

PHARR-SAN JUAN-ALAMO I. S. D.
REQUEST FOR PROPOSALS (RFP's) FOR STORAGE AREA NETWORK (SAN) PROJECT # 17-18-069
BID OPENING: JUNE 4, 2018 @ 3:00 P.M.

Item # 1: SAN Project BOM

Quantity: 1 Total

Bidder	Unit Price	Extension	Description
Netsync Network Solutions	\$ 373,630.78	\$ 373,630.78	LOW BID JUSTIFIED
Insight Public Sector	\$ 116,993.00	\$ 116,993.00	SEE JUSTIFICATION

*The Tintri solution (low bid for this section) does not support active/active, this is in case of controller failures or maintenance windows, so it would provide performance under all conditions. Compared to the XtremIO (the justified recommendation for this section) which does provide active/active support which should have better performance the majority of the time, as it has no garbage collection window and any software maintenance windows would be scheduled during non-peak hours. The Tintri solution (low bid for this section) is not able to expand a LUN or pool. While most of our environment is VMware, we have the use-case of LUNs being mapped straight to the VM bypassing the esxi Host. These are mapped to multiple SQL servers for Fail Over Clustering, we would need the ability to expand these LUNs. According to their own documentation, the Tintri (low bid for this section) will need 40% of raw storage for data protection. This is much higher than that of the XtremIO (the justified recommendation for this section) solution. Their capacity overhead is stated at 5.5% on their white paper. Also, the Tintri proposal used a 3.5x space savings while XtremIO expects 4x with just deduplication not including additional space savings with compression.

Item # 2: Network Equipment BOM

Quantity: 1 Total

Bidder	Unit Price	Extension	Description
Netsync Network Solutions	\$ 73,641.48	\$ 73,641.48	
Insight Public Sector	\$ 65,938.71	\$ 65,938.71	LOW BID

Recommendation: That the Board of Education award the Request for Proposals (RFP's) for Storage Area Network (SAN) Project # 17-18-069 to lowest bidder(s) as indicated below:

ITEM:	BIDDERS:	TOTALS:
1	Netsync Network Solutions	\$ 373,630.78
2	Insight Public Sector	\$ 65,938.71
	TOTAL:	\$ 439,569.49

Emily Garza, Director of Purchasing

Charge Budgeted Account Numbers: Fund Balance

One hundred thirteen (113) Vendors were mailed letters of invitation to download bid specifications
 Twenty (20) Vendors downloaded bid specifications
 Two (2) Vendors submitted Bid
 Two (2) NO BID
 Zero (0) Non-responsive / Non-conforming