The background of the slide is a close-up, slightly blurred image of the American flag, showing the stars and stripes in a dark, muted color palette.

# Napa Valley USD

Modern Data Center Solution Summary

# Executive Summary

What are we trying to accomplish?

1. Modernize Data Center
2. Operate a Simplified and Unified Platform
3. Future-Proof Environment – enable Cloud-ready infrastructure

# Infrastructure Objectives

1. **Implement a modern, scalable, and cloud-ready infrastructure**
2. **Streamline IT Operations to reduce manual tasks and on-going maintenance**
3. **Simplify the deployment process of new technology**
4. **Provide modern and simple HTML5 single-pane of glass management for the entire environment**
5. **Provide all-in-one licensing to eliminate the need for future software true-ups**

# VxRail Cluster

## VxRail P570F

6x VxRail P570F nodes (PowerEdge R740xd 2U rackmount servers)

### Per node config

Single Xeon SP 8268 (24c) 2.9GHz | 384GB RAM

1x 800GB SAS SSD cache + 4x 3.84TB SATA SSD capacity (16 free capacity slots)

4x 10Gb data ports + 1x 1Gb iDRAC management port



### Infrastructure Totals

Compute: 144c (417.6GHz) CPU, 2304GB RAM (2.25TB)

Storage: 104.7TB RAW / 51.5TB usable\* | >60K IOPS @ <2ms

\*Assumes no benefit from dedupe & compression, RAID5(3+1), VM Swap and vSAN overhead

Data Network: 12x 10Gb SFP+\* ports *plus optional* 12x 10Gb SFP+\* ports

\*No optical transceiver included

Management: 6x 1Gb RJ45 iDRAC ports

Includes two Dell TOR switches with SFP+ DAC

Includes ProDeploy Plus: onsite installation and configuration, post-install assistance, and training

Includes 5 years of ProSupport Mission Critical with 4 hour parts

# VxRail Solution and Pricing Overview

<b>Model</b>	<b>List Price</b>	<b>NASPO Price</b>	<b>Discounted Price</b>
VxRail Cluster	\$701,091.80	\$515,340.69	\$375,000

# Data Protection Objectives

- 1. Implement a true backup and recovery environment that will allow for future expansion**
- 2. Streamline the backup environment to reduce product variations**
- 3. Converged Data Protection Appliance allowing for a single pane of glass around backups, restores, reporting, and backup search functionality.**
- 4. Provide advanced options related to restore, whether instant access for test/dev use case, or file-level recovery via advanced search capability**
- 5. Provide modern and simple HTML5 single-pane of glass management for the entire backup environment**

# iDPA – DP4400

## DP4400 (Local and Remote)

1x IDPA DP4400 node (1U rackmount)

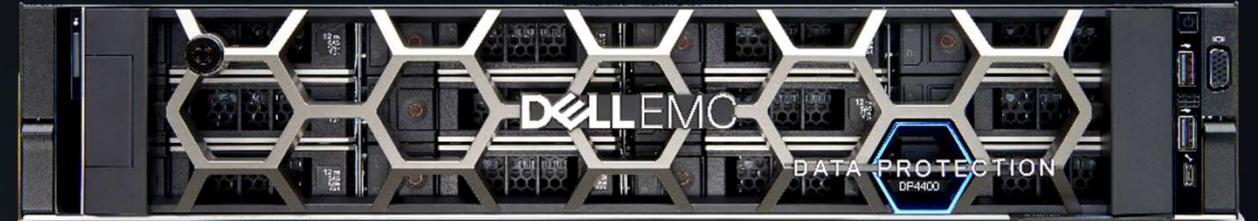
### Config

Capacity - 60TB

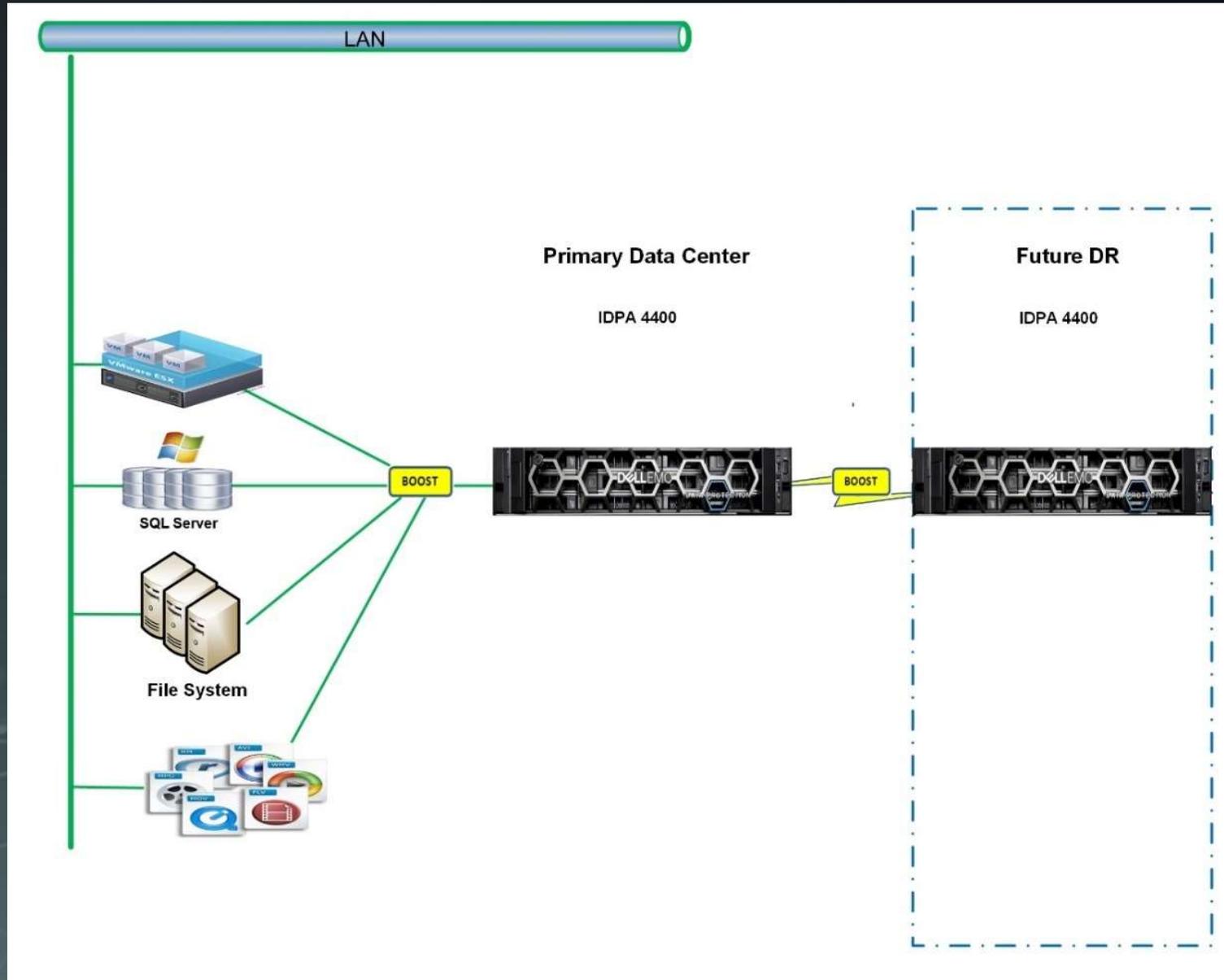
Network Connectivity – 8 x 10G SFP (Optical)

Includes ProDeploy Plus: onsite installation and configuration, post-install assistance, and training

Includes 5 years of ProSupport Mission Critical with 4 hour parts



# PROPOSED SOLUTION ARCHITECTURE



- ✓ Variable Length Source-Side Deduplication
- ✓ DBEA for SQL backups
- ✓ Purpose Build Backup Appliance for Storage of Last Resort
- ✓ Best of Breed Software/Hardware all-in-one
- ✓ All in One OS Upgrades with DPC, DPA, DP Search prebuilt in.
- ✓ Cloud Enablement Option for Future Proofing
- ✓ Future DR site compatible.

# iDPA Solution and Pricing Overview

Model	List Price	NASPO Price	Discounted Price
DP4400 – Site 1	\$358,880.00	\$297,870.40	\$210,000
DP4400 – Site 2	\$358,880.00	\$297,870.40	\$185,500
DP4400 – Total	\$747,760.00	\$595,740.80	<b>\$395,500</b>

# Dell EMC Professional Services

## Deployment and implementation of VxRail

### Dell EMC ProDeploy Plus for VxRail includes

- Onsite physical deployment
- Complete logical configuration
- Knowledge transfer session
- Remote project manager and solution architect
- 30-days of post-deployment configuration assistance
- Training credits for VxRail Appliance Administration and Management training

### Additional VxRail services available

- vSAN encryption design and implementation (CloudLink or HyTrust)
- RecoverPoint for VMs design and implementation
- Data Protection Suite design and implementation

# Kovarus Resident Services

- vSphere Upgrade:
  - Upgrade Planning Workshop
  - Upgrade existing vCenter and 7 ESXi Hosts
  - Upgrade of 56 VMs
  - Upgrade to a minimum of 6.0 Update 3 Or Higher
- 160 Hours of a Virtualization Consultant to work toward:
  - Migration of up to 56 VM's from the old vSphere environment to the new VXrail
  - P2V of up to 28 physical servers
  - Assist the customer with the upgrade, writing, and/or downloading of runbooks for IT Administration
  - Provide ongoing knowledge transfer on the VXrail, and vSphere 6.7
  - Process Documentation

Item	List Price	NASPO Price	Discount Price
Resident Services	\$78,000.00	\$76,440.00	\$72,000.00

# Training

## Full Customer Training Subscription, valid 1 year

Each person assigned one of Dell EMC's Full Training Subscriptions gets the following benefits:

- Use a balance of \$27,000 towards attending Classroom or Online Instructor-Led Training courses from Dell EMC or VMware for 1 year
  - Enough credit to attend at least 5 Instructor-Led Training courses
- Balance can also be used towards accessing Video recordings of Instructor-Led Training courses
- Access to all of Dell EMC's self-study online “eLearning” training course modules for 1 year

Item	List Price	NASPO Price	Discounted Price
Advanced Training for 2	\$25,000	\$24,500	\$22,500

# Complete Solution

Model	List Price	NASPO Price	Discounted Price
VxRail	\$701,091.80	\$515,340.69	\$375,000.00
iDPA – Both Sites	\$747,760.00	\$595,740.80	\$395,500.00
Training	\$25,000.00	\$24,500.00	\$22,500.00
Resident	\$78,000.00	\$76,440.00	\$72,000.00
<b>Total 5 Year Investment</b>	<b>\$1,526,851.80</b>	<b>\$1,212,021.49</b>	<b>\$865,000.00</b>
Year 6 Support	\$151,557.60		

**DELL**  
Technologies

+

 **KOVARUS**  
*Integrated IT Expertise*

