



**To:** Dr. Charles Johns  
Board of Education

**From:** Mr. Ryan Manly  
Dr. R.J. Gravel

**Date:** Monday, January 10, 2022

**Re:** Award of Server and Storage Solution Purchase and Implementation

### **Recommendation**

It is recommended that the Board of Education approve the purchase of Hewlett Packard server room equipment (servers, storage, and network switches) to CDW for \$241,943.48 and the associated equipment configuration to Storcom for \$15,000.

### **Background**

During the summers of 2018 and 2019, the Technology Services department completed a project to modernize and standardize the power and cooling in the District's two main data centers located at the District Administration Building and Glenbrook North. During these projects, the existing servers and storage systems initially purchased in 2012 were maintained and installed in the new facilities. The equipment has exceeded its useful life (defined as six years) and requires replacement. (Note: A review of historical purchase records indicates the previous solution cost \$602,546 in June 2012.)

Due to the increased transition to cloud-based services, the school district does not require a one-for-one replacement of its server and storage systems. Additionally, the lessons we have learned and the changes we have made throughout the district in the classroom, technology, and administrative services have led us to the point where we can recommend replacing this equipment at a significantly lower cost than before.

### **Selection Process**

The Technology Services team met with representatives from multiple manufacturers, including HP, Veam, Nutanix, and Dell, to discuss current and future goals. An analysis was performed to collect data on network performance, device performance, and task load over two weeks, and data was shared with the manufacturers. Each manufacturer designed a server and storage solution to fulfill both current and future needs with this data.

Mr. Ryan Manly, Technology Services Manager, and Mr. Tariq Baig, Sr. Network Engineer, reviewed the proposals and interviewed each manufacturer to understand each recommendation. From these interviews, HP emerged as the finalist based on feature availability, familiarity, overall cost, and best alignment with the overall organizational needs. Table 1 illustrates a pricing comparison.

**Table 1**  
**Manufacturer Price Comparison**

Manufacturer	Amount
Dell	\$268,818.96
HPe	\$241,943.48
Nutanix	\$411,982.02
Veeam (Software Only)	\$49,897.08*

\* Veeam's proposal was software-based installed on another manufacturer's hardware solution. Meaning this is in addition to any other hardware purchased.

Mr. Manly and Dr. Ptak created bid specifications outlining the HP equipment solution and sent them to prospective bidders. However, only one bid was received from CDW. After inquiring why other vendors did not submit bids, it was determined that CDW received steeply discounted pricing from the manufacturer that could not be competed with by others. This pricing model from the manufacturer to sales representatives is very typical in the technology industry.

The bid was structured to allow vendors to separately submit quotes for hardware and equipment configuration (e.g., service). Table 2 illustrates a quote comparison:

**Table 2**  
**Quote Comparison**

Vendor	Hardware	Service
CDWG	\$241,943.48	\$47,525
Storcom		\$15,000

Storcom chose not to submit a quote for the hardware portion but did submit a service quote. Storcom's implementation plan is a fixed rate of \$15,000. Storcom has successfully completed several data center storage projects, and we are confident in its ability to provide excellent service.

**Timeline**

The timeline is contingent upon the delivery of equipment from overseas. Once the order is placed and we have an estimated shipment date, the Technology Services will draft an implementation schedule in coordination with Storcom.