



500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM

Date: July 1, 2021



To: Mark F. Miller, City Manager

From: Robert J. Bruner, Assistant City Manager
Rob Maleszyk, Chief Financial Officer
Lisa Burnham, Controller
Emily Frontera, Purchasing Manager
Gert Paraskevin, Information Technology

Subject: Standard Purchasing Resolution 4: Sourcewell Cooperative Purchasing Contract – Upgrade of Disk Based Backup System

History

The City utilizes a disk-based backup device manufactured by ExaGrid initially purchased in October 2011. In March of 2013, an identical unit was purchased in conjunction with the upgrade and implementation of Microsoft Exchange 2013. At that time, we had anticipated an increase in disk storage usage and therefore an increase in backup capacity requirements. We were already nearing capacity and the increase did in fact happen but at a rate much higher than initially expected. As a result, we again upgraded to a larger capacity device in September 2015.

Now 6 years later it is time to upgrade again for several reasons:

1. We implemented a new backup system called Veeam towards the end of 2019, which is much more efficient than our old system as it is designed to work in a virtual server environment. It is also more conducive to email restores and searches which were very difficult and took many hours on the old back up software.

Unfortunately, Veeam does not compress as well as the old software HP DataProtector. This has increased the amount of space required for backups in general.

2. Since the start of the pandemic as more people are working from home and continue to, we are experiencing an increase in the amount of data we need to backup. Things that were previously done on paper are now being scanned and shared on network drives more than ever before. This has also increased our need for backup storage.
3. A new device with additional storage offers the ability to take advantage of newer technology most notably the ability to have delayed deletes and immutable deduplication objects. In other words, a version of the backup that cannot be modified. This ensures if a ransomware attack occurs, data can be easily recovered. Hackers are now looking for backups and trying to destroy them so data cannot be recovered after they encrypt it. Use of immutable backups will be



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History (continued)

another step to help protect our data assets. Additionally, this device offers faster backup speeds. Currently full backups take about a day and a half.

We currently consume 47.5TB of retention space out of a total 64TB available. Exagrid offers a model EX63000E-SEC that is encrypted with 126TB of total space of which we would utilize about 30TB for landing space and 96TB for retention space. Effectively doubling our capacity, but also providing enough space to implement immutable delayed delete backups enhancing our security posture.

We have been very happy with the ExaGrid product line and the support they have provided.

Purchasing

The City is proposing to purchase an Exagrid EX63000E-SEC for \$55,500 and annual maintenance and support for \$7,550 per year from *CDW-G of Chicago, IL* as per the attached quote and as per the Sourcwell Cooperative Contract #081419-CDW. City Council authorized participation in Cooperative Purchasing Programs on November 9, 2020 (Resolution #2020-11-165-J-8).

Financial

Funds are budgeted and available in the Information Technology Capital Fund under Project Number 2022C0076 for the 2022 fiscal year. Expenditures will be charged to account number 636.228.7980.020. Future maintenance payments will be funded by the Information Technology operating budget.

Recommendation

City Management requests authorization to purchase an ExaGrid EX63000SEC encrypted disk backup system for \$55,500 and one year of maintenance for \$7,550 from *CDW-G of Chicago, IL* as per the Sourcwell Cooperative Contract #081419-CDW for an estimated total cost of \$63,050. Maintenance will continue to be approximately \$7,550 per year after the initial year.

QUOTE CONFIRMATION



DEAR GERTRUDE PARASKEVIN,

Thank you for considering CDW•G LLC for your computing needs. The details of your quote are below.
[Click here](#) to convert your quote to an order.

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
MFCL426	6/14/2021	EXAGRID 6/14	3194628	\$63,050.00

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
ExaGrid EX63000E-SEC - NAS server - 144 TB Mfg. Part#: EX63000E-SEC UNSPSC: 43201835 Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	1	5017769	\$55,500.00	\$55,500.00
ExaGrid Standard Customer Support and Maintenance - extended service agreem Mfg. Part#: EX63000ESEC-1-YRMS-S UNSPSC: 81112301 Electronic distribution - NO MEDIA Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	1	5017778	\$7,550.00	\$7,550.00
Exagrid 10 Gigabit Ethernet RJ45 2 Port Add On Mfg. Part#: EX2-10B-2PA Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	1	3285707	\$0.00	\$0.00
ExaGrid Standard Customer Support and Maintenance - extended service agreem Mfg. Part#: EX210B2PA1YRMSS UNSPSC: 81112301 Electronic distribution - NO MEDIA Contract: Sourcewell 081419-CDW Tech Catalog (081419#CDW)	1	4896584	\$0.00	\$0.00

PURCHASER BILLING INFO		SUBTOTAL	\$63,050.00
Billing Address: CITY OF TROY ACCTS PAYABLE 500 W BIG BEAVER RD TROY, MI 48084-5285 Phone: (248) 524-3300 Payment Terms: Net 30 Days-Govt State/Local		SHIPPING	\$0.00
		SALES TAX	\$0.00
		GRAND TOTAL	\$63,050.00
		Please remit payments to: CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515	
DELIVER TO			
Shipping Address: CITY OF TROY GERTRUDE PARASKEVIN 500 W BIG BEAVER RD TROY, MI 48084-5285 Phone: (248) 524-3300 Shipping Method: DROP SHIP-GROUND			