



Notice of Intent to Award a Sole-Source Procurement

Date: August 14, 2018

NTSS: 018-18

Due Date for Comments: August 22, 2018

E-mail Address: jenglish@hollywoodfl.org

Fax Number: 954-921-3086

THIS IS NOT A COMPETITIVE BID

The proposed contract action is for product or services for which the City of Hollywood intends to negotiate and award with only one source under the authority of the City of Hollywood City Code Section 38.40 (C) (3) Sole-source supplies and services. Any responses received as a result of this Notice of Intent shall be considered solely for the purpose of determining whether to conduct a competitive procurement in the future. Responses will not be considered as proposals, bids, or quotes.

The Procurement Services Division has received a request to make the following sole-source procurement:

Requesting Department/Office: I.T./Systems & Programming

Product and/or services to be purchased: Starwind hyper-converged virtualized data center environment

Anticipated Cost: \$213,092.00

Sole Source Justification: The star winds virtualization solution provides a "one stop virtualization shop." All aspects of a hyper-converged datacenter is provided from this one vendor, including products and support for backups, network, hypervisor, and storage. It allows for hybrid nodes with mechanical and solid state drives, while enabling deduplication and compression, as well as encryption for security, as opposed to other vendors which require an all flash node, and simplifies the management and support of the systems with one phone call for items purchased, and one pane of glass for management. It also combines best of breed technology with VMware, Mellanox, Dell, and Veeam products integrated and certified to work together.

Action To Be Taken:

No action is required if you agree this proposed purchase is a valid sole-source. If you do not agree that this proposed purchase is a sole-source, you may respond by submitting in writing their name, address, point of contact, telephone number, email, and a statement regarding capability to provide the specified procurement. Interested firms will be considered only if they respond with clear and convincing documentation that they are capable of meeting or exceeding the requirements stated herein. All responses received within five (5) business days after the date of publication of this synopsis will be reviewed by the City.

All responses must be in writing and returned to ATTN: Janice English, by Email or Facsimile number 954-921-3086 prior to the "Due Date for Comments." Please do not submit a bid for this public posting.

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[Home](#) [Search](#) [Source](#) [Tools](#)
[Schedule](#) [Task](#) [Note](#)
[Vendor view of bid](#)[Chat](#) | [Description](#) | [Attachments](#)**Bid #NTSS-018-18 - Starwind Hyper-Converged Virtualized Data Center Environment NOTICE TO SOLE SOURCE**

Time Left	Bid has ended.		
Time Started	Aug 14, 2018 11:19:03 AM EDT	Notifications	Report (Bidder Activity)
Time Ended	Aug 22, 2018 6:00:00 PM EDT	# of suppliers that viewed	39 (View)
Agency Information	City of Hollywood, Florida, FL (view agency's bids)	Q & A	View Questions & Answers

Q&A Deadline: Aug 22, 2018 3:00:00 PM EDT

Bid Classifications [Classification Codes](#)

Bid Regions [Regions](#)

Bid Contact [see contact information](#)

View Rules Click here to [change](#) the rules for this bid.

Best and Final Offer: [Create](#)

Approval

View Approval Flow [View Approval Flow](#)

Approval Status Approved

Description

Bid Number NTSS-018-18

Title Starwind Hyper-Converged Virtualized Data Center Environment

Budgeted Amount \$213,092.00 [\(change\)](#)

Estimated Amount \$213,092.00

Estimated Amount \$213,092.00 (This price is estimated - not guaranteed)

Description The star winds virtualization solution provides a "one stop virtualization shop." All aspects of a hyper-converged datacenter is provided from this one vendor, including products and support for backups, network, hypervisor, and storage. It allows for hybrid nodes with mechanical and solid state drives, while enabling de-duplication and compression, as well as encryption for security, as opposed to other vendors which require an all flash node, and simplifies the management and support of the systems with one phone call for items purchased, and one pane of glass for management. It also combines best of breed technology with VMware, Mellanox, Dell, and Veeam products integrated and certified to work together.

The proposed contract action is for product or services for which the City of Hollywood intends to negotiate and award with only one source under the authority of the City of Hollywood City Code Section 38.40 (C) (3) Sole-source supplies and services. Any responses received as a result of this Notice of Intent shall be considered solely for the purpose of determining whether to conduct a competitive procurement in the future. Responses will not be considered as proposals, bids, or quotes.

Documents[Select All](#) | [Select None](#) | [Download Selected](#)
☐ 1. [NTSS-018-18 Starwinds Software.pdf](#) [\(download\)](#)

= Included in Bid Packet = Excluded from Bid Packet

Contractor Advertisements[View All Ads](#)

There are no advertisements on this solicitation.

NOT AWARDED REASON

City of Hollywood did not receive any responses to the NTSS and will proceed with award to StarWind Software, Inc.



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Bid #NTSS-018-18 - Starwind Hyper-Converged Virtualized Data Center Environment

Creation Date **Aug 14, 2018** End Date **Aug 22, 2018 6:00:00 PM EDT**
Start Date **Aug 14, 2018 11:19:03 AM EDT** Awarded Date **Not Yet Awarded**

NTSS-018-18-01-01 Starwind Hyper-Converged Virtualized Data Center Environment					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
			No Bids		
Agency Product Code:		Supplier Notes:			
Agency Notes:					

Close

****All bids/proposals submitted for the designated project are reflected on this tabulation sheet. However, the listing of the bid/proposal on this tabulation sheet shall not be construed as a comment on the responsiveness of such bid/proposal or as any indication that the agency accepts such bid/proposal as being responsive. The agency will make a determination as to the responsiveness of the vendor responses submitted based upon compliance with all applicable laws, purchasing guidelines and project documents, including but not limited to the project specifications and contract documents. The agency will notify the successful vendor upon award of the contract and, as according to the law, all bid/proposal responses received may be available for inspection at that time.**

Questions? Contact a BidSync representative: 800-990-9339 or email: support@bidsync.com

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CITY OF HOLLYWOOD, FLORIDA

PROCUREMENT SERVICES DIVISION

Sole Source Justification Form (Use for Purchases(s) in excess of \$5,000)

Per City of Hollywood Ordinance § 38.40 (C) (3) 'sole source' purchases are exempt from the competitive bid and competitive proposal requirements. *Sole-source supplies and services, such as unique, patented, or franchised supplies or services, are exempt if the Director of Procurement Services determines, after a good faith review of available sources, that a particular supply or service is available from only one source.*

Date 8/1/2018

Department/Office Information Technology

Division/Area 1345

Contract Administrator Raheem Seecharan

Title Director

Phone 9549213479

Email rseecharan@hollywoodfl.org

1. Requested Vendor Starwind Software Inc.

Vendor Number 37298

Address 35 Village Road, Suite 100, Middleton, MA 01949

Contact Person Alan Burack

Title Accounting

Phone 449-733-0082

Email alan.burack@starwind.com

2. Product/Service being requested (be specific). Starwind hyperconverged virtualized data center environment

3. Detailed description of the product/service function and purpose. This would be 3 VMware nodes and a data note creating a virtual server platform to house existing 60 servers and additionally be able to migrate current physical servers. It provides more capacity, CPU, and Memory to be able to handle this additional load, as well as back up this data. It will also provide a more secure and encrypted environment for data at rest.

4. Please explain in detail why this vendor is the sole source supplier for the required product/service. Be sure to explain the necessary features this vendor provides which are not available from any other vendor. The Starwind product we are purchasing (HCA XL-H 35.2 CUsom) is a sole source product that is manufactured and distributed and sold exclusively by Starwind, Inc. No other agent or dealer besides Starwind, Inc. can manufacture, distribute or represent this product. It has been customized based upon the City of Hollywood's individual needs and no other replica exists. The proposed datacenter solution, including backup

Procurement Service Division use only

Requisition # R 260244 Purchase Order # P 237771 Blanket Purchase Order # BPO _____
(As Applicable) (As Applicable) (As Applicable)

(Revised 9/2015)

NTSS-018-18

and virtual server platform aims to resolve capacity and security challenges. Our current backup systems are not encrypted and susceptible to cryptoware and ransomware. The proposed system allows for end to end AES

5. Please explain in detail what process the Department/Office took to verify that there are no other vendors or products/services available to perform the required function.

We also reviewed other competitors such Dell and Datrium but their product and pricing did not meet our needs.

6. Please submit supporting documentation from the vendor or other sources certifying that this vendor is a sole source for the required product/service being requested. For example, the vendor holds the distribution rights, productions rights, copyrights, trademark and/or patent:

☐ Vendor holds the exclusive rights for the product/service.

☒ Vendor is the sole provider of the product/service that has unique characteristics essential to the needs which no other product is capable.

☐ Product is replacing existing product and necessary to maintain warranty or service contract.

☐ Product is replacing existing product and is not interchangeable with any other product.

7. Total cost of the requested product/service? \$213,57.1345.00000.590.006441092

8. Total estimated annual (fiscal year) cost of requested product/service? _____

Account Number(s) 57.1345.00000.590.006441 _____

9. Is this product/service covered by a warranty? ☒ Yes ☐ No

If yes, please attach a copy of the warranty details.

10. Would this purchase(s) result in the potential of future purchases for related products/services being restricted to a particular vendor or create a specific vendor as sole source provider for related items?

☒ Yes ☐ No

If yes, please describe the related products/services and estimated cost(s.)

Additional nodes for expansion of memory, cpu, or harddrives, as warranted by City Growth

11. Would this purchase(s) result in any future maintenance costs which are not included in the initial purchase?

☒ Yes ☐ No

If yes, please attach a draft maintenance plan which includes cost estimates and funding source(s.)

This would be 8% of purchase cost in year 4 and onwards from contractual services

57.1345.00000.590.004633

12. Is this a grant related purchase? ☐ Yes ☒ No

If yes, please provide details (timeline, expiration dates, milestones, special procurement requirements, etc.) _____

Will this require matching funds? ☐ Yes ☐ No

Procurement Service Division use only

Requisition # R 260244 Purchase Order # P 237771 Blanket Purchase Order # BPO _____
(As Applicable) (As Applicable) (As Applicable)

(Revised 9/2015)

What is the grant source? _____

What is the grant (dollar) amount? 7-26-18

13. Please complete an advanced search of the vendor recommended for award on the Federal Government's Systems for Award Management at www.sam.gov.

Date of Advanced Search _____

Company Name(s) Searched
Starwind, Inc

Search Results
No exclusions

REQUESTING DEPARTMENT RECOMMENDATION

WARNING: Per Florida Statutes 838.22(2) – “It is unlawful for a public servant, with corrupt intent to obtain a benefit for any person or to cause unlawful harm to another, to circumvent a competitive bidding process required by law or rule by using a sole-source contract for commodities or services.

I recommend that the competitive quoting/bidding process be waived and that the goods/services be purchased as a sole source.

Contract Administrator Signature

Date

Supervisor's Signature

Date

Raheem Seach

8/7/18

Director's Signature (required over \$15,000)

Date

APPROVAL (Procurement Service Division Use Only)

Verified By:	<u>JE</u>	Date	<u>8/14/18</u>
Approved By:	<u>Cal to 3m</u>	Date	<u>8/29/2018</u>

Procurement Service Division use only

Requisition # R 260244
(As Applicable)

Purchase Order # P 237771
(As Applicable)

Blanket Purchase Order # BPO _____
(As Applicable)

(Revised 9/2015)

Raheem Seach



City of Hollywood, Florida

INTER-OFFICE MEMORANDUM

Date: July 26, 2018

File No.: NCS-

To: Paul Bassar, Contract Compliance Officer

From:

John Moss, Network Engineer

Via: Raheem Seecharan, Director Information Technology

Subject: Starwind Inc. VMware System Purchase

ISSUE:

Replace the current virtualized data center and backup environment with a more secure and resilient one that has more storage capacity, CPU power, and more memory for the future growth of the City's virtual server farm.

EXPLANATION:

The proposed datacenter solution, including backup and virtual server platform aims to resolve capacity and security challenges. Our current backup systems are not encrypted and susceptible to cryptoware and ransomware. The proposed system allows for end to end AES 256 bit encryption allowing for backups in flight, and at rest. The City's "virtual server platform" currently houses 60 virtual servers and has insufficient capacity to fully virtualize the existing City's systems. It is also stored on a single storage array, which is a single point of failure. The City currently has approximately 65 terabytes of data, however the existing virtualized environment only has 30 terabytes in capacity. We plan on virtualizing the majority of the server infrastructure as a best practice, the proposed system allows for this and also plans for growth for additional servers the City needs in the upcoming years. The price for this new system is \$213,092.00. This solution will provide 88 terabytes of storage and an additional 100 terabytes of data protection for backup, additionally, as it is Hyperconverged, it will allow for incremental increase in storage, as opposed to requiring a fully replacement of the existing single point of failure storage array.

RECOMMENDATION:

Requesting to purchase this from Starwind Inc. Funds are available in account 57.1345.00000.590.006441



Prepared for	City of Hollywood				
Issue date/Valid to	8/29/2018		9/28/2018		

Line Item Description	Product	QTY	Subtotal	Discount	Extended
<u>Specifications</u>	StarWind H-CA XL-H Custom w/ 3yrs Support&Warranty	3	\$81,927.00	30%	\$172,046.70
	StarWind BA XL-V Custom w/ 3yrs Support&Warranty	1	\$23,960.00	30%	\$16,772.00
	Mellanox Spectrum SN2010 - SN2 000 Series - switch - L3 - man aged - 18 x 25 Gigabit SFP28 + 4 x 100 Gigabit QSFP28 - rack	2	\$8,197.20	0%	\$16,394.40

<u>Additional Software</u>	Veeam Essentials Standard w/ 3 yrs Support	3	\$1,273.00	0%	\$3,819.00
	Veeam Agent MS WIN SVR LIC w/ 3yrs Support	10	\$345.99	0%	\$3,459.90

<u>Services Description</u>	Standard StarWind HCA Pre-sale services plan (included in appliance price)	HRS	Subtotal(per hour)	Discount	Extended
	Sizing and provisioning; RAID, firmware, drivers, hypervisor, and networking preconfiguration according to StarWind Hardware Compatibility List; Domain Controller Deployment; vCenter preconfiguration (for Vmware environments); Veeam Backup & Replication preconfiguration; Snine preconfiguration; Stress testing; Performance testing; Network testing/tuning; Data Migration Services; StarWind Appliance Management Training	48 *	\$62,919.94	100%	\$0.00

*May vary depending on infrastructure

Project Totals			
	List price	Discount	Sales Price
Hardware	\$286,135.40	20%	\$205,213.10
Software and Peripherals	\$7,278.90	0%	\$7,278.90
Services	\$62,919.94	100%	\$0.00
Shipping			\$600.00
Grand Total			\$ 213,092.00

Individual server details	Quantity	Product Description
Chassis	1	2U Chassis with up to 12 x 3.5" HDD, 4 x 3.5" HDDs on MP and 4 x 2.5" HDDs on Flexbay for 2CPU Configuration
CPU	2	Intel Xeon Gold 6144 3.5G,8C/16T,10.4GT/s ,24M Cache,Turbo,HT (150W) DDR4-2666
RAM	16	64GB LRDIMM, 2666MT/s, Quad Rank
HDD Raw Capacity	-	96 TBs
SSD Raw Capacity	-	12.8 TBs
Networking	1	Intel X520 DP 10Gb DA/SFP+, + I350 DP 1Gb Ethernet, Network Daughter Card
Additional Networking	-	2x Mellanox ConnectX-4 Lx Dual Port 25GbE SFP28 Network Adapter
Support plan	-	NBD-on site 3 years

*May vary depending on infrastructure

Individual server details	Quantity	Product Description
Chassis	1	2U Chassis with up to 12 x 3.5" HDDs on BP, 4 x 3.5" HDDs on MP and 2 x 3.5" HDDs Flexbay, 1 and 2CPU Configuration
CPU	1	Intel Xeon Silver 4110 2.1G, 8C/16T, 9.6GT/s , 11M Cache, Turbo, HT (85W) DDR4-2400
RAM	2	16GB RDIMM, 2666MT/s, Dual Rank
HDD Raw Capacity	-	120 TBs
SSD Raw Capacity	-	0 TBs
Networking	1	Intel X520 DP 10Gb DA/SFP+, + I350 DP 1Gb Ethernet, Network Daughter Card
Additional Networking	-	-
Support plan	-	NBD-on site 3 years

*May vary depending on infrastructure

Service	Service Description	Deliverables
Sizing and Provisioning	Architecting the environment according to existing storage and performance requirement, as well as growth tendencies	Quotation with specification sheet
RAID, Firmware, Drivers, Hypervisor and networking preconfiguration according to StarWind Hardware Compatibility List	RAID configuration using settings optimal for the customer's requirements, driver and firmware updates. StarWind and OS configuration with optimal updates, registry updates as well as StarWind devices creation according to the customer needs and optimal settings specification.	iDRAC report of the performed configurations
Domain Controller Deployment	DC configuration and tailoring the settings to customer's needs.	Configuration checklist
vCenter preconfiguration (for vSphere environments)	vCenter configuration and tailoring the settings to the customer's requirements.	Configuration checklist
Veeam Backup & Replication preconfiguration (if applicable)	Veeam Backup & Replication backup job configuration assistance.	Configuration checklist
Snine preconfiguration(if applicable)	Snine installation and preconfiguration.	Configuration checklist
Performance testing	Performance testing using benchmarking scripts that cover all production R/W patterns.	StarWind device performance report for each HCA node and StarWind Testing Certificate

*May vary depending on infrastructure