Staff Report
City of Manhattan Beach

TO: Honorable Mayor Tell and Members of the City Council

THROUGH: David N. Carmany, City Manager

FROM: Bruce Moe, Finance Director
              Leilani Flores Emnace, Information Systems Manager
              Gwen Eng, General Services Manager

DATE: March 20, 2012

SUBJECT: Purchase and Installation of Replacement Hewlett Packard Storage Area Network from Nth Generation Computing, Inc. in the Amount of $103,397.90

RECOMMENDATION:

Staff recommends that the City Council award Bid #864-12 to Nth Generation Computing, Inc., in the amount of $88,997.90 for the budgeted replacement of a Hewlett Packard Storage Area Network (SAN). Additionally, staff recommends that City Council approve the ancillary expenditure of $14,400 with Nth Generation for professional installation and network integration services.

FISCAL IMPLICATION:

Funds totaling $85,000 are budgeted in fiscal year (FY) 2011-12 for the purchase of the SAN solution. Although there is a shortfall of $3,997.90 for the hardware purchase, there are sufficient funds available in the FY 2011-12 Information Systems budget to complete this project without further appropriation. Professional services for installation and network integration have been budgeted separately and are expected to be $14,400 for a project total of $103,397.90.

DISCUSSION:

The Network Analysis Study, completed in March 2002, recommended that the City install a Storage Area Network (SAN). The SAN provides scalable backup and data storage capabilities to create an environment that allows for centralized management of data storage, instantaneous information backup for recovery purposes, and modular and incremental storage expansion capabilities. The SAN also provides for data recovery in the event of system failure.

It is critical that the City's comprehensive Information Systems environment (including electronic mail, Permitting, Financial and GIS applications) remain available to support City operations. However, interruptions of service both planned (i.e. maintenance) and unplanned occur. In order to protect the network, a well-organized Business Continuity Plan ensures that City operations continue in the event of an interruption and the SAN is the cornerstone of such planning.

In 2003, the City purchased a Hewlett Packard (HP) Enterprise Virtual Array (EVA) 3000 SAN. The SAN has served the City well and in April 2012 the SAN will reach its end of support life.

After in depth investigation of the currently available top business storage solutions, Information Systems has determined that a HP SAN best suits the needs of the City of Manhattan Beach network. Staff has identified the HP EVA P6300 SAN as the most optimal solution for the City environment due to its high performance, reliability and easy scalability. This model also offers a number of new features improving the management and power requirements. The final recommendation comes down to a number of differences that make this solution the most efficient and effective. These include the following:

1. From the inception of the network, the City has standardized on HP servers. If the City were to continue using HP as its storage partner, we would have an integrated solution from a single vendor for servers, storage and tape backup. While other vendors integrate with all servers inclusive of HP, there is value in one support call for all server/storage devices as it streamlines the troubleshooting process and reduces total time for problem resolution.

2. The learning curve for the latest HP SAN will be minimal as City staff has been working with HP storage since 2003, and already invested in many HP EVA training classes.

3. The HP solution provides storage expansion capabilities without downtime, or the need for spare drives.

4. The HP solution provides a high level of data protection and redundancy, even during power failures.

Bid Recaps
A total of three bid responses were received for the SAN. The comparison below shows the aggregate price including sales tax, discounts and other fees. Prices exclude installation and network integration:

Vendor	Total Bid
1. Nth Generation Computing, Inc.	$88,997.90
2. Impex Technologies, Inc.	$95,942.68
3. Emgence Technologies	No Bid

Based on these bids, staff recommends awarding to the lowest bidder, Nth Generation Computing, Inc., (Nth Generation) for the purchase of a HP SAN, in the amount of $88,997.90.

The bids were for hardware only, not installation. Nth Generation will be performing the installation of the SAN for the amount of $14,400. This vendor would have been chosen by staff to install the SAN regardless of who the equipment was purchased from. Nth Generation has been our network support consultant for a number of years. Their in-depth knowledge of HP Systems and Commvault software, coupled with their knowledge of the City's intricate network, server, storage and backup integration, will ensure a successful, timely installation.

When considering both hardware and installation costs to be provided by Nth Generation, the total project costs $103,397.90. If this purchase is approved, the storage area network will be implemented within 3 months upon receipt.