

**THE UNIFIED GOVERNMENT OF ATHENS-CLARKE COUNTY
COMMISSION AGENDA ITEM**

SUBJECT: VMware Infrastructure

DATE: July 9, 2021

BUDGET INFORMATION:

REVENUES: \$3,786,219 FY22 General Fund Operating
\$ 400,000 FY22 General Fund Capital

EXPENSES: \$3,731,219 Operating Expensed or Encumbered
\$ 0 Capital Expensed or Encumbered
\$ 455,000 Total available for VMware Infrastructure

FUNDING SOURCE: FY22 IT Capital, Operating

COMMISSION ACTION REQUESTED ON: August 3, 2021

PURPOSE:

To request that the Mayor and Commission:

- a. Authorize the purchase of four HPE/Simplivity Gen 10 Servers (nodes), software, licensing and professional services through State Contract to Corus 360, an authorized reseller, in the amount not to exceed \$452,261.22 (**Attachment #1**); and
- b. Authorize Mayor and appropriate staff to execute all related documents.

HISTORY:

1. In 2016, the ACCGov IT purchased eight Cisco/Simplivity nodes (servers) to run VMware, a virtual environment.
2. On January 7, 2020, Mayor and Commission approved the purchase of two HPE/Simplivity Gen 10 nodes in the amount of \$267,124.92.
3. On April 17, 2021, ACCGov experienced failures with the original eight Cisco/Simplivity nodes.
4. On June 15, 2021, the M&C approved the FY22 ACCGov Operating and Capital Budget, which included \$455,000 for life cycle renewal of IT infrastructure. Among the intended items for replacement were Cisco HCI nodes.

FACTS & ISSUES:

1. A hyperconverged infrastructure (HCI) is a software-defined, unified system that combines all the elements of a traditional data center: storage, compute, networking and management. The HCI ACCGov uses is called Simplivity.

2. Currently ACCGov has 10 HCI nodes, eight Cisco branded (2016 purchase date) and two HPE branded (2020 purchase date).
3. VMware allows organizations to run multiple application and operating system workloads on one server – thus enabling better resource management. Currently ACCGov has over 150 servers running in a VMware environment. This includes Public Safety, Finance, and Planning, as all departments rely on servers running in this environment.
4. The original eight Cisco/Simplivity nodes are approaching five years of age, the maximum recommended life. In addition, they are also approaching end of support by the manufacturers (October 2022).
5. On April 17, 2021, ACCGov experienced catastrophic hardware failure on all eight original Cisco branded HCI nodes. ACCGov IT has been running on rented HCI nodes for day-to-day operations. ACCGov IT needs additional capacity with new HCI HPE nodes to begin the retirement of the original Cisco nodes and to return the rented HCI nodes.
6. The retirement of the aging HCI Cisco was planned, as two were planned to be replaced in FY 2021 and two in FY 2022. However, the response to the outage took precedent, and now IT is requesting to purchase all four.
7. Once HCI HPE nodes are in place, IT would have enough capacity to build an off-site VMware environment to run mission critical systems in the event of a failure. The off-site VMware environment would use the original HCI Cisco nodes to operate. The practice of using older equipment as a failover site may be used in systems that are not in production.
8. Corus360 is the preferred vendor due to extensive knowledge of ACCGov’s VMware environment. ACCGov selected Corus360 for the initial purchase, maintenance, and on-going technical support. Corus360 is on GA State Contract for HPE.
9. The recommendation of having an off-site VMware infrastructure to run mission critical systems is supported by all Public Safety agencies.
10. This recommendation supports the following Mayor and Commission Strategic Commitment:
 - Safe and Prepared Community
 - Accountable and Responsive

OPTIONS:

1. Mayor and Commission:
 - a. Authorize the purchase of four HPE/Simplivity Gen 10 Servers (nodes), software, licensing and professional services through State Contract to Corus 360, an authorized reseller, in the amount not to exceed \$452,261.22 (**Attachment #1**); and
 - b. Authorize the Mayor and appropriate staff to execute all related documents.
2. Mayor and Commission deny this request.

3. Mayor and Commission defined option.

DEPARTMENT RECOMMENDED ACTION: Option 1, a & b.

DEPARTMENT:

Prepared by: Travis Cooper



Travis Cooper

Date:07/09/2021

ADMINISTRATIVE COMMENTS:

ADMINISTRATIVE RECOMMENDATION: Option #1 a & b



Manager

July 15, 2021

Date:

ATTACHMENTS:

Attachment 1 – Quote from Corus360 for HPE/Simplivity HCI Nodes

Ken Fink

130 Technology Parkway | Norcross, GA 30092
 Mobile: 404-786-8188
 Email: kfink@corus360.com
 Company Website: www.corus360.com



Corus360 is pleased to provide the following Proposal:

Prepared for:	Athens Clarke County Unified Government 596 Prince Ave. Athens, GA 30601
Ship To:	Athens Clarke County Unified Government 596 Prince Ave. Athens, GA 30601
Accepted by:	

Date:	7/20/2021
Prepared by:	Ken Fink
Quote Number:	
Pricing valid for thirty (30) days	

Part Number	Description	Qty	Unit Price	Extended Price
HPE SimpliVity - 4 XL Nodes				\$ -
Q8D81A	HPE SimpliVity 380 Gen10 Node	4	\$ 3,614.36	\$ 14,457.44
Q8D81A 001	HPE SimpliVity 380 Gen10 VMware Solution	4	\$ 0.45	\$ 1.80
P02501-L21	HPE DL380 Gen10 Xeon-G 6226 FIO Kit	4	\$ 1,815.88	\$ 7,263.52
P02501-B21	HPE DL380 Gen10 Xeon-G 6226 Kit	4	\$ 1,815.88	\$ 7,263.52
P02501-B21 OD1	Factory Integrated	4	\$ -	\$ -
R4C28A	HPE SimpliVity 384G (6x64G) LRDIMM Kit	8	\$ 5,906.68	\$ 47,253.44
R4C28A OD1	Factory Integrated	8	\$ -	\$ -
Q9J90A	HPE SimpliVity 380 4000 EX L Kit	4	\$ 25,803.99	\$ 103,215.96
P01366-B21	HPE 96W Smart Stg Li-ion Batt 145mm Kit	4	\$ 65.03	\$ 260.12
P01366-B21 OD1	Factory Integrated	4	\$ -	\$ -
804338-B21	HPE Smart Array P816i-a SR Gen10 Ctrlr	4	\$ 587.59	\$ 2,350.37
804338-B21 OD1	Factory Integrated	4	\$ -	\$ -
700751-B21	HPE FlexFabric 10Gb 2P 534FLR-SFP+ Adptr	4	\$ 265.93	\$ 1,063.71
700751-B21 OD1	HPE FlexFabric 10Gb 2P 534FLR-SFP+ Adptr	4	\$ -	\$ -
830272-B21	HPE 1600W FS Plat Ht Plg LH Pwr Sply Kit	8	\$ 264.76	\$ 2,118.09
830272-B21 OD1	Factory Integrated	8	\$ -	\$ -
BD505A	HPE iLO Adv 1-svr Lic 3yr Support	4	\$ 333.81	\$ 1,335.24
BD505A OD1	Factory Integrated	4	\$ -	\$ -
Q9J87A	HPE OmniStack 2P XL SW	4	\$ -	\$ -
733664-B21	HPE 2U CMA for Easy Install Rail Kit	4	\$ 37.99	\$ 151.97
733664-B21 OD1	Factory Integrated	4	\$ -	\$ -
867809-B21	HPE Gen10 2U Bezel Kit	4	\$ 55.04	\$ 220.16
867809-B21 OD1	Factory Integrated	4	\$ -	\$ -
826703-B21	HPE DL380 Gen10 Sys Insght Dsply Kit	4	\$ 128.01	\$ 512.04
826703-B21 OD1	Factory Integrated	4	\$ -	\$ -
733660-B21	HPE 2U SFF Easy Install Rail Kit	4	\$ 59.87	\$ 239.49
733660-B21 OD1	Factory Integrated	4	\$ -	\$ -
826706-B21	HPE DL380 Gen10 High Perf Heatsink Kit	4	\$ 138.70	\$ 554.79
826706-B21 OD1	Factory Integrated	4	\$ -	\$ -
H1K92A5	HPE 5Y Proactive Care 24x7 SVC	1	\$ -	\$ -
H1K92A5 R2M	HPE iLO Advanced Non Blade Support	4	\$ 75.80	\$ 303.20
H1K92A5 Z9X	HPE SVT 380 Gen10 Node (1 Node) Support	4	\$ 3,912.56	\$ 15,650.24
H1K92A5 Y24	HPE OmniStack 2P XL Support	4	\$ 35,238.51	\$ 140,954.06
HA124A1	HPE Technical Installation Startup SVC	1	\$ -	\$ -
HA124A1 5YS	HPE SVT Onsite SW and FW Update SVC	16	\$ 1,812.06	\$ 28,992.96
HA124A1 5LZ	HPE SVT for VMware Remote SW St SVC	4	\$ 1,612.14	\$ 6,448.56
		1	\$ 450.54	\$ 450.54
	Subtotal		\$	381,061.22
	Installation Services		\$	71,200.00

Total Investment > \$ 452,261.22

Financing Options

		\$/Month
Pricing, Terms and Conditions subject to credit approval		
Payments due in advance, subject to applicable sales and use tax.		
Assumes documentation satisfactory in form and substance to Corus360.		

Ken Fink

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Mobile: 404-786-8188

Email: kfink@corus360.com

Company Website: www.corus360.com



Corus360 is pleased to provide the following Proposal:

Prepared for: **Athens Clarke County Unified Government**
596 Prince Ave.
Athens, GA 30601

Date: 7/20/2021

Prepared by: Ken Fink

Ship To: **Athens Clarke County Unified Government**
596 Prince Ave.
Athens, GA 30601

Quote Number:

Accepted by:

Pricing valid for thirty (30) days

Quote Valid from 30 business days from the date listed above.
Corus Reserves the right to modify leadtimes due to distribution and manufacturer leadtimes
1st and Last Months payment Due at Signing. Purchase orders will be billed as FOB shipment

Total Financing Investment >

Notes:

- 1 Payment terms: Cash Net thirty (45) days - Upon approval of credit.
- 2 Unless otherwise specified, shipping/freight will be "pre-pay and add."
- 3 If this purchase is tax exempt, please include a copy of your tax exemption certificate with your P.O.