



ITEM NUMBER:  
DATE:

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07/24/07

# **Atascadero City Council**

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## **Staff Report – City Manager’s Office**

### **Purchase of Network Servers and Related Technical Support**

*(Approval to purchase new network servers to replace the older existing server configuration.)*

#### **RECOMMENDATIONS:**

Council:

1. Authorize the City Manager to execute an agreement with Hewlett Packard for network servers for the amount of \$67,604.17; and,
2. Authorize the City Manager to execute an agreement with Pinnacle Technologies for Storage Area Network (SAN) software, replication and backup software and related installation services and support for the amount of \$49,052.00.

#### **DISCUSSION:**

As part of the 2007-09 budget, the City Council approved funds for the purchase of new network servers to replace the older existing server configuration. The new network servers will have greater processing power which will allow the organization to work more efficiently. Additionally, the new servers will come with ample storage to accommodate the City’s growing reliance on technology.

Staff is recommending purchasing servers that are configured to process information “virtually.” Virtual servers are now commonplace in the public and private sector and they allow for a much more efficient use of processing power and storage capacity because they allow for several servers to be installed on one physical server at the same time. Virtualized servers separate storage from processing and they are designed to allow staff to seamlessly accommodate data growth. The County and Cal Poly San Luis Obispo currently use virtualized servers and Paso Robles is considering use of the same.

In addition to effective storage management, the technology will allow for the rapid deployment of new virtual servers at no cost to the organization and it will also allow us to perform real-time replication of our network data to a remote site. If we have a failure at either one of our data centers (located at City Hall and the Police Department) as the result of an earthquake or other disaster, we will have an up-to-date copy immediately available to continue City operations. Currently if there was a major disaster, it would take two or three days to return the system to a minimally functional level and it would be several days before the network would be fully operational.

The new virtualized servers will be scalable, more powerful, and redundant. They will provide for safer and more efficient network operations. The purchase of the servers comes with installation assistance and training.

Prior to this purchase, staff visited with several vendors to determine the best products on the market for an organization our size. Additionally, staff met with the IT departments of the County of San Luis Obispo and Cal Poly San Luis Obispo. There are basically three major manufacturers in the marketplace that produce the types of servers the city is interested in: Hewlett Packard, IBM, and EMC. Of these three, IBM and EMC cater to much larger businesses. Hewlett Packard caters to smaller businesses similar in size to the City organization. Additionally, most all of the City's existing network servers and network switches are HP products. Based on their position in the marketplace, consistency with existing equipment, and on current experience with HP technicians, staff is recommending the purchase of network servers from Hewlett Packard for \$67,604.17. The City will be purchasing the servers off of the WSCA-2 state purchasing contract.

Once the hardware and the configurations were decided, in accordance with the purchasing rules, a staff committee was established to review and select vendors for software and installation services. Staff contacted three different companies, Pinnacle, GovPlace and MTM Technologies to determine qualifications, reputation, and level of service. Each company was interviewed and references were checked. Based on these interviews it was determined that Pinnacle Technologies provided the best service and training. Staff is recommending that software and installation services be purchased from Pinnacle Technologies for \$49,052.00.

## **FISCAL IMPACT:**

Funding has been budgeted in the Technology Replacement Fund for this purpose.