Hills, MI
	Farmington Hills, MI & Pontiac, MI	
Full Time Employees	24 Full Time Employees	766 Full Time Employees
Part Time Employees	5 Part Time Employees	
Public Sector clients	L'anse Cruse Schools	Farmington Hills
	Grand Blanc Schools	Central Michigan University
	The Henry Ford	County of Macomb
	American Axle	State of WI - Dept of Transportation
	Cleveland Cliffs	University of Michigan

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In-house support staff 24/7/365	Solution generally depends on manufacturers support. INS can provide accommodations for short periods of around the clock support for unforeseen incidents; remote services including diagnostics/troubleshooting via the web.	Can provide optional remote managed services for great range of enterprise enviroments: Basic Service, Premium Service, 7x24x365 Support
Overseas, off-hours support staff	INS - No; HP and Vmware may use overseas support staff for some support calls	No
Work Plan/Timeline	Receive equipment, unpack, rack equipment, verify & test, networking to core switch & configure servers; Vmware configuration, initialize data stores, install Vcenter, setup cluster, storage configuration, Microsoft planning & updates; server migrations; replication bet sites; replication to cloud; training and documentation Approx 16 BD after receiving equipment	Assess-Collect & analyze bus & func requirements Plan-Define project scope, options & risks Design-create solution based on bus & func reqs Implement-Execute on specific reqs of design Validate-validate project scope & design documents to ensure all bus & func reqs met Support-using knowledge transfer, documentation & training, ensure solution properly supported and maintained.
Warranties	Hardware-5 yrs 7x24x365 response from HP Software including Vmware software covered by HP software support-5 yrs, 7x24x365 Online component allows simple & easy warranty calls, updates, patches & other info - HP IT Resource Center; Phone home capabilities	No service warranties, except in writing within 15 days of submission by customer.
Services outsourced/subcontracted	None	None planned

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Procedures/processes to secure data	INS does not typically take possession of or see any data. Will follow processes & procedures of RH; industry best practices during implementation as outlined by HP, Vmware, Microsoft & others	All new employees are required to read & acknow-ledge in writing they understand/accept key HR policies including the confidentiality policy
Resources	Kevin D-Vmware certified Prof 4.x; 20+ yrs IT Jeff D-Vmware certified Prof 4.x; 20+ yrs IT Jack W-HP networking, HP Proliant & Blade specialist, cert HP instructor, 30 IT experience	Delivery Consultant-6 yrs virtualization design, implementation & server migrations Delivery Consultant-18 IT industry w/ 3 yrs designing and implementing virtualization solutions
Telephone support	Custom support options for phone support outside of support agmts in place for hardware & software support.	Offers a variety of optional phone support
Work remotely	Yes; preferred method	Yes
Contract	Yes/ PO for hardware and PO and/or signed contract for professional services	Yes
Insurance	Yes	
Hourly Rates for Professional Services	Enterprise Level Phone Support $125/hr Enterprise Level on-site support $200/hr Enterprise Level on-site sup (after hrs) $325/hr	Prof Installation Services (lump sum) $159/hr Approx number of hrs 80 vSphere consult & implementation $159/hr Storage consult & implementation $159/hr
Exceptions to Bid	Part Numbers	No exceptions

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Ongoing Support Services	As needed billed in 2 hr increments	Billed in minimum amounts of 2 hours
	Year 1- $200/hr - $8,000 for 40 hrs	Year 1-$159/hr - $6360 for 40 hrs
	Year 2-$200/hr - $8,000 for 40 hrs	Year 2-$159/hr - $6360 for 40 hrs
	Year 3-$200/hr - $8,000 for 40 hrs	Year 3-$159/hr - $6360 for 40 hrs
Materials mark up or discount off of manufacturer list pricing	Discounts are applied according to HP's pricing methodology and there are no specific discounts given	
COST PROPOSAL:		
Not to Exceed - Fixed Price:	$191,657.00	$223,432.75

				INS	Logicalis
Blade Infrastructure					
C3000 Enclosure					
QTY	**Part #**	**Description**			
	508668-B21	HP BLc3000 CTO Encl		$2,900	$2,922.19
1	488100-B21	HP BLc3000 Dual DDR2 Onboard Admin Kit		$425	$437.27
4	AF556A	HP 1.83m 10A C13-UL US Pwr Cord		$40	$32.00
4	500172-B21	HP 1200W CS HE Power Supply Kit		$940	$960.68
2	507082-B21	HP BLc Single Active Cool 100 Fan Option		$214	$217.54
1	TC276AAE	HP Insight Control 8eLTU bundle		$2,030	$2,038.16
Interconnects					
Procurve 6120XG					
QTY	**Part #**	**Description**			
2	516733-B21	HP Procurve 6120XG Switch		$16,700	$16,788.54
12	453154-B21	HP RJ45 SFP		$2,580	$2,619.24
Blade Servers					
QTY	**Part #**	**Description**			
5	603718-B21	HP BL460c G7 CTO Blade		$5,250	$5,256.00
5	610861-L21	HP BL460c G7 E5640 FIO Kit		$4,000	$4,011.35
	610861-B21	HP BL460c G7 E5640 Kit		$4,000	$4,011.35
20	500656-B21	HP 2GB 2Rx4 PC3-10600R-9 Kit		$1,600	$1,606.00
	500662-B21	HP 8GB 2Rx4 PC3-10600R-9 Kit		$3,680	$3,725.92
5	453246-B21	HP NC382m dual port 1Gbe adapter		$1,000	$1,054.85
2	581286-B21	600GB 6G SAS10K rpm SFF HD		$1,160	$1,166.54
8	418371-B21	HP 72GB 3G SAS 15K 2.5in DP ENT HDD		$1,600	$1,629.36
4	608447-B21	HP 2GB USB flash media drive key kit		$208	$219.00
5yr, 7x24 Support					
QTY	**Part #**	**Description**			
1	HA104A5 4YK	HP Insight Control Enclosure 24x7 support		$1,241.60	$1,241.60
1	HA104A5 7GK	c3000 Enclosure HW Support		$1,315	$1,267.20
5	HA104A5 7XE	BL4xxc Svr Bld HW Support		$4,648	$4,648.00

			INS	Logicalis
P4000 SAN	**Data Center**			
QTY	**Part #**	**Description**		
2	BK716A	HP P4300 G2 7.2TB SAS Starter SAN	$46,000	$46,800.00
1	HA110A3	HP 3y Support Plus 24 SVC		0
2	HA110A5 1MS	LHN P4300 Storage System Support	$9,600	$9,454.40
P4000 SAN	**Remote Site**			
QTY	**Part #**	**Description**		
1	BK715A	HP P4300 G2 16TB MDL SAS Starter SAN	$23,000	$23,400.00
1	HA110A3	HP 3y Support Plus 24 SVC		0
1	HA110A5 1N5	LHN P4300 Storage System Support	$4,800	$4,727.20
VMware (HP SKU's)				
QTY	**Part #**	**Description**		
1	TD458AAE	VMware Vspere 4 Enterprise Accel kit, 6P	$15,700	$15,718.36
1	HA110A5 1WT	5yr, 24x7 unlimited tech support & updates	$13,025.60	$13,025.60
Installation and Startup				
	HA124A1 58H		Included	
	HA124A1 58K		Included	$3,420.00
	HA113A1 58Z	HP Bladesystem c3000 install SVC	Included	$1,334.40
Professional Svc				
1	Professional Svc	Professional Installation Services (lump sum)	$24,000	$49,700
		Approximate number of hours _____	80 hours	
Total			$191,657	$223,432.75
On-Going Support				