

City of Rochester Hills - SAN Solutions Evaluation

	Compast Technology	Hewlett Packard/Integrators of New Systems	Naturex	Technical Solutions, Inc. (TSI)	DynTEK
Base Bid Price	\$182,920.80	\$180,955.18	\$190,004.04	\$196,453.95	\$309,411.40
Evaluation Status	Incomplete bid, did not even fill out the check list Not under consideration	Requested documents missing from the proposal twice and they were not provided No longer under consideration	Acceptable Solution Lower total cost for three years. Licensing provided for more servers than StorageTek Closer relationship with Microsoft	Solution Preferred by Committee More disk capacity More tape expansion and up front capacity Less network impact Easier restoration of failed servers	Currently not under consideration due to price
Normalization		\$102,188.48		\$11,342.00	
Correction of base bid to EVA 6000					
Upgrade to LTO3 drive and tapes					
Addition of advance storage management software			\$13,608.00		
Add redundant Power supply and RAID 1 drive for management station			-\$3,725.56 \$199,886.48		
Remove performance bond			\$199,886.48		
Current Normalized Price	\$182,920.80	\$283,143.66	\$199,886.48	\$241,678.35	\$309,411.40
Total cost at five years			\$3,917.78	\$4,161.88	
Performance Bond			\$203,804.26	\$245,840.23	
Total cost at three years					
SAN Solution	IBM solution	HP solution using Discs	EMC CX300. Fiber channel SAN, with approx. 365 FC usable drives and approximately 3.84 TB usable SATA drives. Need to verify the configuration. Scales to 18.9 TB	Stores solution using FC SAN with 386 GB FC drives and 4.351 TB SATA drives. Scales to 28 TB	
SAN Software			Licensed for 64 hosts and 60 drives (22 drives proposed)	Licensed by the number of operating system types and partitions, 8 provided. Based on recommendations, 3 to 4 more clusters could be added before a \$7,000 license upgrade is required.	
Tape Solution			ADIC LTO3 tape solution with 72 slots. Uses Legato software. Included 120 tapes. Uses Microsoft server recovery solution but not fully automated and uses system specific disks. User needs to reload the OS and applications. Traditional full and incremental backups.	LTO3 with 140 tape slots licensed to activate 100 slots using Tivoli software. Include 120 tapes and bare machine recovery for 12 servers. Fully managed tape migration application.	
Implementation			EMC will be on performing the installation	Stores included scope of work	
Service			Three years included	1 st year is included	

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	Compsat Technology	Hewlett Packard/Integrators of New Systems	Netar*	Technical Solutions, Inc. (TSI)	DynTek
Cost for next year of service			1 Year = \$2,856 2 Years = \$5,712 3 Years = \$8,568 4 Years = \$34,147 5 Year = \$56,870	2 Years = \$12,168 3 Years = \$34,314 4 Years = \$55,266.24 5 Years = \$73,941.12	
Experience/Staffing	N/A	N/A	6-12 staff as needed, appear to be using EMC staff	9 staff subcontracted from Storages. Hundreds of years of experience	
References			Oakland County Mike Wilk (248-858-5269) State of Michigan - Rick Hoffman (517-241-8204) City of Detroit Dennis Linet (313-224-3362 x210)	Washtenaw County Community College, Amin Latha (734-973-3400) Monroe County, Colleen Hinzmann (734-240-7313) Western Michigan University, Leonard Peirce (269-387-5469)	
Reference Feedback			Oakland County: Very positive for several systems installed. Has phone home service. Have tech on site prior to any problem being noticed	WCCC: Very pleased with the system, installation, and support. Also liked his EMC but unwilling to pay the additional cost. Took ownership of a Microsoft problem and developed a work around. Monroe County: Very pleased with the system, installation, and support. Techs show up and make change to the system without the county knowing a problem existed. Invoicing is confusing and can take some effort to clarify.	

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	Compaq Technology	Hewlett Packard/Integrators of New Systems	Netarx	Technical Solutions, Inc. (TSI)	Dyntek
<p>Interview Impressions</p>			<p>Backup solution was very basic and the method for taking a tape set off site is cumbersome. Tape unit capacity is limited. Tape retirement is based on errors not number of uses. Need the to use the storage manager software option add on for automated storage management.</p> <p>Backup is totally LAN based. Restore of server is less automated than StorageTek. Good support program. Software is easy to use. Uses UPS to keep drives spinning in a failure until write cache is cleared. Temporary disk write needs to be corrected automatically when power is restored.</p> <p>No AS/400 support. Products introduced in 1997 are still supported today and are backwards compatible. Strong Microsoft integration. No integration concerns. No support concerns.</p>	<p>Stable with long time presence in the storage market. Very strong in the tape background.</p> <p>Backup solution is not a traditional full and incremental backup. Tape solution manages the storage, quantity of backup copies, off site copies, and retirement of tapes.</p> <p>Tape and drive expandable by adding stackable chassis. Backup can use SAN or LAN for data file transfer.</p> <p>Fully automated server recovery solution. Good support program. Software is easy to use. Cache is battery backed up for 72 hours.</p> <p>No AS/400 support. No integration concerns. No support concerns.</p>	

City of Rochester Hills - Network Utilities Solution Evaluation

	Microsoft Solutions	SurfSolutions	Hammer Operations Center	IBM	Intelligent Connections
Base Bid Price	\$43,429	\$84,227	\$60,500	\$20,000	\$165.00
Evaluation Status	Solution does not include an email management package Withdrew from process after interviews	Finalist	Not interviewed - Firewall Solution, Network Solutions (i.e., "firewall") were not considered as viable solutions for the City. Did not provide all required documents from RFP even after requested.	Not in consideration. Only bid for firewall solution.	Not in consideration. Bid very high price.
Normalization		\$7,623		N/A	N/A
Add remote VPN sites total					
Remove Workstation Management software					
Advanced intrusion prevention		\$1,586			
3 Years annual support (2 required)		\$6,386			
Bond price	\$2,175	\$559	\$855	N/A	N/A
Normalized Price	\$39,025	\$43,533	\$40,894	N/A	N/A
Not to exceed award		\$43,533			
Proposal Issues (exceptions)	None	None	None	None	None
Interview Impressions	<ul style="list-style-type: none"> • Sharp technical skills • Would need to look at mail archive solution. • Concern for bid process. • did not bid a viable email archiving solution. • Several Partner Levels: Microsoft GOLD Partner, Cisco Partner • Very low bid price 	<ul style="list-style-type: none"> • Best level of knowledge of products as well as project implementation plans. • Would need to drop SMS option. • Discussed options for securing the Utility (ISA Server) in the DMZ with an additional ASA 5500 Cisco product. • Several Partner Levels: Microsoft GOLD Partner, SurfControl (highest level Partner), Cisco Partner, HP Partner. • Expected bid price 			
Network Utility Solutions:					
1. Firewall/VPN	Juniper Netscreen (Enterprise and SOHO models)	Cisco SurfControl (Risk Filler)	ISA 2004		
2. SPAM, Spyware, Adware, Antivirus prevention,	Barracuda PatchLink Exchange	SMS 2003 GFI	Trend Micro SMS 2003 Illumin Assessor Archive		
3. Patch Management, Inventory Management and Software Distribution.					
4. Email Archiving.					
Service	Normal hours = \$150/hr Holiday = \$300/hr Travel charge after 30 minutes (same day) 30 min. service response (phone), 4 hour contracted response	Tech = \$75/hr Engineer = \$130/hr Afterhours or Holiday = 1.5 x rate No travel charge			
Experience/Staffing	10 years average staff experience. Total tech staff = 40 Total tech staff on project = 4	17 years average staff experience. Total tech staff = 40 Total tech staff on project = 3			
References	Oakland University/County US Army Dow Corning Daimler Chrysler	Mayfield City Schools City of Cleveland Raymond Prokop			
Reference Feedback (if any)		N/A			
Notes:					

City of Rochester Hills - WAN Solution

	AnseFT Solutions	Comcast
Base Bid Price	Only Vendor Proposing Electronics Transport No Bid	Only Vendor Proposing Transport \$187,200
Status	Equipment and services \$32,262 Withdrawn from Consideration	No Bid Contract in Review
Normalization	Remove DS3 Routers (\$18,470)	
	Remove router labor (\$900)	
	Remove Fire station connection	
	Add a basic HP switch for DPS that has a 1Gb UTP uplink	
	Add Internet over the Gb link	\$36,432
	Bond price \$1,606	
Normalized Price (3 years where applicable)	\$14,498	\$162,432
Annual Recurring		\$51,144
Proposal Issues (exceptions)	None	Separate contract and proposal forms
Evaluation Status	Open	Open

City of Rochester Hills Server Solution Evaluation

	Direck	Sharn Solutions	Illeneed Spinless Center	AssessIT Solutions	CompuWare
Base Bid Price	\$174,915	\$143,334	\$271,493	\$4,647	\$140,000
Evaluation Status	Acceptable Solution	Finalist	Not in consideration - did not provide all required documents from RFP even after requested. High price.	Not in consideration. Only bid on SurfControl, no servers	Not in consideration. Only bid servers, no hardware or software.
Normalization	Spec servers with full redundancy Factor of 1.25 for redundancy = \$218,644 Factor of 1.25 for 2 year warranty = \$273,305 Factor of 1.25 for 2 year warranty = \$273,305 Additional Cost for Surf control for 2 years = \$4,647 Prices with Normalizations = \$84,552 Unified Bid Price (x1.15) = \$97,235	\$2,493 \$101,574 (\$2,400) \$4,820 \$92,273 1.30%	N/A	N/A	N/A
Normalized Price	\$85,920	\$89,408	\$69,904	None	None
Optimal Exchange Security Software (if any)	Not in scope price	None	None	None	None
Proposal Issues (exceptions)	None	None	None	None	None
Interview Impressions	Not prepared for presentation - did not have the project plan they sent us and had no senior management commitment. Focused on the technical solution but not necessarily on CHH whole solution. Did Not understand security issues with Exchange.	Good handle of the server migration and options. Addressed security issues on Exchange references as examples. Easy to communicate with engineers and sales associates. Can perform entire solution (Server, Network, SAN)	None	None	None
Service	None hours = \$1,200/hr Admin = \$200-\$300/35min 10 years average staff experience. Total tech staff = 100. Total tech staff on project = 6	Tech = \$15/hr Engineer = \$100/hr Network Admin = \$150/hr 17 years average staff experience. Total tech staff = 40. Total tech staff on project = 3	None	None	None
Experience/Staffing	Oxford Area Schools Chelsea School District Ann Arbor Public Schools Centerville Public Schools	Mayfield City Schools City of Cleveland Hammond Prolog	None	None	None
References	N/A	N/A	None	None	None
References Feedback (if any)	N/A	N/A	None	None	None