



CITY of NOVI CITY COUNCIL

**Agenda Item I
August 26, 2013**

SUBJECT: Approval to award the purchase and installation of a Unitrends integrated backup, archiving and disaster recovery appliance to CTS-Companies, Inc., in the amount of \$70,434.

SUBMITTING DEPARTMENT: Information Technology - Facility Operations

CITY MANAGER APPROVAL:

EXPENDITURE REQUIRED	\$70,434
AMOUNT BUDGETED	\$72,000
APPROPRIATION REQUIRED	N/A
LINE ITEM NUMBER	101-265.00-986.000

BACKGROUND INFORMATION:

The City currently uses an antiquated magnetic tape based solution (as noted in the 2012-2013 Information Technology Audit by Andrews Hooper Pavlik, PLC) for data backup, archiving and disaster recovery. With the ever increasing volumes of data, regulatory retention requirements and the shrinking window of opportunity to perform a backup the Information Technology Team is recommending the City move to a disk-based appliance. By leveraging deduplication, a technology that shirks the amount of physical disk space needed through the use of a specialized data compression technique we will eliminate duplicate copies of repeating data. In addition to the aforementioned feature here are a few of the features the new solution also provides:

Continuous Data Protection - The new solution can be configured to perform backups continually (snapshots) and provide a timely restoration should it become necessary.

Vault2Cloud - Replication technology transmits our on-premise backup to a cloud replication target and is part of our overall disaster recovery plan.

Limitless Licensing – Additional servers can be backed up without purchasing a new license.

The City is leveraging the competitively bid Pennsylvania Education Purchasing Program for Microcomputers (PEPPM) national cooperative contract for this purchase.

RECOMMENDED ACTION: Approval to award the purchase and installation of a Unitrends integrated backup, archiving and disaster recovery appliance to CTS-Companies, Inc., in the amount of \$70,434.

	1	2	Y	N
Mayor Gatt				
Mayor Pro Tem Staudt				
Council Member Casey				
Council Member Fischer				

	1	2	Y	N
Council Member Margolis				
Council Member Mutch				
Council Member Wrobel				

CTS-Companies, Inc. Quote



CTS/UNITEL
UNITEL LEASING
CTS/DATA SOLUTIONS

From: Glen Williams
CTS-Companies, Inc.
2065 Franklin rd
Bloomfield Hills, MI 48302
248-334-5800
gwilliams@cts-companies.com

Prepared for: Mark Rinehart
City of Novi
45175 West 10 mile rd
Novi, MI 48375
(248) 347-0521
mrinehart@cityofnovi.org

Quantity	Description	Unit Price	Ext. Price
1.00	RECOVERY 833 BACKUP APPLIANCE (RC833) 3 U FORM FACTOR APPLIANCE W/FOURTEEN DISK DRIVES	\$44,995.00	\$44,995.00
1.00	SILVER SUPPORT ENTRY LEVEL SUPPORT BASIC HARDWARE, PARTS LEVEL MAINT FIRM WARE/SOFTWARE	\$8,099.00	\$8,099.00
1.00	Recovery Archive Chassis - IU	\$575.00	\$575.00
1.00	4 PORT E-SATA ADAPTOR FOR THE ALL RACK MOUNT UNITS EXCEPT RECOVERY 722	\$495.00	\$495.00
10.00	Hard side carry case - hold 1, 2, 3 or 4 drives	\$126.00	\$1,260.00
25.00	One time block of hours/amount for labor service agreements.	\$140.00	\$3,500.00
1.00	UNITRENDS EQR AGENT, 500 USER LICENSE	\$2,732.00	\$2,732.00
1.00	Discount	-\$10,146.00	-\$10,146.00
36.00	UNITRENDS 3TB 7200 RPM DISK DRIVE W/ CARRIER	\$299.00	\$10,764.00
12.00	This is vaulting for 2,000 gigabit , see the actual vaulting agreement for actual terms.	\$580.00	\$6,960.00
1.00	one time vaulting implementation fee	\$1,200.00	\$1,200.00
Total:			\$70,434.00
Freight and Tax not included			
Signature: _____		Date: _____	

UNITRENDS RECOVERY- AND vRECOVERY- SERIES APPLIANCES



Backup, Archiving &
Disaster Recovery

Focus on your business, not your backup

- Family of scalable, all-in-one backup, archiving and disaster recovery appliances
- No Limits™ licensing
- Enterprise-level heterogeneous backup
- Byte-level Adaptive Deduplication™
- Integrated dissimilar bare metal recovery for physical and virtual servers
- Physical and virtual versions of appliances
- Intuitive, federated, web-based user interface
- Cloud-based disaster recovery
- Instant Recovery with failover virtualization
- High-performance rotational archiving

Unitrends™

The Unitrends' Recovery- and vRecovery-series of physical and virtual backup, archiving and disaster recovery appliances provide next-generation data protection designed from the ground-up as a simple, all-in-one solution for small and medium businesses. Unitrends' appliances enable businesses to focus on their business rather than on their backup through technology that is so sophisticated, it makes data protection simple.

FEATURES AND BENEFITS

Family of scalable, integrated backup, archiving and disaster recovery appliances enables businesses to decrease capital and operational costs associated with procurement, integration, management, monitoring and troubleshooting of disparate hardware and software technologies. A federated, scalable architecture also means flexible deployments and no more "fork-lift" upgrades.

No Limits™ licensing means businesses have the freedom to protect rapidly growing IT environments without having the dreaded "backup tax" imposed - no nickel and diming on protected system count, operating systems or applications.

Enterprise-level heterogeneous backup offers network, server and storage administrators advanced administrative policies and multiple backup methodologies for 100+ versions of computers, storage devices, operating systems, hypervisors and applications.

Adaptive byte-level deduplication enables not just block-level deduplication but content-aware, byte-level deduplication to offer more "bang for the buck" in terms of backup retention.

Integrated dissimilar bare metal recovery for physical and virtual servers helps in quickly restoring systems, not just data, for both physical and virtual systems. P2P (physical-to-physical), P2V (physical-to-virtual), V2P (virtual-to-physical) and V2V (virtual-to-virtual) are all supported.

Instant Recovery with failover virtualization drastically reduces downtime due to a Windows or VMware system failure. It also offers better business continuity with typically less than five minutes to recover your system. Live and audit modes are supported for system recovery and verification in a sandbox virtualization environment.

Physical and virtual versions of the Unitrends' backup, archiving and disaster recovery appliances are available. They work together in heterogeneous environments to best match the needs of each business.

Intuitive, federated, web-based user interface allows administrators to monitor and manage one to hundreds of physical and virtual appliances from a single pane of glass web 2.0 user interface.

Cloud-based disaster recovery enables private cloud via our appliances and public cloud disaster recovery via our Vault2Cloud. Our vaulting is WAN-optimized, asymmetric (appliances don't have to be the same size) and allows true disaster recovery of entire premises from an off-site disaster recovery location.

High-performance rotational archiving with disk, tape, NAS and SAN via USB 2.0, eSATA and LAN.

High performance networking support enables support of up to 8x1Gb Ethernet, 2x10Gb Ethernet and 8Gb Fibre Channel interfaces.

APPLIANCES

Unitrends offers a family of scalable physical (Recovery-series) and virtual (vRecovery-series) appliances for a range of business needs.

Rack Appliances

The **Recovery-833** is perfect for larger organizations. It is a 3U form factor unit that supports byte-level deduplication with an unformatted usable physical storage capacity of 31TB (metadata and data). It is organized in a staged RAID-1/RAID-6 configuration, which supports the parallel commit of metadata with backup streams. It comes with dual power supplies and hot-swap user-replaceable drives.

The **Recovery-823** is perfect for larger organizations. It is a 2U form factor unit that supports byte-level deduplication with an unformatted usable physical storage capacity of 19TB (metadata and data). It is organized in a staged RAID-1/RAID-6 configuration, which supports the parallel commit of metadata with backup streams. It comes with dual power supplies and hot-swap user-replaceable drives.

The **Recovery-822** is perfect for medium-sized businesses that have less demanding storage requirements than that supported by the Recovery-823. It is a 2U form factor unit that supports byte-level deduplication with an unformatted usable physical storage capacity of 13TB (metadata and data). It is organized in a staged RAID-1/RAID-6 configuration, which supports the parallel commit of metadata with backup streams. It comes with dual power supplies and hot-swap user-replaceable drives.

The **Recovery-813** is perfect for small- to medium-sized businesses. This 1U form factor unit supports byte-level deduplication with an unformatted usable physical storage capacity of 9TB (metadata and data). It is organized in a RAID-5 configuration with cold-swap user-replaceable drives.

The **Recovery-713** is ideal for small- to medium-sized businesses. This 1U form factor unit supports byte-level deduplication with an unformatted usable physical storage of 6TB (metadata and data). It is organized in a RAID-10 configuration with cold-swap user-replaceable drives.



The **Recovery-712** is ideal for organizations that require less storage than the Recovery-713. This 1U form factor unit supports byte-level deduplication with an unformatted usable physical storage of 4TB (metadata and data) organized in a RAID-10 configuration with cold-swap user-replaceable drives.

The **Recovery-612** is perfect for smaller organizations that require enterprise-class data protection capabilities. It is a 1U form factor unit that supports byte-level deduplication with an unformatted usable physical storage capacity of 2TB (metadata and data) organized in a RAID-1 configuration with internal drives.

Desktop Appliances

The **Recovery-312** is ideal for small businesses or for homogeneous or heterogeneous replicated branches of larger organizations that have a small amount of data to protect. It is a small desktop unit that supports byte-level deduplication with an unformatted usable physical storage capacity of 2TB (metadata and data). It is organized in a RAID-1 configuration with internal drives. It can be used to cross vault or it can serve as a private vault. All of Unitrends' major features come standard with the Recovery-312.

The **Recovery-212** is ideal for small businesses or for homogeneous or heterogeneous replicated branches of larger organizations that have a small amount of data to protect. It is a small desktop unit that supports byte-level deduplication with an unformatted usable physical storage capacity of 1TB (metadata and data). It is organized in a RAID-1 configuration with internal drives. It cannot be used to cross vault but it can serve as a private vault. All of Unitrends' major features come standard with the Recovery-212.

The **Recovery-172** is designed for small businesses or for homogenous or heterogeneous replicated branches of larger organizations that have a small amount of data to protect. It is a small desktop unit with an unformatted usable physical storage capacity of 1TB (metadata and data). This appliance does not offer RAID protection. It cannot be used to cross vault or serve as a private vault. However, all of Unitrends' major features come standard with the Recovery-172.

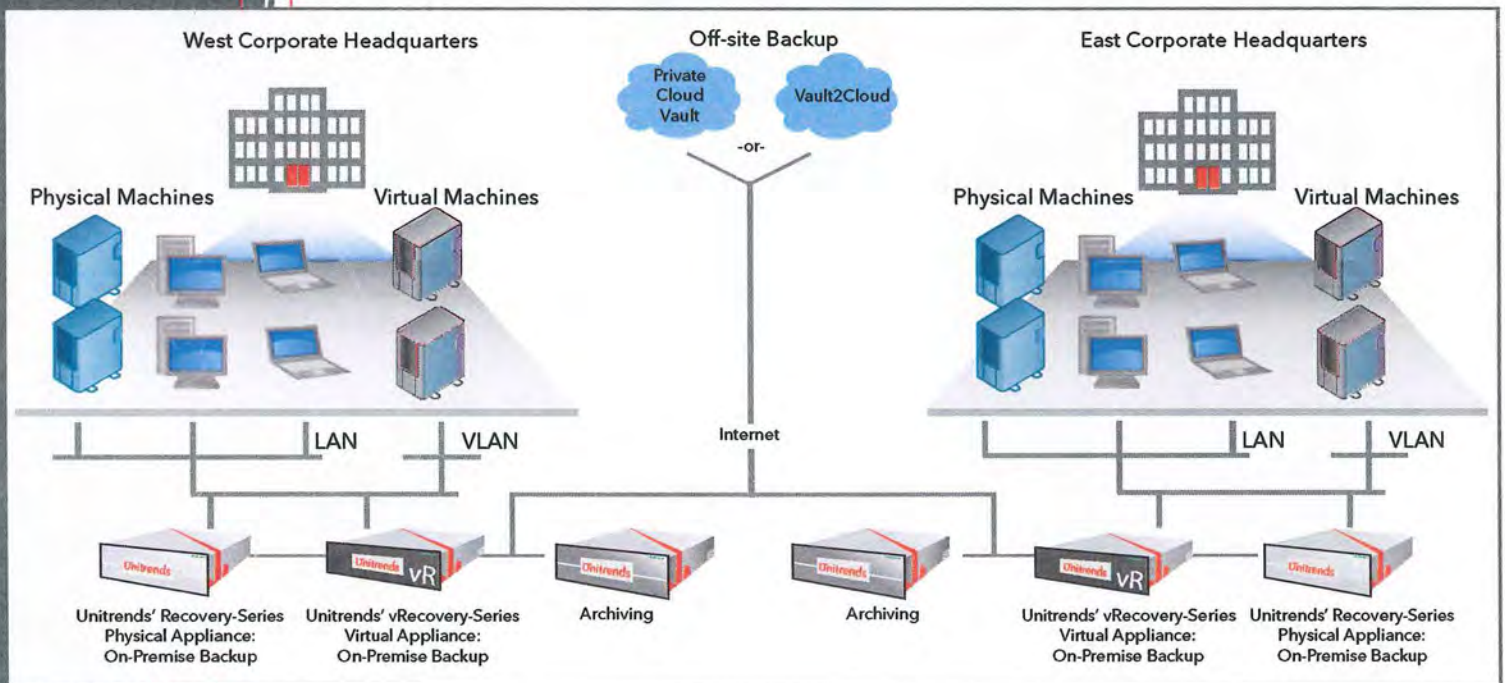


Virtual Appliances

The **vRecovery** virtual appliance operates on VMware ESX/ESXi (licensed and unlicensed) vSphere 4.1 (and higher) and operates identically to our physical backup, archiving and disaster recovery appliances. It is ideal for businesses that have a previous investment in VMware-ready servers and storage. vRecovery is simply the Unitrends backup, archiving and disaster recovery solution on a VMware-based platform rather than a physical appliance platform. As such, VMware features such as vMotion, thin provisioning, direct I/O and others are supported inherently by vRecovery.

A 1TB vRecovery entry-level model is available in which that terabyte is the amount of formatted physical storage (data only) available for backup. vRecovery provides the same byte-level Adaptive Deduplication™ that our physical, rack-based appliances offer. The storage capacity on vRecovery can be scaled in proportion to the compute and memory resources available for the virtual appliance. Also, multiple vRecovery virtual appliances work and can be scaled together (just as our physical appliances do). In fact, all of our appliances may work together at a single customer site using our web 2.0 single pane of glass federated monitoring and management tools.

The following is a representation of how Unitrends' Recovery- and vRecovery-series appliances work:



PLATFORM CHARACTERISTICS SUMMARY¹

● Standard ○ Optional ∅ Not Available

Unitrends' Family of Backup Appliances											
Major Features	172	212	312	612	712	713	813	822	823	833	vRecovery
No Limits™ Licensing	●	●	●	●	●	●	●	●	●	●	●
Protects 100+ Versions of Operating Systems and Applications	●	●	●	●	●	●	●	●	●	●	●
Continuous Data Protection	●	●	●	●	●	●	●	●	●	●	●
Point-in-Time Protection	●	●	●	●	●	●	●	●	●	●	●
Adaptive Deduplication™	●	●	●	●	●	●	●	●	●	●	●
Vault2Cloud™ Enabled	●	●	●	●	●	●	●	●	●	●	●
Private Vaulting Enabled	●	●	●	●	●	●	●	●	●	●	●
iseGrid Scalable	●	●	●	●	●	●	●	●	●	●	●
Instant Recovery (Windows)	∅	∅	∅	●	●	●	●	●	●	●	∅
Instant Recovery (VMware)	∅	∅	∅	●	●	●	●	●	●	●	●
May Serve as Private Vault	∅	●	●	●	●	●	●	●	●	●	●
May Cross Vault	∅	∅	●	●	●	●	●	●	●	●	●
Rapid Recovery Console	●	●	●	●	●	●	●	●	●	●	●
Hot/Cold Bare Metal	●	●	●	●	●	●	●	●	●	●	●
Dissimilar Bare Metal	●	●	●	●	●	●	●	●	●	●	●
AES-256 Bit Encryption	●	●	●	●	●	●	●	●	●	●	●
Capacities	172	212	312	612	712	713	813	822	823	833	vRecovery
Raw Storage (TB) ²	1	1	2	2	4	6	9	13	19	31	1 - unlimited
Maximum Backup (TB) ³	0.4	0.5	1	1.2	2.4	3.2	6	9	13	20	0.6 - unlimited
Vaulting Capacity (TB)	∅	0.4	0.9	0.9	1.9	2.7	4.5	6	9	14	0.5 - unlimited
Rotational Archiving	172	212	312	612	712	713	813	822	823	833	vRecovery
Recovery-Dock (USB 2.0)	○	∅	∅	∅	∅	∅	∅	∅	∅	∅	∅
Recovery-Dock (eSATA)	∅	○	○	○	○	○	○	○	○	○	∅
Recovery-Archive (eSATA)	∅	∅	∅	○	○	○	○	○	○	○	∅
To Tape (using optional LVD SCSI/SAS adapter)	∅	∅	∅	∅	∅	○	○	○	○	○	∅
To NAS	○	○	○	○	○	○	○	○	○	○	○
To SAN	○	○	○	○	○	○	○	○	○	○	○
Standard eSATA Ports	0	1	1	1	1	1	1	1	1	1	∅
Optional eSATA Ports	0	0	0	0	4	4	4	4	4	4	∅
Networking	172	212	312	612	712	713	813	822	823	833	vRecovery
Standard 1Gb Ethernet Ports	1	1	1	2	2	2	2	2	2	4	∅
Optional 4x1Gb Ethernet Ports	0	0	0	0	0	4	4	4	4	4	∅
Total Possible 1Gb Ethernet Ports	1	1	1	2	2	6	6	6	6	8	∅
2x10Gb Ethernet	∅	∅	∅	∅	∅	∅	∅	○	○	○	∅
1x8Gb Fibre Channel	∅	∅	∅	∅	∅	∅	∅	○	○	○	∅

¹ Please see our [Detailed Appliance Comparison Matrix](#) for additional appliance information.
² Additional virtual processors and memory will be required as storage is added to vRecovery virtual appliances.
³ Maximum backup is the best-case, maximum total backup size with the absolute minimum retention. It assumes a compression ratio of at least 2:1. Please use the [Unitrends Appliance Navigator](#) or the [Unitrends Virtual Appliance Navigator](#) for a more reliable value.



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PEPPM for Government Agencies

(Local and state government agencies, municipalities, related county/municipal authorities and other non-profit entities)

Although PEPPM has bid and awarded technology product lines on behalf of all Pennsylvania K-14 Local Educational Agencies (LEAs), it is also our intent to extend, where feasible, the bid protections and price discounts to local and state government agencies, municipalities, related county/municipal authorities and other non-profit entities.

Awarded Vendors for the product lines listed with a gold arrow (▶) have agreed to extend their PEPPM educational pricing to county government and local municipalities and related county/municipal authorities.

To view the list of participating product lines, please click on one of the Product Line links on the left of the page. Look for the gold arrow (▶) indicating they are available to county government and local municipalities and related county/municipal authorities for purchase at PEPPM bid pricing.

Local and state government agencies, municipalities, related county/municipal authorities and non-profit entities that wish to use the PEPPM Program for purchasing technology products may contact David Manney (dmanney@peppm.org) with questions or for bid documents to help determine if the PEPPM contracts meet your requirements.

All orders must be faxed to PEPPM using our toll-free number (800-636-3779) to take advantage of the educational discounted prices.

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The product lines listed below have been awarded by the Central Susquehanna Intermediate Unit on behalf of Pennsylvania K-12 public school districts, vocational-technical schools, intermediate units, state-approved private schools, public libraries, nonpublic schools, approved charter schools, community colleges and, with the vendor's approval and where permissible by statute or regulation, colleges, universities, county governments, local municipalities and related county/municipal authorities and other non-profit entities according to Pennsylvania bid statutes.

The PEPPM Awarded Vendor for each of the product lines listed below has agreed to extend their bid pricing to your state according to the terms and conditions outlined in the PEPPM bid request.

If your school/agency and state's bid statutes allow the use of other states' contracts for purchasing technology products, you are eligible to purchase through these PEPPM contracts. If you require additional information about the PEPPM bid in order to determine whether our bid terms and conditions and procedures meet your bid requirements, please contact David Manney (570-523-1155 x2174).

The only requirement for using the PEPPM contracts is that all orders must be placed by faxing your purchase order (made out to the Awarded Vendor or Authorized Reseller) and a quote (if provided) to the PEPPM 800-number (800-636-3779). There is no fee or additional charge for use of the PEPPM contracts. The price you see or is quoted to you is the price you pay.

By clicking on one of the product line links below, you will be taken to the product line information page. Clicking on the "Current Pricelist" link will display the products and prices that have been extended to your state. To return to THIS page and view other product lines extended to your state; please use the "Back" button in your browser.

Do not use the left navigation bar in the product line information page. Doing so could result in you displaying product line pages that have not been extended to your state. All Awarded Vendors did not agree to extend their contract to other states. **Always make sure the top of this page references your state.**

List of Available Product Line and Catalog Awards:

Awarded Catalog Categories: In an effort to provide buyer access to a broad spectrum of products that may be purchased over the course of a year from a single vendor, the PEPPM program has conducted and awarded a catalog bid. This bid includes technology products within specific categories typically sold through online and paper based catalogs.

PEPPM Catalog Category Awards

Audio-Visual Products

B&H Photo-Video-Pro Audio
Camcor, Inc.
Troxell Communications, Inc.

General Hardware and Software

B&H Photo-Video-Pro Audio
CXtec
SHI International Corporation

Refurbished Computer Systems and Parts

CDI Computer Dealers, Inc.
CXtec
Insight Systems Exchange
PartStock Computer
School Tech Supply

Remanufactured Laser Toner and Ink Cartridges

IPS Laser Express

Awarded Product Lines:

Product lines followed by a gold arrow (L) are available to government agencies. [More information](#)
 Product lines followed by a green arrow (L) are available to universities and higher education agencies. [More information](#)

[2BOT Physical Modeling Technologies, Inc.](#) ▶▶ [LifeSize Communications, Inc.](#) ▶▶
[A+ Mobile Solutions](#) ▶▶ [Lightspeed Systems](#) ▶▶
[ACE Computers](#) ▶▶ [Lightspeed Technologies, Inc.](#) ▶▶
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PEPPM Bid Process and Award Details

Awarding Institution:

Central Susquehanna Intermediate Unit
90 Lawton Lane
Milton, PA 17847

Dates of publication of notice inviting bids:

- I. PEPPM 2010 Catalog Bid: Sep. 24, 2009; Oct. 1, 2009; Oct. 8, 2009
- II. PEPPM 2011 Product Line Bid:
 - I. PA and CT - Sep. 23, 2010; Sep 30, 2010; Oct. 7, 2010
 - II. Other States - Sep. 27, 2010; Oct. 4, 2010
- III. PEPPM 2011 Catalog Bid: Mar. 14, 2011; Mar. 21, 2011; Mar. 28, 2011
- IV. PEPPM 2012 Product Line Bid:
 - I. PA and CT - Sep. 26, 2011; Oct. 3, 2011; Oct. 10, 2011
 - II. Other States - Sep. 26, 2011; Oct. 3, 2011
- V. PEPPM 2012 Supplemental Product Line Bid:
 - I. PA - Feb. 10, 2012; Feb. 14, 2012; Feb. 21, 2012; Feb. 28, 2012
 - II. Other States - Feb. 12, 2012; Feb. 13, 2012; Feb. 15, 2012; Feb. 16, 2012; Feb. 19, 2012; Feb. 20, 2012; Feb. 21, 2012; Feb. 22, 2012; Feb. 23, 2012; Feb. 27, 2012
- VI. PEPPM 2013 Product Line Bid:
 - I. PA - Sep. 10, 2012; Sep. 17, 2012; Sep. 24, 2012
 - II. Other States - Sep. 10, 2012; Sep. 12, 2012; Sep. 13, 2012; Sep. 17, 2012; Sep. 19, 2012; Sep. 20, 2012; Sep. 27, 2012

Newspaper of publication:

Daily Item, Sunbury, PA; The Patriot News, Harrisburg, PA; Pittsburgh Post-Gazette, Pittsburgh, PA; Hartford Courant, CT; Arizona Daily Sun, Flagstaff, AZ; Athens Banner-Herald, Athens, GA; Worcester Telegram & Gazette, Worcester, MA; Ann Arbor News, Ann Arbor, MI; The Times-Union, Albany, NY; The Times, Trenton, NJ; Albuquerque Journal, Albuquerque, NM; Portland Tribune, Portland, OR; Valley Breeze, Greenville, RI; Chattanooga Times, Chattanooga, TN

Date of award:

- I. PEPPM 2010 Catalog Bid: November 19, 2009
- II. PEPPM 2011 Product Line Bid: November 18, 2010, December 16, 2010
- III. PEPPM 2011 Catalog Bid: April 21, 2011
- IV. PEPPM 2012 Product Line Bid: November 17, 2011
- V. PEPPM 2012 Supplemental Product Line Bid: April 19, 2012
- VI. PEPPM 2013 Product Line Bid: November 14, 2012

Term of Contract:

- I. PEPPM 2010 Catalog Bid: January 1, 2010 - December 31, 2012, Extended through December 31, 2013
- II. PEPPM 2011 Product Line Bid: January 1, 2011 - December 31, 2013
- III. PEPPM 2011 Catalog Bid: April 21, 2011 - December 31, 2012, Extended through December 31, 2013
- IV. PEPPM 2012 Product Line Bid: January 1, 2012 - December 31, 2013
- V. PEPPM 2012 Supplemental Product Line Bid: April 19, 2012 - December 31, 2013
- VI. PEPPM 2013 Product Line Bid: January 1, 2013 - December 31, 2013

Agencies eligible to purchase through PEPPM:

All local education agencies (LEAs), which include school districts, career and technology centers, intermediate units, state-approved private schools providing approved special education programs, nonpublic schools, community colleges, public libraries and state-approved charter schools. Four-year colleges, universities, local and state government agencies, local municipalities and related county/municipal authorities and non-profit entities (with vendor approval and where permissible by statute or regulation) are also eligible PEPPM buyers.

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