

SAN RFP#120509

May 22, 2012

SUMMARY:

This item requests approval of a proposal for a storage area network. Proposals were received from Dell and TFE.

BOARD GOAL:

VI. Growth and Fiscal Responsibility...demonstrate effective and efficient management of district resources.

PREVIOUS BOARD ACTION:

None

BACKGROUND INFORMATION:

The existing SAN is out of warranty and basically on its last leg.

Ernie Stripling presented a request for one time funding to replace the old equipment. This proposal is intended to replace the old equipment.

SIGNIFICANT ISSUES:

A committee met to rank and evaluate the proposals. Ernie Stripling, Technology Information Officer, Michael Bernstein, Director of Network Services, Linda Cole, Network operations Manager, Alyce Hamman, Purchasing Buyer and Kathy Arrington, Purchasing Agent served on this committee.

The district specified an EMC product due to its superior rating through an independent study published by the Gartner Report. The technology department interviewed several different companies and their products before determining that EMC would best meet the district's needs. The EMC product can be purchased from multiple vendors. Proposals were sent to 5 EMC sellers. However, only one seller submitted a proposal.

The product submitted as an "or equal" substitution for the specified EMC by Dell is one that Dell has just recently acquired. This product does not have the track record of EMC, and was ranked below the EMC on the independent report.

The committee considered the lower cost of the Dell product against the top ranking product specified and decided that the Dell product did not meet or exceed the product specifications.

When the Ranking was completed, TFE was awarded the highest overall score, even though Dell was given the highest score for cost.

FISCAL IMPLICATIONS:

One-time local replacement cycle funds as approved by the board will be used to make this purchase.

BENEFIT OF ACTION:

Purchase will bring the SAN up to date.

PROCEDURAL AND REPORTING IMPLICATIONS:

None

PUBLIC COMMENT RECEIVED:

None

ALTERNATIVES:

None recommended.

OTHER COMMENTS:

None

SUPERINTENDENT'S RECOMMENDATION:

It is recommended that the proposal submitted by TFE for an EMC storage area network in the amount of \$277,380 be accepted.

STAFF PERSONS RESPONSIBLE:

Ernie Stripling, Technology Information Officer
Michael Bernstein, Director of Network Services
Linda Cole, Network Operations Manager
Kathy Arrington, Purchasing Agent
Alyce Hamman, Purchasing Buyer

ATTACHMENT:

Proposal Tabulation and Ranking

APPROVAL:

Signature of Staff Member Proposing Recommendation: _____

Signature of Divisional Assistant Superintendent: _____

Signature of Superintendent: _____