

Matt Bellin

From: Kathleen Shipman
Sent: Thursday, May 04, 2017 8:53 AM
To: Matt Bellin
Subject: FW: Server/Storage Solution for City Hall

From: Cary Gielniak
Sent: Wednesday, May 3, 2017 5:46 PM
To: Kathleen Shipman <Kathleen.Shipman@maricopa-az.gov>; Brenda Hasler <Brenda.Hasler@maricopa-az.gov>
Subject: RE: Server/Storage Solution for City Hall

Thank you very much Kath. I just spoke with Matt. There were several reason why we elected to go with En Pointe over Sentinel.

1. Nimble Storage, proposed by Sentinel, recently was purchased by HP (Now called HPE for HP Enterprise). HP has a poor track record when it comes to backend service. As much as I like Nimble (I installed them at Ak-Chin), I have real concerns that their service will decline.
2. En Pointe's quote included 3 year's worth of licensing and maintenance on the software and equipment...Sentinel only quoted 1 year.
3. En Pointe quoted \$25k for services. With a small team...and year end...we would like the vendor to rack the new equipment, copy data from the old equipment to the new equipment, move the old equipment to PD Substation, set up the old equipment at PD Substation, install replication software, ensure data is replicating between the two sites.

Hopefully this answers your questions but if not, or if you have more, give me a shout.

Cary

Cary F. Gielniak
Chief Information Officer
City of Maricopa, AZ

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From: Kathleen Shipman
Sent: Wednesday, May 3, 2017 5:30 PM
To: Brenda Hasler <Brenda.Hasler@maricopa-az.gov>; Cary Gielniak <Cary.Gielniak@maricopa-az.gov>
Subject: RE: Server/Storage Solution for City Hall

I have this Legistar item on hold, as I was reviewing the quotes there were discrepancies and I want to be accurate. If I have a question, most likely so will council.
Matt is checking now. Stand by.
Thanks, Kathleen.

From: Brenda Hasler
Sent: Wednesday, May 3, 2017 4:50 PM
To: Kathleen Shipman <Kathleen.Shipman@maricopa-az.gov>; Cary Gielniak <Cary.Gielniak@maricopa-az.gov>

Cc: Matt Bellin <Matt.Bellin@maricopa-az.gov>

Subject: RE: Server/Storage Solution for City Hall

Thank you Kathleen.

I was just going to go down and show him how to enter it!

Brenda K. Hasler, CPA
Financial Services Director
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From: Kathleen Shipman

Sent: Wednesday, May 3, 2017 4:49 PM

To: Cary Gielniak <Cary.Gielniak@maricopa-az.gov>

Cc: Matt Bellin <Matt.Bellin@maricopa-az.gov>; Brenda Hasler <Brenda.Hasler@maricopa-az.gov>

Subject: RE: Server/Storage Solution for City Hall

Hi Cary,

All departments enter their own items into Legistar and I forgot you don't have an admin that will take care of that for you.

I will get this entered now and will enter you in as the sponsor and also the approval process will start with you.

I'll let you know when I am done, starting now.

Thanks, Kathleen.

From: Matt Bellin

Sent: Wednesday, May 3, 2017 4:20 PM

To: Cary Gielniak <Cary.Gielniak@maricopa-az.gov>

Cc: Kathleen Shipman <Kathleen.Shipman@maricopa-az.gov>

Subject: RE: Server/Storage Solution for City Hall

Cary,

Attached is the Purchasing Summary and all 5 quotes. When this is approved by council and you are ready to enter a purchase requisition please include all 5 quotes. Please let me know if you have any questions.

Thanks,

Matthew Bellin

Purchasing Coordinator
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From: Kathleen Shipman
Sent: Wednesday, May 03, 2017 1:26 PM
To: Cary Gielniak; Matt Bellin
Subject: RE: Server/Storage Solution for City Hall

Cary, sorry I just now got to this email on the server storage. I was out unexpectedly and just got back in today on this.
Matt, attached is information for review.
Thank you, Kathleen.

Kathleen Shipman, BSBA, CPPB
Purchasing Manager
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From: Cary Gielniak
Sent: Thursday, April 27, 2017 5:42 PM
To: Kathleen Shipman <Kathleen.Shipman@maricopa-az.gov>
Subject: Server/Storage Solution for City Hall

Good afternoon Kathleen. Attached please find 5 separate proposals compiled after approximately 8 months of exhaustive research and interviews by my team and me. In the end, we have chosen the proposal presented by En Pointe Partners. The quotes from NextNet and Avisolve were significantly higher than the others which ruled out those two vendors. Sentinel, En Pointe, and Davenport's quotes all were pretty close. However, within the last couple of months, HP purchased Nimble Storage...the solution presented by Sentinel. HP does not have a stellar record when it comes to support. Concern for that played into our decision to eliminate the Nimble solution.

That left Davenport Group who presented Dell/Compellent versus En Pointe and their Cisco/Tegile solution. From a technology perspective we liked both solutions. Dell was like hitting the "Easy" button as our current storage array. However, our concern there is that the Davenport Group is based out of Minneapolis with no presence in Arizona. Given no real edge on the technology side, our decision came down to after sales support. Therefore, we selected the local company, with local engineering expertise that can be onsite within 45 minutes should we have an issue.

I hope that helps to explain the rationale for our decision. As we must complete this effort before June 30 let me know what you need from us to get this onto the May 16 City Council agenda.

Thanks Kath!

Cary

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Information Technology

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