



2021 Division Road North
Kingsville, Ontario N9Y 2Y9
(519) 733-2305
www.kingsville.ca
kingsvilleworks@kingsville.ca

Date: September 18, 2020
To: Mayor and Council
Author: Tony Iacobelli, Manager of Information Technology
RE: Storage Area Network Replacements
Report No.: IT 2020-03

AIM

To award the contract for the replacement of the current storage area networks (SAN) and physical servers at Kingsville Town Hall and Kingsville Arena

BACKGROUND

In the 2020 IT Capital Budget, Council approved the replacement of current Storage Area Network (SAN).

As per Kingsville Procurement Policy, all tenders exceeding \$50,000 require Council approval.

DISCUSSION

A Request for Proposal (RFP) was advertised on Kingsville Bids and Tenders website July 17, 2020 and closed August 13, 2020 at noon.

The Town received nine responses to the RFP. Three of the responses offered two solutions, resulting in twelve potential solutions to review.

RFP indicated the Town would consider alternate solutions to the SAN replacement and consider possible replacement of current physical servers. Five of twelve solutions offered these options. All responses cover installation, data migration and support for five years.

Results of the top three choices (excluding HST) are as follows:

Contractor/Vendor Name	Bid Amount
Attache Group / Scale Computing	\$128,899
Applied Computer Solutions / Lenovo SAN	\$127,386
Alphakor / HPE MSA	\$127,257

Attache Group is able to satisfy requirements related to experience with similar projects. Initial purchase price variance was 1.0% between the three vendors. Over the five-year term, current operational costs will decrease with each solution. Attache decreases operational costs by \$27,500 over the five-year term. Applied Computer Solutions and Alphakor proposals decrease operational costs by \$17,500 over five-year term. Over the course of the term, Attache net cost will be approximately 8% lower.

Other features of Attache solution include less service disruption, reduced downtime during migration and elimination of future SAN replacement projects. The solution will leverage the recently completed private fiber connection between Town Hall, Kingsville Arena and Kingsville Fire Department.

LINK TO STRATEGIC PLAN

Effectively manage corporate resources and maximize performance in day-to-day operations.

FINANCIAL CONSIDERATIONS

The total cost of the project is expected to be within the 2020 budget allocation of \$153,000.

CONSULTATIONS

Kingsville IT Department

RECOMMENDATION

That Council direct Mayor and Clerk to execute an agreement with Attache Group for the replacement of the current storage area networks and servers at Town Hall and Kingsville Arena

Tony Iacobelli

Tony Iacobelli, MCSE, CCEA
Manager of Information Technology

Ryan McLeod

Ryan McLeod, CPA, CA
Director of Financial Services

John Norton

John Norton, B.A., M.A., LL.B
Chief Administrative Officer