

**City of Garden Grove**

**INTER-DEPARTMENT MEMORANDUM**

To: Allan Roeder  
Dept: Interim City Manager  
Subject: AUTHORIZE THE ISSUANCE OF A PURCHASE ORDER FOR A STORAGE SOLUTION FROM RESILIENT COMMUNICATIONS INCLUDING ONE (1) YEAR SUPPORT SERVICES UNDER RFP S-1163

From: Charles Kalil  
Dept: Information Technology  
Date: June 23, 2015

OBJECTIVE

To receive City Council approval to purchase a Storage Solution from Resilient Communications, including one (1) year support services.

BACKGROUND

In October 2012, the City purchased a storage area network (SAN) from Coraid, Inc. to host all enterprise data. In February of 2014, the City made a second purchase from Coraid, Inc. to increase the City's electronic data storage capacity. This purchase included a support contract with a guaranteed four hour response time.

In February 2015, Information Technology Staff received reports that the email system was running significantly slower than normal. Analysis showed a problem related to the Coraid SAN. A support call and follow-up email was met with the response that Coraid, Inc. had experienced a recent significant reduction in staff and that they could not provide a timeframe to provide support for our problem.

In April 2015, Coraid, Inc. ceased operations. Within days of this news, a component of the City's Coraid SAN failed leaving Staff without a method of fixing or replacing it. The SAN contains redundant components and no data was lost. However, there is a risk of losing data if any more components fail before the SAN is replaced.

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DISCUSSION

RFP No. S-1163 was advertised on March 13, 2015. Ten (10) proposals were received and opened on April 13, 2015. The Source Selection Committee (SSC) initial scores and pricing are listed below. Proposals that fell below the competitive range of 1328 were disqualified.

<b>COMPANY NAME</b>	<b>TOTAL COST</b>	<b>INITIAL SSC SCORES</b>
Nitech #1	\$36,720.00	1770
ePlus	\$89,779.51	1707
Consiliant	\$124,562.96	1599
Resiliant	\$122,249.48	1578
Even #2	\$45,790.20	1563
DataLink	\$140,545.24	1500
Nitech #2	\$54,000.00	1416
Even #1	\$82,405.28	1389
CDW-G	\$79,978.20	1272
FIG	\$232,674.74	1239

On April 24, 2015 follow-up questions were asked of the qualified proposers with a request to respond by April 27, 2015. Proposers were required to respond to the questions to remain qualified in the RFP process. Nitech #1, Nitech #2, Even #1, and Even #2 did not respond to the questions and were disqualified. Based on responses to the questions, a support requirement adjustment, and product demonstrations a final round of scoring was completed on June 10, 2015.

<b>COMPANY NAME</b>	<b>TOTAL COST</b>	<b>FINAL SSC SCORES</b>
<b>Resilient Communications</b>	<b>\$122,171.25</b>	<b>2217</b>
ePlus	\$72,273.67	2145
Datalink	\$143,325.13	2052
Consiliant	\$138,010.96	1670

FINANCIAL IMPACT

The financial impact for this project is \$122,171.25. The amount will be paid with available funds from the 2014-15 budget.

RECOMMENDATION

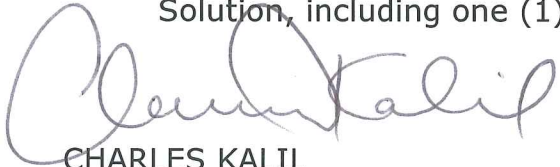
It is recommended that City Council:

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- Authorize the Finance Director to issue a purchase order in the amount of \$122,171.25 to Resilient Communications for the purchase of a Storage Solution, including one (1) year support services.



CHARLES KALIL  
Information Technology Director



By: Anand Rao  
Information Systems Manager

Recommended for Approval



Allan L. Roeder  
Interim City Manager