

CITY OF CAMPBELL, CA
REQUEST FOR PROPOSAL TO REPLACE LEFTHAND STORAGE AREA
NETWORK (SAN) AND ASSOCIATED SWITCHING EQUIPMENT

GENERAL INFORMATION:

The City of Campbell invites your submittal of a proposal to replace the City's existing LeftHand Storage Area Network (SAN) and Associated Switching Equipment. Proposals should include the delivery, installation, integration, customization, conversion, training, documentation, and project management associated with the system(s).

Your proposal should clearly demonstrate how the equipment, software, and support that you are proposing would best satisfy the requirements of the City. This written Request for Proposal (RFP) states the scope of the project and specifies the City's requirements for preparing the proposal. According to the specifications, terms, conditions, and qualifications, all firms who are qualified and interested in providing said system(s) to the City of Campbell must complete this proposal as instructed below and return it to the City at the address specified below and within the required timeline.

City of Campbell, City Clerk
Attention: Information Technology Request for Proposal
City of Campbell
70 North First Street
Campbell, CA 95008

Additionally, all firms who intend to participate in the Request for Proposal process must email their "Intent to Bid" to COCSANRFP@cityofcampbell.com by 5:00 pm Pacific Time, August 5, 2016

This Request for Proposal includes the following sections:

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1.0 Definitions

For the purposes of this RFP, the following terms shall have the meanings indicated:

I. "City" means the City of Campbell

II. "Proposers", "Bidder", "Vendor", "Supplier", "Consultant", "Contractor", "Subcontractor", "Subconsultant" and "Subrecipient" are used interchangeably throughout this invitation to mean the person, firm, or corporation or other entity submitting a Proposal in response to the Request for Proposal.

III. "SAN" means Storage Area Network Device

IV. "Switch" "Network Switches" refers to an Ethernet Layer 3 capable switch that is functional when operating standalone but which can also be set up to operate additional network switches, with this group of switches showing the characteristics of a single switch but having the port capacity of the sum of the combined switches.

2.0 Introduction

This section provides a brief overview of the project at hand, including descriptions of the City and the Information Technology Division.

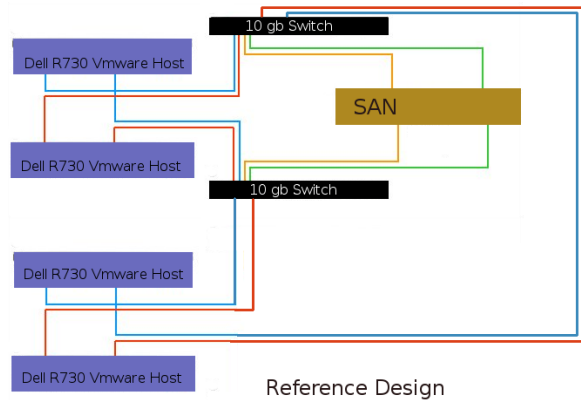
2.1 Opportunity

The City of Campbell is soliciting proposals from experienced and highly interested firms to recommend, provide, install and integrate a new Storage Area Network (SAN) device and Network Switches that will meet the City's current needs and provide future growth for the City.

The new SAN device will eventually replace an HP Lefthand SAN and consolidate data from another smaller SAN device (Dell Powervault MD1000). In combination with the SAN Replacement, the City desires to incorporate a 10gb high availability switching design to provide connectivity between the City's existing VMware Hosts, and the new SAN. The switch design shall be of a "stackable" or modular design, e.g. the ability to add additional switches while retaining single IP address / portal for administration of all switches in the stack, and have the ability to add switches with different capabilities, e.g. 1gb ports, POE, etc.. Below is a "Reference Design" to further elaborate on the City's requirement for high availability. In the reference design, each of the four existing VMware hosts will have two 10gb Ethernet connections, with each connection terminating on a separate 10gb switch. Both of the two controllers for the SAN have two 10gb Ethernet connections, each also terminating on a separate switch.

The City feels that this design, multiple VMware hosts, multiple network paths, multiple controllers, and SAN resiliency will provide the City with a very high level of data availability, and reliability and dramatically reduces the "single point of failure". However, offerors/vendors are not constrained to following the City's Reference Design, and are free to propose alternative configurations. If an alternative design is

proposed, please include in your proposal how your design will provide availability, reliability, and redundancy.



2.2 Background

City of Campbell

The City of Campbell is centrally located in the Santa Clara Valley, 50 miles south of San Francisco, and bordered by San Jose, Los Gatos, and Saratoga. It is incorporated as a General Law City and has a Council/ Manager form of government. City departments, in addition to the City Manager's Office, include Police, Public Works, Community Development, Finance, and Recreation and Community Services. Campbell is a suburban community with a population of 41,161 and a balance of land uses – commercial, industrial, and quality housing all within its six square miles. Approximately 160 City employees provide the community with the following services:

- Police Protection
- Recreational Activities
- Planning, Building, Community Development, and Code Enforcement
- Construction and Maintenance of Streets and Infrastructure

2.4 Existing Infrastructure

1. The following information is provided as a courtesy to the Proposers. Prior to submission of any bid or proposal, the City of Campbell is requiring that the Proposer validate their proposed solution against the current environment. This validation is required to confirm that all hardware, software, upgrades, replacements and programming necessary to replace the SAN/Switching environment, as it currently is architected, utilized, and featured, are included in proposal/bid. If additional information beyond what has been provided in the RFP is required to validate the proposed solution, please send any questions to COCSANRFP@cityofcampbell.com. All questions will be answered via email and both the question and the answer will be provided to all vendors who have sent an email indicating their intent to bid by the deadline.

2.4.1 Servers

The City currently has two VMware clusters, one running on Vsphere 4 (three Dell 1950s with 15 guests) and the other on Vsphere 5.5 (four Dell R730s with 24 guests). All existing VMs on the Vsphere 4 platform will be migrated to the Vsphere 5.5 hosts. The migration of the VMs from the Vsphere 4 hosts are not included in the project. The Dell R730s VMware hosts are currently connected via 1gb ports to the Lefthand SAN via a HP E4208vl switch. This project will incorporate the addition of Dell certified 10gb two port cards in each of the four VMware hosts, and the connection of these hosts to the proposed SAN via the new network switches.

2.4.2 Storage

The City is currently using Hewlett Packard's Lefthand (StoreVirtual) SAN (HP P4300 G2 7.2TB SAS, six modules) and a Dell Powervault (MD1000, two units)

2.4.3 Networking

The City is currently using Hewlett Packard's HP E4208 vl Switch, in a Chassis configuration with redundant power supplies and eight HP 20-port Gig-T / 4-port SFP vl Modules in combination with 3Com 24 port edge switches.

2.4.4 Desktop

The City's desktop environment consists primarily of Dell PCs running Windows 7 operating system. The standard productivity software package is Microsoft Office 2010 Professional Edition.

3.0 Scope of Work

This section outlines the minimum deliverables being requested by the City.

It is expected that the selected Vendor will have demonstrated the necessary experience and expertise needed to conduct and complete this project through their qualifications and experience, relevant references, project management, and proposal cost.

3.1 General Information and Requirements

The objective of the project is to implement a scalable, high-performance, cost effective and easy to manage SAN solution that will allow the City to consolidate their storage appliances and allow future consolidation of servers into a virtualized environment.

The selected vendor will install, configure, test and provide training related to the Storage Area Network. The selected vendor will install, configure and test the 10Gb Network Interface Cards (NICs) in the existing Dell R730 VMware hosts. Additionally, the selected vendor will install, configure, test and provide training on the Network Switches which will connect the existing VMware hosts to the new SAN. Finally, the vendor will assist the City in migrating the data from the existing SAN to the new SAN solution.

3.2 SAN Specifications – Core Storage Required

- Solution to be configured with a minimum of 80 TB of useable storage before compression or deduplication.
- Solution can be either all-SSD (flash) or a hybrid system which combines SSD and SAS hard drives.
- Solution shall be rack mountable in a standard 19" data center rack.
- Solution must be able to expand storage capacity by adding additional storage expansion units.
- Solution must support multiple protocols (CIFS, SMB, NFS, iSCSI, FCP).
- The SAN solution must have dual controllers that operate in Active/Active and/or Active/Passive mode.
- The proposed SAN solution will need to support 10GB Ethernet iSCSI protocol and 1 GB Ethernet iSCSI protocol connectivity. The SAN solution should support mixed controller types (1GB Ethernet, 10 GB Ethernet, 8 GB FC, 10GB FC) simultaneously.
- The SAN solution must have redundant, hot swappable AC power supplies.
- The SAN solution must be able to support the various RAID Levels (1 to 6,10, 50).
- Solution shall provide for hot-swappable hard drives (SSD and SAS) in the SAN solution.
- The SAN solution must support multiple disk failure protection (depending on the RAID level configuration).
- The SAN solution shall to have the ability to take Snapshots of all volumes/LUNS. The Snapshots should be readable and writable and have the ability to take a minimum of 365 snapshots per array (assuming there is enough capacity). In addition to Snapshot, the SAN solution needs to have the ability to clone or create an exact copy of the volumes in the array.
- The SAN solution shall have the ability to replicate for backup and/or disaster recovery purposes over the TCP/IP protocol.
- The SAN solution shall support thin and thick provisioning.
- The SAN solution shall be able to grow/shrink data volumes without application downtime.
- The SAN solution shall support physical servers, and servers in VMware 5.5 and 6.0 environments without additional software.
- The SAN solution shall have the ability to generate current and historical reports on usage and performance.
- The SAN solution shall have the capability to phone home for diagnostic purposes.
- The SAN solution must work with Windows server 2003, Windows server 2008, Windows server 2012 R2 over iSCSI, NFS and CIFS/SMB protocols.

- The SAN solution must support SAN service-level management and enforcement, including auto discovery of SAN switches, hosts, and storage arrays without deploying host-based agents.
- When updating the SAN solution with newer firmware/OS and/or controllers, the normal operation of the SAN must not be impacted.
- The vendor must provide all 10Gb Network Interface Cards (NICs) for installation in the City's R730 VMware Hosts (the proposed NIC cards must be certified by Dell and able to be added to the City's current maintenance and support agreement with Dell) to connect to the Network Switches and SAN solution.
- The vendor must provide all the necessary cables (CAT 7 cables) and media converters (if necessary) to connect the SAN solution to the Dell R730 VMware Hosts.

3.3 Network Switch Specifications

Required

- Redundant Hot-Swapping power supplies
- Jumbo Frames
- At least twenty-two (22) 10GBASE-T ports per switch
- Two ports per switch must be able to provide for connection to remote switches at 10Gb using LR Optics/Transceivers
- Ability to add additional switches to the "stack" with either 24 or 48 10/100/1000Base-T Gigabit Ethernet ports including Power over Ethernet (PoE/PoE+). and at least one 1-gigabit small form-factor pluggable (SFP) transceivers Gbic.
- Line rate L2 and L3 switching and routing
- At least 600Gbps or greater switching fabric in full-duplex
- 8+ queues per port
- Packet Buffer Memory of 9MB or greater
- Sub 700ns switching latency
- Must support QoS and Standards-based IPv4 and IPv6 protocols: BGP, OSPF, and Policy-Based routing
- Auto-negotiation for speed and flow control
- Auto MDI/MDIX
- Port mirroring
- Flow-based port mirroring
- Broadcast storm control
- Out-of-Band (OOB) Management Port
- The vendor must provide all the necessary cables (CAT 7 cables) and media converters (if necessary) to connect the SAN solution to the Dell R730 VMware Hosts

Desirable

- Support for VXLAN gateways for bridging virtualized and non-virtualized workloads at full line rate speeds
- Support reversible airflow
- Support for layer 2 encryption between remote stacks/modules.
- HTML 5 Web based console with an option to access the CLI if advanced commands are not available through the web based management portal.
- The ability to alert system administrators to any anomaly on the network switch/es via emails, text messages and/or by phone.

3.3 Warranty and Support

The proposed SAN solution must provide an agreement for five (5) year, 24/7, four (4) hour response on all parts and labor with defective material retention. Support must be performed by vendor certified trained technicians. Any hardware component covered under the specified warranty must be capable of being replaced within four (4) hours of the service call. The proposed SAN solution must be new and unused goods.

3.4 Professional Services Requested

The vendor will provide installation and configuration of the complete proposed SAN / Network Switching solution. In addition, the vendor will provide full training for in-house Technology Service staff, complete documentation of the proposed solution and configuration settings of the SAN solution. The vendor will also provide assistance on migrating the data from the current SAN system and assist the City in configuring the Dell R730 WMware hosts (including installation of the 10Gb Network Interface Cards and configuration of the Vmware to utilize these interfaces) to work with the proposed SAN Solution.

If the SAN vendor requires an integrator and/or channel partner to successfully complete this project, please make sure the integrator and/or channel partner are listed in the proposal. In addition, the City prefers integrator and/or channel partner to be local (San Francisco Bay Area).

3.5 Term of Engagement

A one month timeline is expected for the implementation of the SAN solution

3.6 Subcontracting

All proposed subcontracting (integrators, channel partners, third party firms, etc) must be detailed in the vendor's proposal. No other non-listed subcontractor(s) will be allowed to work at the City on behalf of the vendor without the express prior written consent of the City of Campbell. Proof of insurance must be provided by the vendor and/or subcontractor(s).

4.0 Proposal Requirements

4.1 Key Dates

These are the key proposed dates of this RFP and its Award.

2. City issues Storage Area Network RFP July 21, 2016
3. Deadline for vendors to email "Intent to Bid" to COCSANRFP@cityofcampbell.com: August 5, 2016
4. Deadline for vendors to submit a response for the RFP 4:00 PM Pacific Time, August 12, 2016
5. Evaluation – which may include follow up questions, demos and interviews August 12, 2016 through August 26, 2016
6. City executes Agreement with vendor, September, 2016
7. Vendor commences work September, 2016

The dates subsequent to the deadline submittal may be adjusted by the City without further notice.

4.2 Pre-Qualifications

In order to qualify to bid for this project, the proposing vendor should have a demonstrated track record in installing, configuring and selling Storage Area Network solutions to cities and/or other local government agencies including at least one municipal project completed similar to this Request for Proposal.

Knowledge of configuration and installation of the hardware cards in Dell Servers is highly desirable.

4.3 Proposal Format

To be considered a responsive to this RFP, vendor must submit proposals in the format identified in this section. All of the items must be clearly, directly, and concisely addressed in the proposal. The City reserves the right to request additional information that, in City's opinion, is necessary to assure the vendor's competence, experience and qualifications. The City of Campbell reserves the right to reject any proposal failing to meet these requirements. All proposals must be typed and have a maximum of 25 pages, including all response, cost information, references, personnel and company information.

- 1 Title Page
- 2 Table of Contents
- 3 Letter of transmittal
- 4 Firm's qualification and experience
- 5 Personnel
- 6 References
- 7 Proposed Solution
- 8 Proposal Cost

9 Questionnaire Responses to Appendix A

4.3.1 Title Page

A page showing the Request for Proposal's subject, the firm's name, firm's address, firm's telephone number, the name of the vendor's main contact, email address of the contact person and the date of the proposal.

4.3.2 Table of Contents

The table of contents shall identify the contents of the proposal in a format consistent with the proposal requirements and the format set forth herein.

4.3.3 Letter of Transmittal

Provide a signed letter of transmittal addressing the following information:

- Brief introduction of your company.
- Briefly describe why your proposed solution would be the best fit for the City.
- A statement that the proposer's understanding of the work to be done.
- A statement committing to perform the work within the proposed time-frame.

4.3.4 Qualification and Experience

Provide a brief history of the company, the current corporate environment, the core business philosophy and any other pertinent historical information about your company.

Experience:

Provide a detailed description of similar relevant projects performed on at least three entities in the last three years. Indicate the scope of work, date, client's name, cost and the total amount time spent on the project.

If the SAN solution requires the vendor to partner with an integrator and/or channel partner, please list their company qualifications here AND a statement declaring who is the lead company for this project.

4.3.5 Personnel

Provide names and backgrounds of lead individuals that will be working on this Project and the percent of project that each will handle. Provide specific information, including:

- Qualifications, experience, and relevant professional education. Indicate the percentage of time your personnel will be on-site versus off-site.
- If the SAN solution requires the vendor to partner with an integrator and/or channel partner, please list their company's personnel qualifications as well.

4.3.6 References

Provide a list of three or more clients who have contracted with your firm for the requested services. The list should include the following:

- Company Name
- Principal Contact Name
- Contact's Title
- Contact's Information (address, phone number and email address)
- Brief Description of the project
- Time frame of the project

References will be contacted during the August 2016 evaluation period.

4.3.7 Proposed Solution

Provide a proposed scope of work, detailing the hardware and services you are proposing. Include your intended approach to address our requirements and details about the professional services that your document is proposing. The prepared plan should demonstrate an overall understanding of the scope of work to be performed and will be judged on clarity, comprehensiveness, hardware specifications, hardware performances, presentation of materials and solution cost in a thorough and concise format.

In addition, the vendor must complete Appendix A, Technical Questionnaire and include it in the submittal package.

4.3.8 Proposal Cost

The proposer is expected to quote a fixed price for the equipment, services and support. All costs associated with this proposal must be itemized pricing. It should include the SAN storage price, Network Switch price, optional items, professional services, maintenance/support, and miscellaneous accessories (cables, sfps, media converters, etc...).

PRICING SECTION/DESCRIPTION LIST

Storage Area Network

- iSCSI SAN solution cost – itemized
- Network Interface Cards (NICs) 10Gb
- Features - software (replication, deduplication, compression, quality of service, etc.)
- Warranty and Support cost

- Total Base price for the SAN solution

Network Switch

- Network Switch solution cost – itemized
- Features (backplane speed, number of static routes, maximum stacking speed, maximum number of members (switch chassis) within a single stack)
- Warranty and Support cost
- Total Base price for the Network Switch solution

PROFESSIONAL SERVICES

Installation and configuration services cost

- Documentation and Training cost
- Assistance in data migration

ADDITIONAL FEATURES, ITEMS AND/OR SERVICES PROPOSED BY VENDOR

- Itemized description of proposed additional features, items and/or services.

If the cost of the proposal is based on a government contract such as CMAS, GSA, WSCA, NASPO, US Communities, etc., please list the contract number(s) in your RFP response.

4.4 Additional Information

Respondent(s) may provide additional information that is relevant to this proposal for consideration. Additional information is limited to a maximum of two pages (not to exceed the total proposal 25 pages maximum).

4.5 Business License

If the consultant/vendor is selected by the City, the consultant/vendor must obtain a valid City of Campbell business license. Additional information regarding the City's Business License program may be obtained by calling (408) 866-2174.

4.6 Insurance and Indemnification Requirements

Indemnification and insurance requirements, including the required insurance documentation, are set forth in Attachment B, Insurance Requirements. Upon award of the contract, insurance documentation in a form acceptable to the City must be submitted no later than 14 business days after Notice of Award of Contract, and prior to the City of Campbell's execution of the Agreement.

4.7 Submittal

Please provide one electronic copy and one hard copy of your proposal to the City of Campbell addressed to:

City of Campbell, City Clerk
Attention: Information Technology Request for Proposal
City of Campbell
70 North First Street
Campbell, CA 95008

Proposal must be received no later than Friday, August 12, 2016 at 4:00 PM Pacific Standard Time.

The proposal must be received in hard copy at the above address by the closing date and time. Firms mailing or shipping their proposals must allow sufficient delivery time to ensure timely receipt of their proposals by the time specified. Late proposals will not be accepted. The proposals shall be valid for a period of 90 calendar days from the deadline date.

The City reserves the right to reject any and all proposals, to award all or any individual part/item of the Proposal, to waive any informalities or information in any proposals, and to make an award in the best interest of the City.

If you have any questions regarding this Request for Proposal please email: COCSANRFP@cityofcampbell.com with a subject heading "SAN RFP – Question".

Appropriate questions will be answered by the City in writing and distributed, via e-mail or fax, to all Proposers who have notified the City of their intent to submit a proposal.

4.8 Proposal Opening

Proposals will be opened and evaluated by the City's evaluation team after the submittal date has closed.

4.9 RESPONSIVENESS AND SELECTION PROCESS

It is anticipated that the selection of a vendor will be completed on Friday, September 2, 2016. The selection will be based on a combination of the following criteria that results in the best value to the City:

- Ability to Meet Functional Requirements
- Quality of References from Comparable Installations and User Feedback
- Completeness and Professionalism of the Proposal
- Company Stability

- Compatibility of Proposed System with the City's Existing Infrastructure
- The needs of the City of Campbell
- Pricing

The City reserves the right to accept any proposal as a whole or in part. Individual items may be purchased separately if accepting a proposal in its entirety is not in the best interests of the City of Campbell. The City may, based on the responses to this RFP, select more than one vendor to fulfill the various objectives herein. The City also reserves the right to reject any and all proposals or to waive any errors, discrepancies, or irregularities. Any issues regarding a proposal receiving consideration will be brought to the attention of the City's Purchasing Officer and any other parties as needed.

As reflected above, the contract award will not be based solely on price, but on a combination of factors as determined to be in the best interest of the City. After evaluating the proposals and discussing them further with the finalists or the tentatively selected contractor, the City reserves the right to further negotiate the proposed work and/or method and the cost of the proposal.

4.10 Right to Reject Bid

The City reserves the right to reject bids for any reason whether or not said bids are responsive or non-responsive. The City may, but shall not be required to solicit additional information, orally or in writing, from one or more of the applicants relating to the content of their proposal. The City may, but shall not be required to, meet with one or more of the bidders prior to a preliminary selection of one or more bidders with which the City may choose to negotiate.

4.11 Use of Vendor Proposal and Accompanying Material

All material submitted becomes the property of the City of Campbell and will not be returned to the vendor. The proposals submitted may be reviewed and/or evaluated by persons internal or external to the City at the discretion of the City.

4.12 Obligation to Contract

This Request for Proposal does not obligate the City to contract for services specified herein.

4.13 Proposal Preparation Costs and Expenses

The City will not be liable for any costs incurred by the Proposer in responding to the RFP, presentations or any other activities related to responding to this RFP.

4.14 Form of Agreement

The contents of this RFP, RFP Addenda, and the proposal document of the successful Proposer shall become contractual obligations as part of the contract if acquisition action ensues. Failure of successful vendor to accept these obligations in a contractual agreement shall result in cancellation of award. The City reserves the right to negotiate provisions in addition to those stipulated in the RFP or proposed by vendor for the purposes of obtaining the best possible offer.

4.15 Public Records Act

All responses to this Request for Proposal will become the property of the City of Campbell and will be retained or disposed of accordingly. Therefore, the Proposer is cautioned to identify on its Proposal any data the Responder believes to be exempt from the publication under the Public Records Act. If Responder claims a privilege against public disclosure or otherwise objects to the records' disclosure, then the City may either decline to produce the requested information or redact portion of the documents and produce the redacted records. By submitting a proposal, the Proposer agrees that it shall indemnify, defend and hold the City harmless from all liability, claims, suits, demands, damages, fines, penalties, costs or expenses arising out of or alleging the City's refusal to publicly disclose one or more records that the Responder identifies as protectable, or asserts is protectable.

Appendix A

Y – This feature is supported and provided

N – This feature is not supported

NA – Not applicable to the proposed SAN solution

W – Work around that requires additional costs; please elaborate in your proposal

Feature/Functionality	Yes/No/NA/ WorkAround	Comments
SAN solution contains a minimum of 80 TB useable storage before compression/deduplication		
SAN solution supports 1GB connectivity		
SAN solution supports 10 GB Ethernet connectivity		
SAN solution supports 8 GB fiber channel connectivity		
SAN solution supports iSCSI, FCP, CIFS, SMB, NFS protocols		
SAN solution supports NAS (CIFS, NFS, SMB) and SAN (FC, iSCSI) connectivity simultaneously		
SAN solution supports SSD		
SAN solution supports SAS		
SAN solution supports SATA		
SAN solution has redundant hot-swappable power supplies		
SAN solution has hot swappable dual controllers		
SAN Solution controllers support Active/Active operational mode		
SAN solution controllers support		

active/passive operational mode		
SAN solution supports volume snapshots, list the maximum snapshots in the comment section		
SAN solution supports the conversion of snapshots of data volumes to new volumes with read/write capability		
SAN solution supports replication 1 to 1 simultaneously		
SAN solution supports replication 1 to many simultaneously		
SAN solution supports Synchronous replication		
SAN solution supports Asynchronous replication		
SAN solution supports in-line deduplication		
SAN solution supports in-line compression		
SAN solution supports encryption (256-bit AES)		
SAN solution supports data storage tiers, ability to provide QOS to different data stored on different LUNS		
SAN solution supports lost write protection		
SAN solution supports disk-based data backup using existing backup software applications (BackupExec 12 and above)		
SAN solution supports Web management interface/portal		
SAN solution supports Command Line Interface management		
SAN solution tracks historical performance, logs, configuration 1 to 30 days		

SAN solution tracks historical performance, logs, configuration 31 to 90 days		
SAN solution tracks historical performance, logs, configuration 6 months or more		
SAN solution allows reports to be printed, emailed and/or saved as a PDF.		
SAN solution allow for creation of custom reports		
SAN solution provides the ability to view historical data online		
SAN solution supports hot spare drives Globally		
SAN solution supports hot spare drives to a specific RAID group		
SAN solution supports thin provisioning		
SAN solution supports thick provisioning		
SAN solution supports growing and shrinking of data volumes on the fly		
SAN solution supports creation of data volumes on the fly		
SAN solution supports user notifications of system health via email alert		
SAN solution supports user notifications of system health via pager, text message and/or phone alert		
SAN solution supports multiple drive failures in the single chassis shelf, list the max drive failures tolerable.		
SAN solution supports the ability to phone home (back to vendor) for diagnostic and troubleshooting purposes only.		

SAN solution supports the ability for City to turn off feature the phone home feature		
SAN solution supports the ability to see what information is transmitted via phone home		
SAN solution supports the ability to control when the information is transmitted via phone home		
SAN solution supports mix controllers simultaneously		
SAN solution have the capability to add additional hard drive expansion units. List the maximum expansion units that can be added.		
Based on the proposed SAN solution, please calculate the cost of storage in terms of \$ per GB.		
Please provide the \$/GB based on the total RAW data storage.		
Please provide the \$/GB based on the total POSSIBLE compressed data storage (assume a 4 to 1 data compaction ratio).		

Appendix B Insurance Requirements

CITY OF CAMPBELL

INSURANCE REQUIREMENTS

The Contractor shall procure and maintain for the duration of the contract insurance against claims for injuries to persons or damages to property which may arise from or in connection with the performance of the work by the Contractor, his agents, representatives, employees or subcontractors.

Unless otherwise specified or authorized, the following shall be required.

1. Minimum Scope of Insurance

Coverage shall be at least as broad as:

- (a) Insurance Services Office Commercial General Liability coverage "occurrence" form CG 0001 (Ed. 11/85).
- (b) Insurance Services Office form number CA 001 (Ed. 1/87) covering Automobile Liability Code 1 "any auto".
- (c) Workers' Compensation Insurance as required by the Labor Code of the State of California and Employers Liability Insurance.

2. Minimum Limits of Insurance

Contractor shall maintain limits no less than:

- (a) General Liability: \$1,000,000 per occurrence for bodily injury, personal injury and property damage (\$300,000 for R-1 permits). If Commercial General Liability Insurance or other form with a general aggregate limit is used, either the general aggregate limit shall apply separately to this project/location, or the general aggregate limit shall be twice the required occurrence limit.
- (b) Automobile Liability: \$1,000,000 per accident for bodily injury and property damage.
- (c) Employer's Liability: \$1,000,000 per accident for bodily injury or disease.
- (d) It is a requirement of this Agreement that any available insurance proceeds broader than or in excess of the specified minimum insurance coverage requirements and/or limits set forth in this Agreement shall be available to the City when the City is named as an additional insured pursuant to this Agreement. Furthermore, the requirements for coverage and limits shall be (1) the minimum coverage limits specified in this Agreement, or (2) the broader coverage and maximum limits of coverage of any insurance policy or proceeds available to the named insured, whichever affords greater coverage.

3. Deductibles and Self-Insured Retentions

Any deductibles or self-insured retentions must be declared to and approved by the City. At the option of the City, either: the insurer shall reduce or eliminate such deductibles or self-insured retentions as respects the City, its officers, officials, employees and volunteers; or the Contractor shall provide a financial guarantee satisfactory to the City guaranteeing payment of losses and related investigations, claim administration and defense expenses.

4. Other Insurance Provisions

The general liability and automobile liability policies are to contain, or be endorsed to contain, the following provisions:

- (a) The City, its officers, employees and volunteers are to be covered as insureds with respect to liability arising out of automobiles owned, leased, hired or borrowed by or on behalf of the Contractor; and with respect to liability arising out of work or operations performed by or on behalf of the Contractor including materials, parts or equipment furnished in connection with such work or operations. General liability coverage can be provided in the form of an endorsement to the Contractor's insurance, or as a separate owner's policy.
- (b) For any claims related to this project, the Contractor's insurance coverage shall be primary insurance as respects the City, its officers, officials, employees, and volunteers. Any insurance or self-insurance maintained by the City, its officers, officials, employees or volunteers shall be excess of the Contractor's insurance and shall not contribute with it.
- (c) Each insurance policy required by this clause shall be endorsed to state that coverage shall not be canceled by either party, except after thirty (30) days' prior written notice by certified mail, return receipt requested, has been given to the City. A ten (10) day notice is required for cancellation due to non-payment of premium.

5. Worker's Compensation and Employers' Liability Coverage

Before commencing work in the City of Campbell, all contractors must provide the City with a copy of one of the following:

- 1. Certificate of consent to self-insure issued by the Director of Industrial Relations; or
- 2. Certificate of Workers' Compensation Insurance; or
- 3. Certificate of exemption from the Worker's Compensation Laws.

The insurer shall agree to waive all rights of subrogation against the City, its officers, officials, employees and volunteers for losses arising from work performed by the Contractor for the City.

6. Acceptability of Insurers

Unless otherwise approved, insurance is to be issued by an issuer with a current A.M. Best Rating of A:VII and be authorized to transact business in the State of California.

7. Verification of Coverage

Contractor shall furnish the City with original certificates of insurance and amendatory endorsements effecting coverage required by this clause. All certificates and endorsements are to be received and approved by the City before work commences. The City reserves the right to require complete certified copies of all required insurance policies, including endorsements effecting the coverage required by these specifications, at any time.

Permit number and address or project number and address shall be clearly stated on all insurance documents.

8. Subcontractors

Contractor shall include all subcontractors as insureds under its policies or shall furnish separate certificates and endorsements for each subcontractor. Endorsements for each subcontractor must name the Contractor and/or City as additional insured. All coverage for subcontractors shall be subject to all of the requirements stated herein.