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Quotation

Quote # NWNQ24611
Date 11/14/18
Good Thru 12/14/18
Prepared By Michelle Carlsen
Sales Rep Todd Saccani

Quote To:

Contra Costa County
Mark Wharton

Qty	Mfg. Part #	Description	Unit Price	Ext. Price
1	Q8H72A	HPE NS HF20 Hybrid CTO Base Array	\$14,654.82	\$14,654.82
1	Q8B86B	HPE NS 2x10GBASE-T 2p FIO Adptr Kit	\$1,878.82	\$1,878.82
1	Q8G27B	HPE NS NOS Default FIO Software	\$0.01	\$0.01
1	Q8H75A	HPE NS HF20/20C Hybrid 84TB FIO HDD Bndl	\$22,545.88	\$22,545.88
1	Q8J30A	HPE NS HF20 R2 5.76TB FIO Cache Bndl	\$15,019.32	\$15,019.32
2	R0P84A	HPE NS IEC 60320 C14 to C19 FIO Pwr Cord	\$0.01	\$0.02
1	Q8B48B	HPE NS HF20X ES3 21TB 1.44TB CTO Shelf	\$16,533.65	\$16,533.65
2	Q8J27A	HPE NS C13 to C14 FIO Power Cord	\$0.01	\$0.02
1	HA114A1	HPE Installation and Startup Service	\$0.00	\$0.00
1	HA114A1 5MR	HPE NS Array Startup SVC	\$2,880.71	\$2,880.71
1	HT6Z0A5	HPE NS 5Y 4H Parts Exchange Support	\$0.00	\$0.00
1	HT6Z0A5 ZES	HPE NS 2x10GBASE-T 2p Adptr Supp	\$1,186.22	\$1,186.22
1	HT6Z0A5 ZEF	HPE NS HF20 5.76TB Cache Supp	\$4,231.32	\$4,231.32
1	HT6Z0A5 ZEB	HPE NS HF20 Hybrid Base Array Supp	\$7,169.12	\$7,169.12
1	HT6Z0A5 ZEF	HPE NS HF20X ES3 21TB 1.44TB Shelf Supp	\$4,952.82	\$4,952.82
1	HT6Z0A5 ZEH	HPE NS HF20/20C Hybr 84TB HDD Bndl Supp	\$7,211.31	\$7,211.31
SubTotal				\$98,264.04
Sales Tax 0.0825				\$5,827.18
Shipping				\$0.00
Total				\$104,091.22

Michelle Carlsen
Inside Sales Representative
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~Solving Business Problems Through Technology~

NWN Corporation provides you with proven IT services and solutions designed just for you.

These include data center and networking, unified communications and collaboration, end-user computing, security, and custom applications.

CRITERIA FOR SOLE SOURCE / BRAND

Please address by specific reference each question listed below (1-5) in your justification. Failure to respond to any of the questions may result in the rejection of your request.

1. Why was the particular product and/or vendor selected?

We have selected to purchase the Nimble storage solution to replace our current StorEdge solution because we can no longer expand portions of our current StorEdge equipment. We have two separate storage containers. The first container, which holds all of our networked files are no longer able to be under contract for warranty work. The second set is used for our VMWare (Virtual Servers) environment. Choosing a current solution like Nimble, will allow us to consolidate both storage containers and reduce rack space and electrical use. We choose to purchase from NWN because the second container is under contract with NWN. We need to work with NWN to migrate both containers currently under support with NWN into a single unit.

2. What are the unique performance factors of the selected product/service? Provide detailed specifications and descriptions. We will be consolidating all current 12 node (16U) storage solution into a single 1 node (6U) Nimble device. We will be moving from 2 separate containers to a single management container for both networked storage and VMWare servers.

3. Why are these specific factors required?

We need to reduce management overhead. To reduce rack space and redundant power from 12 nodes to a single node. We also would like to consolidate management of all storage to a single container to reduce to need to manage multiple systems.

4. What other products/services have been examined and rejected?

Dell EMC Cloud based Storage. We rejected this solution because we did not feel our current bandwidth would be sufficient. Cost of migration would also be more expensive. NWN currently supports our VMWare storage solution and will assist with the migration at a lower cost.

5. Why are other sources providing like goods or services unacceptable? (Full explanation).

We need assistance migrating two separate containers into a single container. Using NWN, we will get the expertise needed to do the mass migrations from our two containers.

I HEREBY CERTIFY THAT:

- 1) I am an approved department representative, and I understand the County's requirements for competitive bidding, as well as the criteria for justification for sole source/brand purchasing.
- 2) I have gathered the required technical information and have made a good faith effort to review comparable and/or equal equipment. Copies are attached.
- 3) I certify to the best of my knowledge the validity of the information contained herein.

DATED: _____ DEPARTMENT REPRESENTATIVE: _____

PURCHASING OFFICE USE ONLY:

BUYER: _____ PURCHASING AGENT/DESIGNEE: _____

APPROVED: _____ NOT APPROVED: _____ DATE: _____

COMMENTS: _____
