



Centre  
TECHNOLOGIES

STATEMENT OF WORK

# Disaster Recovery Site- Phase 1 Project

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March 19, 2019



PRESENTED TO

**City of Galveston**

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## Contact Information

Customer Contact	Hope Dean	409-497-6034 HDean@GalvestonTX.Gov
Centre Account Manager	Jamie Schanbachler	713-208-8551 Jamie@centretechnologies.com
Centre Services Contact	Jesse Maldonado	281-203-1673 JMaldonado@centretechnologies.com

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## Project Overview

This Statement of Work (“SOW”) is made between City of Galveston, (hereinafter, “Customer”) and Centre Technologies, Inc. (hereinafter, “Centre”), each a “Party” and together the “Parties”.

Centre Technologies has been commissioned to build a phase 1 Disaster Recovery location for City of Galveston with expectations for turn-key deployment including but not limited to architecture and implementation of network, storage and virtualization environments, rack/stack and cable/label of all associated hardware to the initial seed of data. Zerto will be configured for up to (19) mission critical virtual workloads all based on VMware technologies. In conclusion, documentation of key components or special configurations specific to City of Galveston will be provided. Knowledge transfer will also be provided as part of the engagement.

This engagement will have a Project Manager assigned which will provide a project plan, weekly updates and additional information to move forward.

During the implementation, pilot, and support phases of this project Centre shall work with City of Galveston to meet project timelines and goals. Upon completion of this project, City of Galveston and Centre shall meet to discuss recommendations and next steps.

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## Assumptions

This section contains a list of project assumptions.

### Project Assumptions

**Assumption 1.** Client understands that DR testing can potentially impact service availability and testing is required to ensure an expected path in the event of DR enablement

**Assumption 2.** Client understands that all will be done to minimize impact to service availability during DR testing and configuration phases

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**Assumption 3.** Client has required power available

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**Assumption 4.** Client is purchasing racks through the DR project quote # 31119 for this engagement to cover the required U space needed based off the DR project specs / build of materials for this project

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**Assumption 5.** Client has required network ports available

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**Assumption 6.** Client will provide necessary CAT5e/6 cables

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**Assumption 7.** Client has required licensing for the follow products but not limited to VMware, Microsoft, Zerto, Veeam and Oracle

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**Assumption 8.** Client understands that downtime may be required to introduce the DR location into the existing enterprise network topology including any test scenarios required to correct undesirable or unexpected behavior

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**Assumption 9.** Client must obtain required hardware for the bare minimum functionality as required by agreed upon architectural design plan

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## Project Scope

### Events and Tasks

#### Preparation, Discovery and Design

- Perform brief health check of existing production environment with regard to the compute, storage and virtualization environments
- Create documented architecture for all associated components including high-level specification blue-prints for design of rack layout (physical mapping, cable color code), network (layer 3/2, VLANs, IP subnets), compute (OOB modules, port configurations, BIOS settings), storage (VLANs, IP subnets, uplinks), and virtualization environment (hypervisor configuration, central management configuration)
- Notate areas of non-HA connectivity or concerns of capacity for phase 2 correction
- Create project plan/schedule, where applicable
- Unpack, inventory and identify missing or damaged components

#### Network configuration

- Rack/stack and cable/label all associated devices
- Ensure all cables are labeled and color coded per existing color scheme
- Configuration and implementation of up to (2) core switch layer including layer 3 protocols
- Configuration and implementation of up to (2) switches for IP-based storage fabric
- Configuration and implementation of up to (2) frontline security gateways

## City of Galveston

### Disaster Recovery Site - Phase 1 Project

- Configuration of up to (2) layer 3 uplinks to layer 2 WAN providers
- Configuration of a single internet provider
- Configuration of up to (5) mission critical site-to-site VPN tunnels
- Ensure latest version of code is deployed across all devices
- Ensure all switch-to-switch trunks, LAN and WAN uplinks are redundant, where possible

### Cohesity Configuration / Installation

- **Assumption 1.** The equipment shall be installed at a single site
- **Assumption 3.** Installation will be performed during normal business hours
- **Assumption 4.** Customer has power available for all devices
- **Assumption 5.** Customer has sufficient bandwidth to perform archive operations to external provider
- **Assumption 6.** Redundant 10 GB network ports from each node are connected up to 2 separate top of rack switches
- Receive network addresses for use with clusters
- Rack and stack nodes
- Cable appliance to the network
- Reinstall Cohesity OS if necessary
- Power on nodes
- Select one node and walk through configuration
- Discover additional cluster nodes and add them to the cluster
- Assign IP address and IPMI addresses to each node
- Assign Encryption to the cluster if required
- Configure an initial backup job
- Configure archive job to cloud provider

### Storage configuration

- Rack/stack and cable/label all associated devices
- Ensure all cables are labeled and color coded per existing color scheme
- Configuration of up to (3) legacy EqualLogic appliances
  - Primary targets
- Configuration of up to (3) legacy QNAP storage appliances
  - Backup/archive/temp landing zones
- Ensure latest version of code is deployed across all devices
- Ensure all uplinks are redundant, where possible

### Compute/Hypervisor configuration

- Update all firmware
  - Update firmware on each server
    - iDRAC
    - Firmware
    - BIOS
    - NICs/CNAs
- Configure up to **(7) Rack Mount Servers** to best practice specifications
  - Which include (1) Banner + (6) DR servers

- Ensure all Out-of-Band devices are configured and accessible
- Ensure all cables are labeled and color coded per existing color scheme

### VMware Installation/Configuration

- Install and configure latest supported version of VMware vSphere ESXi on up to **(7) Rack Mount servers**
  - Create and configure VMware vCenter cluster objects
  - Configuration of virtual standard or distributed switches, where applicable
  - Ensure all hosts are configured in a consistent manner including but not limited to NTP and DNS servers, host and datastore names, temp/scratch storage locations, MPIO and PSP policies, network and power management configurations, service profiles and security and lockdown policies
  - Deploy existing host profiles, where applicable
- Configure storage repository within VMware
  - Create Volume for VMware on Storage Array, where applicable
  - Configure High Availability within VMware cluster
  - Ensure access to available LUNs and storage file systems for existing VMFS stores and RDM mappings
  - Configure all associated iSCSI zoning and ensure all systems are masked correctly at the switching and storage array level
- Present LUNs for shared VMFS based datastores as required
- Create LUNs as required for shared ISOs (content library), management and logs
- Validate interoperability with new and existing VMware clusters
  - Identify potential issues with virtual machine migrations including CPU compatibility and limitations of any existing configurations
- Creation initial virtual machine templates for Windows 2012R2 and 2016
  - Ensure templates are fully patched
  - Ensure up to (2) customization specifications are created for each version of the operating system

### Replication configuration

#### Configuration of hypervisor level replication service for services without native protections (Hot Stage)

- Deploy Zerto environment including dependent virtual replication appliance(s)
- Assign previously identified virtual machines to logical virtual protection group(s) that do not possess native replication tools
  - Banner
  - VueWorks
  - CUSI
  - Accela
  - Badger
  - GIS
- Verify the virtual protection groups are replicating all indicated virtual machines
- Perform failover operation for associated protection groups after initial sync of virtual protection groups
- Test access to the virtual machines
- Ensure service availability and correct workflow parameters, where applicable

### Configuration of availability for services with native protections (Hot Stage)

- Ensure availability of services with native protections including
  - Active Directory Services
  - Exchange Database Availability Groups
    - Load Balancing/GSLB not available for this engagement
      - This feature will be introduced at a later phase
- Test access to the virtual machines in controlled test scenarios
- Ensure service availability and correct workflow parameters, where applicable

### Configuration of availability for data at storage/hypervisor level (Cold Stage)

- Configuration of SAN or hypervisor level replication for identified storage LUNs/VMs, where applicable
- Verify replication of indicated data, where applicable

### Documentation, hand-off and wrap-up

- Provide basic documentation on relevant components to include key components or special configurations specific to environment
- Creation of high level disaster recovery run book
- Review basic operational/administrative tasks with City of Galveston I.T. personnel including discussion around known issues, findings, critical notations, etc.
- Ensure City of Galveston I.T. personnel understand procedure to access technical support and related support documentation
- Update existing High-level logical diagram including LAN and WAN traffic flow
- Update existing Low-level logical diagram including interface and circuit IDs for critical traffic paths as they relate to scope of work described herein
- Handoff including discussion around known issues, findings, critical notations, etc.
- Project conclusion

### Locations

This section contains a list of the physical locations where services are to be performed by Centre.

#	List of Locations for Services
1.	823 Rosenberg Galveston, TX 77553 (City Hall - HQ)
2.	3030 Invincible Dr, League City, TX (American National Datacenter - DR Location)
3.	601 54th St, Galveston, TX 77551 (Justice Center - Production Location)

### Exclusions

This section contains a list of specific tasks or services that are outside the project scope or standard service offerings provided by Centre.

#	List of Excluded Tasks or Services
1.	Remediation of existing issues within the environment

## City of Galveston

### Disaster Recovery Site - Phase 1 Project

2. Performing password resets of equipment

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3. Implementation of additional features or services not in scope

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4. Physically moving of hardware / infrastructure from one site to another

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While Centre has done its best to list all excluded task or service offerings, projects or service engagements vary widely and the above list may not be exhaustive. Some tasks or services listed above are simply unavailable. Any item selected from the above list shall require a change request and billing on a time and materials basis. The Customer is responsible for inquiries about service exclusions.

### Prerequisites

This section contains a list of items, tasks or services required before project commencement.

#	List of Prerequisite Hardware/Software Items, Tasks or Services
1.	Dedication of appropriate Customer staff during the duration of the project
2.	Customer supplied systems meet necessary hardware or software requirements
3.	Centre is informed in advance of necessary clearances or security addendum requirements
4.	Availability of WAN and Internet circuits as required

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## Customer Responsibilities

The section contains a list of tasks the Customer is responsible for completing prior to service delivery.

#	List of Prerequisite Tasks or Services
1.	Provide individual workspace with phone and network access that provides access to systems that are required to perform the assigned job functions
2.	Provide access to documentation or personnel who have knowledge of the environment
3.	Coordinate all physical access to facilities as necessary (security badges, parking, etc.)
4.	Have valid and appropriate product licenses and product support agreements
5.	Assign project sponsor as the single point of contact for issue resolution and activity scheduling
6.	Assume responsibility for all network connectivity, performance, and configuration issues
7.	Ensure adequate and effective backup and restore processes exist and are operational

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## Change Control

Changes to this SOW shall be initiated by providing a filled-out copy of the Change Request Form in Appendix A to the other Party. Changes include but are not limited to requests for changes in project plans, scope, specifications, schedule, designs, requirements, service deliverables, or any other aspect of the SOW. The Parties shall review any change requests and advise if the request(s) will be accepted in-whole or in-part and if so, the associated costs and project impacts if any. Fully executed copies of approved changes shall be added as an amendment.

<b>Send requests if To Centre:</b>	Jesse Maldonado	JMaldonado@centretechnologies.com
<b>Send requests (if) To City of Galveston</b>	Hope Dean	HDean@GalvestonTX.Gov

The Customer point of contact and the Centre project manager shall receive the request from the other Party. The client point of contact or Centre representative shall respond in writing to either accept or reject the request within three (3) business days of receipt unless a shorter response is requested. Changes are not authorized unless both Parties agree.

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## Scheduling

All work to be performed at Customer premises shall occur during normally scheduled working hours (8:00 a.m. to 6:00 p.m. local time, Monday through Friday); excluding Centre published holidays for the year. We understand there will be some / limited testing required after-hours / outside normal working hours and noted within the project cost.

The work is subject to a mutually agreeable delivery schedule. Centre shall provide mutually agreeable timelines for Centre responsibilities and the Customer shall provide information used to develop the project. If the Customer causes mutually agreed upon deadlines to be missed, or fails to provide information which delays the project, then the Customer shall be responsible for additional expenses incurred related to the project task. Additional expenses and/or fees caused by delays by either Party shall be treated as a change to the scope and costs quoted for this SOW and shall be handled as specified in the Change Control section of this SOW. Delays caused by fault of Centre alone shall under no circumstance cause additional expenses to be borne by the Customer.

The Customer understands that delays that are due to factors beyond Centre's reasonable control shall also not cause additional expenses and/or fees to be borne by either Party, however, these types of delays may cause a temporary unavailability of resources due to schedule conflicts. These delays include but are not limited to:

- A. acts of any governmental body, war, insurrection, sabotage, embargo, "Acts of God" (i.e. fire, flood, earthquake, tornado, etc.), strike or other labor disturbance, interruption of or delay in transportation, failure of third party software or inability to obtain raw materials, supplies or power used in equipment needed for provision of the SOW;
- B. those resulting from Customer's or third-party hardware, software, or services; and
- C. actions or inactions of Customer or third parties, Customer's employees, agents, contractors, vendors, or anyone gaining access to Customer's network by means of Customer's passwords or equipment.



Centre reserves the right to rotate resources assigned from time to time and shall provide reasonable notice to Customer prior to this transition. Centre shall have the departing resource and the incoming resource both on-site for a reasonable period of time to ensure a smooth transition of services.

**Engagement reschedules made after the project kick off shall incur a 10% rescheduling fee.**

Exceptions may be made to the normally scheduled hours to allow for activities that impact the Customer's business/Customers and/or Customer's landlords and/or other affected tenants in buildings. Those exceptions must be represented here. In the absence of these exceptions, time and expenses shall be applied to all non-standard hours.

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## Completion Criteria

Centre shall have fulfilled its obligations under this Statement of Work when Centre completes the tasks listed under the Services Performed and Key Deliverables sections or the Customer terminates the project. Early termination may not relieve Customer of certain financial obligations.

A Customer Acceptance Form ("CAF") shall be mutually completed by the Parties and copies submitted to each Party at the completion of each defined project or service phase. Customer acknowledges that Customer's signature on the CAF satisfies all requirements for acknowledgement of a completed and accepted project. Customer accepts sole, full and complete responsibility for validating the completion of the tasks / milestones outlined in this Statement of Work by executing the CAF.

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## Non-Solicitation

Customer agrees not to seek, offer, or solicit offers of employment from Centre employees, without the expressed written consent of Centre. The above limitation shall be effective for the Term of this Statement of Work and for a period of one (1) year following the termination of this Statement of Work or any extension hereto.

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## Project Deliverables

Name	Description
Installation Documentation	Customer will receive an overview of the installation including what changed in the environment. Network information will be provided in the documentation.
DR Run book	High level overview of the failover process to the secondary site

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## Project Pricing

Description	Total
Professional Services	53,600
After Hours	-
Project Management	2,400
<b>TOTAL</b>	<b>\$56,000.00</b>

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## Fees and Terms

**Quotes and Ordering.** PURCHASE ORDERS SUBMITTED TO CENTRE SHALL BE BINDING ON CUSTOMER UPON WRITTEN ACCEPTANCE BY CENTRE. QUOTATIONS PROVIDED BY CENTRE TO CUSTOMER SHALL BE BINDING ON CUSTOMER UPON CUSTOMER'S WRITTEN ACCEPTANCE RECEIVED BY CENTRE WITHIN THE TIME DESCRIBED IN THE QUOTATION. ANY FEES QUOTED MAY BE REVISED TO INCLUDE HANDLING AND OTHER FEES. SUCH FEES ARE ESTIMATED UNTIL FINAL PROCESSING AND MAY VARY TO INCLUDE ANY PRICING ERRORS.

**Invoices.** CENTRE ACKNOWLEDGES THAT ALL PAYMENT TERMS ARE SUBJECT TO CHAPTER 2251 OF THE TEXAS GOVERNMENT CODE. CENTRE WILL INVOICE CUSTOMER ALL FEES, EXCLUDING STATE SALES TAXES AS PROVIDED IN THE APPLICABLE ORDER. PROJECT CONSULTING SERVICES ARE INVOICED WHEN THE CUSTOMER HAS ACCEPTED THE WORK AND THE TICKET IS CLOSED. ALL FEES ARE DUE WITHIN THIRTY (30) DAYS FROM THE DATE OF CENTRE'S INVOICE. MONTHLY RECURRING BLOCK OF HOURS ARE INVOICED (30) DAYS IN ADVANCE. AN ACH DEBIT PAYMENT METHOD CAN BE SETUP FOR THE PAYMENT OF RECURRING MONTHLY INVOICES. CUSTOMER WILL PAY ALL BANK CHARGES, DUTIES, LEVIES AND OTHER COSTS AND COMMISSIONS ASSOCIATED WITH ANY BANK WIRE TRANSFER OR OTHER MEANS OF PAYMENT.

**Warranties and Limitations.** CENTRE WARRANTS THAT ITS SERVICES SHALL BE PERFORMED BY QUALIFIED PERSONNEL IN A MANNER CONSISTENT WITH GOOD PRACTICE IN THE INFORMATION TECHNOLOGY SERVICES INDUSTRY. IF CENTRE BREACHES THIS WARRANTY, IT SHALL SUPPLY SERVICES TO CORRECT OR REPLACE THE WORK AT NO CHARGE. THE REMEDY SET FORTH IN THIS SECTION IS CUSTOMER'S EXCLUSIVE REMEDY FOR BREACH OF WARRANTY. CENTRE MAKES NO OTHER WARRANTIES ON THE SERVICES AND DISCLAIMS ALL OTHER WARRANTIES, EXPRESSED OR IMPLIED, INCLUDING WARRANTIES OF TITLE, MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.

**Interest.** ANY OVERDUE AND UNPAID PORTION OF THE FEES SHALL BEAR INTEREST. CENTRE MAY SUSPEND LICENSES AND PERFORMANCE OF ORDERS FOR WHICH CENTRE IS INSECURE OR WHICH PAYMENT IS OVERDUE UNTIL THE OVERDUE AMOUNTS ARE EITHER PAID IN FULL OR AN ALTERNATIVE ARRANGEMENT ACCEPTABLE TO CENTRE IS MADE.

**Governing Law and Dispute Resolution.** THIS STATEMENT OF WORK SHALL BE CONSTRUED AND ENFORCED IN ACCORDANCE WITH THE LAWS OF THE STATE OF TEXAS. VENUE OF ANY DISPUTE SHALL BE IN GALVESTON, GALVESTON COUNTY, TEXAS. IF AT ANY TIME DURING THE TERM OF THIS STATEMENT OF WORK ANY DISPUTE, DIFFERENCE OR DISAGREEMENT SHALL ARISE UPON OR IN RESPECT OF THE STATEMENT OF WORK, AND THE MEANING AND CONSTRUCTION HEREOF, EVERY SUCH DISPUTE, DIFFERENCE AND DISAGREEMENT SHALL FIRST BE RESOLVED THROUGH THE GOOD FAITH NEGOTIATIONS OF THE PARTIES. IF THOSE NEGOTIATIONS ARE UNSUCCESSFUL, THE PARTIES AGREE TO THE DISPUTE RESOLUTION PROCESS IN CHAPTER 2260 OF THE TEXAS GOVERNMENT CODE.

IN WITNESS WHEREOF, THE PARTIES HAVE CAUSED THIS STATEMENT OF WORK TO BE EXECUTED BY THEIR DULY AUTHORIZED REPRESENTATIVES WITH THE INTENT TO BE LEGALLY BOUND AS OF THE EFFECTIVE DATE, FOR GOOD AND VALUABLE CONSIDERATION, THE RECEIPT AND ADEQUACY OF WHICH IS HEREBY ACKNOWLEDGED.

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## Signature of Acceptance

### Acceptance of Statement of Work – Centre Technologies, Inc. and City of Galveston

For Centre Technologies, Inc.

For City of Galveston

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Signature

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Signature

---

Printed Name

---

Printed Name

---

Title

---

Title

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Effective Date

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Effective Date

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## Appendix A: Change Request Form

### General Information

Date	
Company Name	
Project Name	
Change Name	
Change Number	
Change Type	
Change Request Description	

### Evaluation

Scope	
Additional Prerequisites	
Schedule Changes	
Cost	

### Approval

Acceptance of Statement of Work (Change Request) – Centre Technologies, Inc. and City of Galveston	
For Centre Technologies, Inc.	For City of Galveston
Signature	Signature
Printed Name	Printed Name
Title	Title
Date	Date



## CoG - Zerto Licenses

**Prepared by:**

**Centre Technologies**

Joy Gutierrez  
on behalf of Jamie Schanbachler  
214-593-6852  
Fax 281-763-2355  
jgutierrez@centretechnologies.com

**Prepared for:**

**City of Galveston**

Hope Dean  
**Ship To:**  
PO Box 779 823 Rosenberg  
Galveston, TX 77553  
(409) 797-3578  
hdean@galvestontx.gov

**Quote Information:**

**Quote #: 034773**

Version: 1  
Delivery Date: 03/06/2019  
Expiration Date: 03/27/2019

CoG - Zerto Licenses with 3 Years Support

Centre DIR-TSO-3334

### Products

Description	Qty	Price	Ext. Price
Zerto Virtual Replication Enterprise Cloud Edition - Single VM	19	\$840.85	\$15,976.15
Premium Maintenance and Support for Zerto Virtual Replication Enterprise Cloud Edition - Single VM. Includes 24x7 phone and email support and software maintenance updates <i>3 Years Support</i>	19	\$624.94	\$11,873.86
Subtotal			<b>\$27,850.01</b>

### Quote Summary

Description	Amount
Products	\$27,850.01
Total:	<b>\$27,850.01</b>

Customer Signature

Date

PO#

## CoG - Production Servers

### Prepared by:

#### Centre Technologies

Joy Gutierrez  
on behalf of Jamie Schanbachler  
214-593-6852  
Fax 281-763-2355  
jgutierrez@centrettechnologies.com

### Prepared for:

#### City of Galveston

Hope Dean  
**Ship To:**  
PO Box 779 823 Rosenberg  
Galveston, TX 77553  
(409) 797-3578  
hdean@galvestontx.gov

### Quote Information:

#### Quote #: 035129

Version: 2  
Delivery Date: 03/06/2019  
Expiration Date: 03/31/2019

CoG - CoG - Production Servers - 5 Year Support Dell DIR-TSO-3763

## Servers

Line #	Description	Qty	Price	Ext. Price
1	<p>210-AKZR PowerEdge R740XD</p> <p>PowerEdge R740/R740XD Motherboard Chassis with Up to 24 x 2.5" Hard Drives for 2CPU Intel Xeon Gold 6136 3.0G, 12C/24T, 10.4GT/s , 24.75M Cache, Turbo,HT (150W) Intel Xeon Gold 6136 3.0G, 12C/24T, 10.4GT/s , 24.75M Cache, Turbo,HT (150W) Standard 2U Heatsink Standard 2U Heatsink 2666MT/s RDIMMs Performance Optimized Unconfigured RAID PERC H740P RAID Controller, 8GB NV Cache, Adapter, Low Profile BOSS controller card + with 2 M.2 Sticks 240G (RAID 1),FH VMware ESXi 6.7 U1 Embedded Image 634-BRIO iDRAC9,Enterprise OME Server Configuration Management iDRAC Group Manager, Enabled iDRAC,Factory Generated Password Riser Config 4, 3x8, 4 x16 slots Intel X550 Quad Port 10GbE, Base-T, rNDC 6 Performance Fans forR740/740XD Dual, Hot-plug, Redundant Power Supply (1+1), 750W, Titanium, 200-240VAC PowerEdge 2U LCD Bezel PE R740XD Luggage Tag Quick Sync 2 (At-the-box mgmt) Performance BIOS Settings 384-BBBL ReadyRails Sliding Rails With Cable Management Arm Dell Hardware Limited Warranty Plus On-Site Service ProSupport: Next Business Day On-Site Service After ProblemDiagnosis, 5 Years ProSupport: 7x24 HW/SW Technical Support and Assistance, 5 Years 32GB RDIMM 2666MT/s Dual Rank – Qty 16 240GB SSD SATA Mixed Use 6Gbps 512e 2.5in Hot Plug S4610 Drive Intel X550 Dual Port 10G Base-T Adapter, Full Height C13 to C14, PDU Style, 12 AMP, 6.5 Feet (2m) Power Cord, North America – Qty 2</p>	2	\$21,101.04	\$42,202.08



## Servers

Line #	Description	Qty	Price	Ext. Price
			Subtotal	<b>\$42,202.08</b>

## Quote Summary

Description	Amount
Servers	\$42,202.08
<b>Total:</b>	<b>\$42,202.08</b>

\_\_\_\_\_  
**Customer Signature**

\_\_\_\_\_  
**Date**

\_\_\_\_\_  
**PO#**

## CoG - DR Project

### Prepared by:

#### Centre Technologies

Joy Gutierrez  
on behalf of Jamie Schanbachler  
214-593-6852  
Fax 281-763-2355  
jgutierrez@centrettechnologies.com

### Prepared for:

#### City of Galveston

Hope Dean  
**Ship To:**  
PO Box 779 823 Rosenberg  
Galveston, TX 77553  
(409) 797-3578  
hdean@galvestontx.gov

### Quote Information:

#### Quote #: 031119

Version: 7  
Delivery Date: 03/06/2019  
Expiration Date: 03/31/2019

CoG - DR Project

VMware DIR-TSO-3926

Dell DIR-TSO-3763

## APC Hardware

Line #	Description	Qty	Price	Ext. Price
1	<p>AR3357 NetShelter SX 48U 750mm Wide x 1200mm Deep Enclosure with Sides Black</p> <p><b>General</b> Compliant Standards : EIA-310-D, IEC 60529 IP20 Height (Rack Units) : 48 Product Type : Rack Rack Size : 19" Rack Size (metric) : 48.3 cm Weight Limit : 3007 lbs</p> <p><b>Dimensions &amp; Weight</b> Depth :47.2 in Height :89 in Weight :372.58 lbs Width :29.5 in</p> <p><a href="http://www.apc.com/shop/us/en/products/NetShelter-SX-48U-750mm-Wide-x-1200mm-Deep-Enclosure-with-Sides-Black/P-AR3357">http://www.apc.com/shop/us/en/products/NetShelter-SX-48U-750mm-Wide-x-1200mm-Deep-Enclosure-with-Sides-Black/P-AR3357</a></p>	2	\$2,301.39	\$4,602.78



## APC Hardware

Line #	Description	Qty	Price	Ext. Price
2	<p>AP8965 APC Switched Rack PDU 2G Zero U - (L21-30 – 208V/30amp/Three Phase)</p> <p><b>Main Features</b></p> <ul style="list-style-type: none"> <li>• Power distribution strip (rack-mountable)</li> <li>• AC 208 V</li> <li>• RS-232</li> <li>• input: NEMA L21-30</li> <li>• output connectors: 24</li> <li>• Metered + Switched</li> </ul> <p><a href="http://www.apc.com/shop/us/en/products/RACK-PDU-2G-SWITCHED-ZEROU-8-6kW-208V-21-C13-3-C19/P-AP8965?isCurrentSite=true">http://www.apc.com/shop/us/en/products/RACK-PDU-2G-SWITCHED-ZEROU-8-6kW-208V-21-C13-3-C19/P-AP8965?isCurrentSite=true</a></p>	4	\$1,147.60	\$4,590.40
3	<p>AR7721 Vertical Cable Manager for NetShelter SX 600mm Wide 42U (Qty 2)</p> <p><a href="http://www.apc.com/shop/us/en/products/Vertical-Cable-Manager-for-NetShelter-SX-600mm-Wide-42U-Qty-2-/P-AR7721?isCurrentSite=true">http://www.apc.com/shop/us/en/products/Vertical-Cable-Manager-for-NetShelter-SX-600mm-Wide-42U-Qty-2-/P-AR7721?isCurrentSite=true</a></p>	4	\$162.10	\$648.40

Subtotal **\$9,841.58**

## Dell Switch Hardware

Line #	Description	Qty	Price	Ext. Price
4	A9165569 Dell 18.5 in 1U Rackmount LED KMM Console - English Language Keyboard with 1U KVM Mounting Bracket	1	\$947.43	\$947.43
5	470-AAXB Dell Networking, Cable, QSFP+ to QSFP+, 40GbE Passive Copper Direct Attach Cable, 0.5M, Cust Kit	2	\$93.91	\$187.82
6	470-AAVJ Dell Networking Cable SFP+ to SFP+ 10GbE Copper Twinax Direct Attach Cable, 3 m	12	\$52.83	\$633.96

Subtotal **\$1,769.21**



## VMware

Line #	Description	Qty	Price	Ext. Price
7	VCS6-STD-C-523 VMware vCenter Server 6 Standard for vSphere 6 (Per Instance)	1	\$5,579.03	\$5,579.03
8	VCS6-STD-P-SSS-C-523 Production Support/Subscription VMware vCenter Server 6 Standard for vSphere 6 (Per Instance) for 1 year	1	\$1,477.04	\$1,477.04
Subtotal				<b>\$7,056.07</b>

## Services

Line #	Description	Qty	Price	Ext. Price
9	CENT-NC-STC Senior Technical Consultant (STC)  Centre Technologies will be assisting the Customer with a data center relocation from their current facilities in Galveston to another facility that will be in League City. Centre Technologies will label cables and gather information about the environment prior to the move. Centre Technologies will assist the IT team with shutting down the environment. Once the equipment is moved to the new location, Centre Technologies will assist with powering the equipment back on. The services include Centre standing up the DR site as stated in the Statement of Work (SOW).	1	\$48,000.00	\$48,000.00
Subtotal				<b>\$48,000.00</b>

## Quote Summary

Description	Amount
APC Hardware	\$9,841.58
Dell Switch Hardware	\$1,769.21
VMware	\$7,056.07
Services	\$48,000.00
Subtotal:	<b>\$66,666.86</b>
Shipping:	<b>\$357.14</b>
Total:	<b>\$67,024.00</b>



**Centre Technologies**

16801 Greenspoint Park Drive Suite 200

Houston, TX 77060

**Ph:** 281-506-2480 **Fax:** 281-763-2355

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**Customer Signature**

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**Date**

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**PO#**

## CoG - Cohesity C4600 (72TB Total Usable)

### Prepared by:

#### Centre Technologies

Joy Gutierrez  
on behalf of Jamie Schanbachler  
214-593-6852  
Fax 281-763-2355  
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### Prepared for:

#### City of Galveston

Hope Dean  
**Ship To:**  
PO Box 779 823 Rosenberg  
Galveston, TX 77553  
(409) 797-3578  
hdean@galvestontx.gov

### Quote Information:

#### Quote #: 037929

Version: 1  
Delivery Date: 03/19/2019  
Expiration Date: 04/14/2019

CoG - Cohesity C4600 (72TB Total Usable) with 3 Year Support

(3) C4600 Cohesity nodes that have 36TB raw/24TB useable each before any data reduction.

## Products

Description	Qty	Price	Ext. Price
C4600-SFP Three (3) Node Block 108 TB Secure Erase HDD, 4.8TB PCI-e Flash, 6x Intel Xeon 4110 2.1Ghz 8-Core CPUs, 384GB RAM, 12x SFP+ 10GbE, 4x IPMI	1	\$23,456.34	\$23,456.34
10G Short-Range Optical SFP+ Adapter	12	\$131.42	\$1,577.04
Cable, 10G, LCLC, Optical, 3m	12	\$19.98	\$239.76
36 Months of Cohesity DataProtect and Unlimited Archive Add-On Subscription (1 TB). Backup software for virtual and physical environments with ability to archive unlimited copies of backed up data to supported external archive targets. Customer must separately procure storage capacity from a supported external archive target. Subscription per TB of backend storage used for backup.	10	\$1,127.94	\$11,279.40
<b>**10TB of data protect and unlimited Cloud Archive licenses**</b>			
36 Months of One (1) Year Premium (24x7) Support for C4600-SFP-3 <b>**3 Year Support**</b>	1	\$8,348.27	\$8,348.27
36 Months of Cohesity DataPlatform Standard Edition Subscription (1TB) Intelligent web-scale software for consolidating secondary data with multiprotocol access (NFS, S3 & SMB), replication, access management, monitoring, Rest API, encryption, snapshots/cones, global variable length deduplication, compression, custom reporting, storage quotas, QoS, heterogeneous nodes, search analytics, user quotas, WORM, and MMC plug-in. Subscription per TB of usable storage capacity.	72	\$650.74	\$46,853.28
<b>**Basic License**</b>			



<p>KROLL Ontrack PowerControls Add-on License for Cohesity DataProtect</p> <p>KROLL Ontrack PowerControls enables granual recovery of Microsoft Exchange, SharePoint and SQL Server data. Each license manages 1,000 Exchange mailboxes, 25 SQL server instances and 5TB of SharePoint data</p>	1	\$542.28	\$542.28
<p>36 Months of Premium (24X7) Support for KROLL Ontrack PowerControls</p> <p><b>**3 Year Support**</b></p>	1	\$244.04	\$244.04
<p>36 Months of Cohesity DataPlatform Standard Edition Subscription (1TB)</p> <p>Intelligent web-scale software for consolidating secondary data with multiprotocol access (NFS, S3 &amp; SMB), replication, access management, monitoring, Rest API, encryption, snapshots/cones, global variable length deduplication, compression, custom reporting, storage quotas, QoS, heterogeneous nodes, search analytics, user quotas, WORM, and MMC plug-in. Subscription per TB of usable storage capacity.</p> <p><b>**Basic License**</b></p>	48	\$650.74	\$31,235.52
Subtotal			<b>\$123,775.93</b>

## Quote Summary

Description	Amount
Products	\$123,775.93
Total:	<b>\$123,775.93</b>

Customer Signature \_\_\_\_\_

Date \_\_\_\_\_

PO# \_\_\_\_\_