



**TO:** Board of Contracts and Awards  
**FROM:** Daniel Key, Director of Information Technology  
Kipling Morris, IT Manager, Information Technology Department  
**COPY:** City Council, City Manager, City Clerk, SBE Coordinator, LEAP Coordinator, and Alex Clark, Finance/Purchasing  
**SUBJECT:** Private Cloud Hyper Converged Infrastructure  
GSA Schedule 70, GS-35F-0119Y – October 2, 2018  
**DATE:** September 17, 2018

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**RECOMMENDATION SUMMARY:**

The Information Technology Department recommends a contract be awarded to Zones, Inc., Seattle, WA, for Private Cloud Hyperconverged Infrastructure, in the amount of \$289,729.57 not including applicable sales tax, per GSA Schedule 70, GS-35F-0119Y.

**STRATEGIC POLICY PRIORITY:**

- Encourage and promote an efficient and effective government, which is fiscally sustainable and guided by engaged residents.

This contract assures the Information Technology Department continues to deliver the cost effective, scalable compute and storage solutions required to support the technical infrastructure needs of the City.

**BACKGROUND:**

ISSUE: The Information Technology Department manages and oversees the City’s compute, storage and software as a service based services to the City. This contract advances the existing storage and compute environment and initiates the next iteration of the City’s private cloud environment. The new technology will provide a level of service equal to or better than the existing infrastructure in addition to an expected reduction in ongoing support costs as well as an improvement in overall performance.

ALTERNATIVES: Forgoing replacement of the existing private cloud components would require a more expensive reinvestment in technical solutions which are nearing end of life.

**COMPETITIVE SOLICITATION:**

Zones, Inc., is an authorized reseller on the General Services Administration (GSA) Schedule 70, GS-35F-0119Y contract, which was awarded to Carahsoft Technology Corporation. The contract was established 12/20/2011, with termination on 12/19/2021.

CONTRACT HISTORY: New contract.

SUSTAINABILITY: To become a more sustainable organization, Zones is committed to providing services in a sustainable manner and takes measure to minimize the impact to the environment in the delivery of services. Zones has adopted the following corporate policies to inform and drive environmental sustainability efforts:

- Conserve natural resources by reusing and recycling materials, purchasing recycled materials and using recyclable packaging and other materials.



- Responsible use of energy, including conserving energy, improving energy efficiency and giving preference to renewable over nonrenewable energy sources when feasible.
- Provide environmentally friendly products, green IT services and asset management services.
- Work with manufacturers to offer servers, computers, notebooks, monitors and consumables that have environmentally friendly attributes evidenced by their ENERGY STAR and EPEAT ratings.
- Minimize environmental impact associated with internal business operations through green packaging, server consolidation, environmentally friendly Print Catalog program, internal recycling, and Commute Trip Reduction Program (CTR).

SBE/LEAP COMPLIANCE: Not applicable.

**FISCAL IMPACT:**

**EXPENDITURES:**

FUND NUMBER & FUND NAME *	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
5800 – Information Systems	ISY-00147-01-03	5600000	\$70,438.20
5800 – Information Systems	ISY-00147-02-01	5412170	\$105,904.15
5800 – Information Systems	ISY-00147-02-02	5412190	\$106,686.96
5800 – Information Systems	ISY-00147-02-03	5414000	\$6,700.26
<b>TOTAL</b>			<b>\$289,729.57</b>

\* General Fund: Include Department

**REVENUES:**

FUNDING SOURCE	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
5800 – Information Systems	595701	5600000	\$289,729.57
<b>TOTAL</b>			<b>\$289,729.57</b>

**FISCAL IMPACT TO CURRENT BIENNIAL BUDGET:** \$289,729.57

**ARE THE EXPENDITURES AND REVENUES PLANNED AND BUDGETED?** Yes

**IF EXPENSE IS NOT BUDGETED, PLEASE EXPLAIN HOW THEY ARE TO BE COVERED.**