

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

Model	List Price	NASPO Price	Discounted Price
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

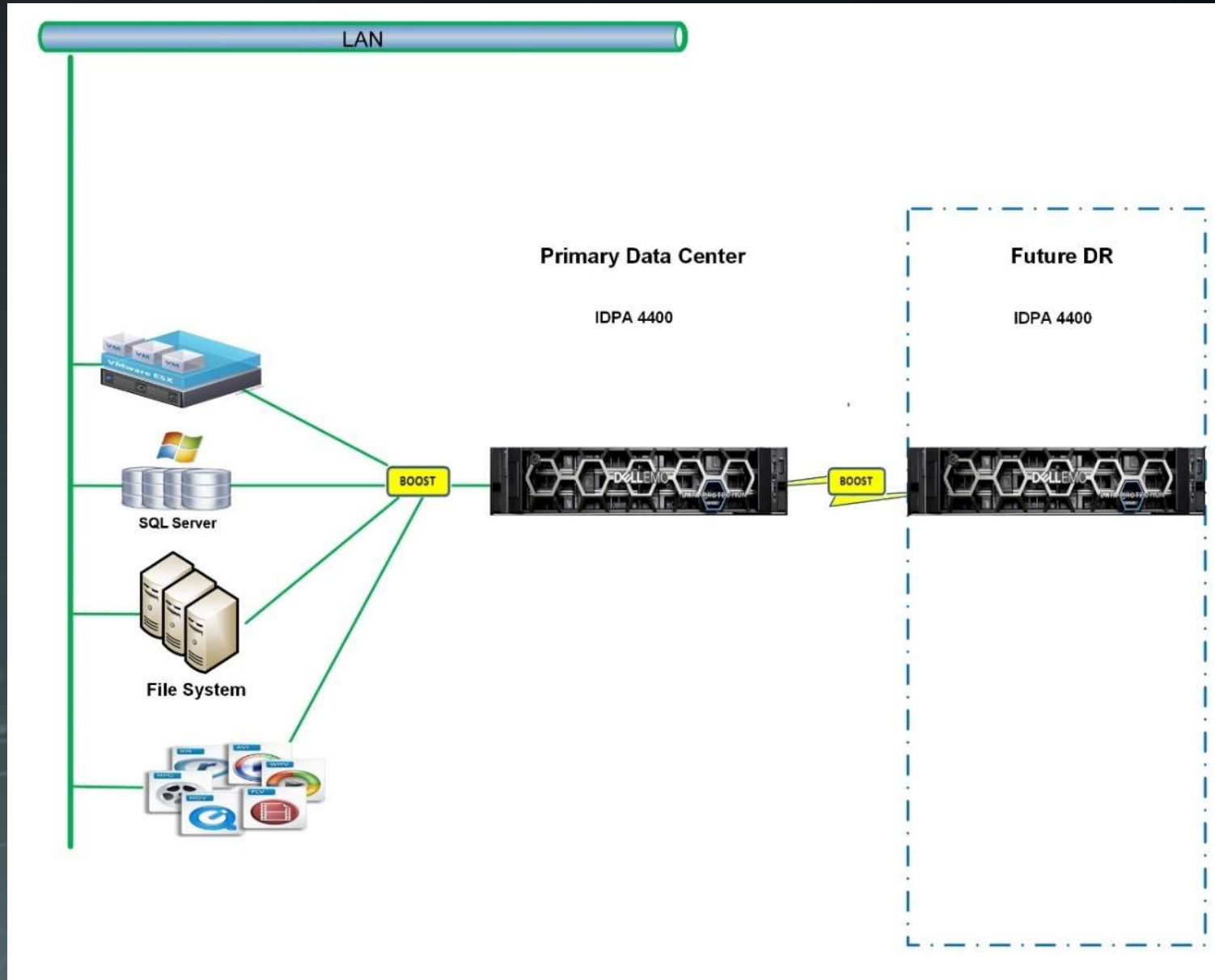
Network Connectivity – 8 x 10G SFP (Optical)

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
- ✓ DDBEA 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	\$395,500

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 can 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
Total 5 Year Investment	\$1,526,851.80	\$1,212,021.49	\$865,000.00
Year 6 Support	\$151,557.60		

DELL
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