

**ITC73 Category 2 Storage - RFR Section 5.5.2, Configuration Pricing**

**Bidder Name: NetApp, Inc.**

Review RFR requirements under 5.5.2 and subsections. Provide a detailed listing of all hardware and software components needed to fulfill the requirements of this Section.

Description of Hardware/Software	SKU/OEM Part Number	Index Price	If requirements are exceeded, specify:
<b>FAS2720 HA Storage System (Hardware)</b>			
FAS2720 HA System,CNA	FAS2720A-005	\$7,825.00	<p>To meet and exceed the requirements requested for the sample configuration, NetApp has configured two (2) identical high availability (HA) systems based upon the NetApp FAS2720. One system will be the primary system for production and the secondary system will support backup and disaster recovery activities. Each system is configured with 24 drives (SSD and NL-SAS) with a total of 42.76TB of usable capacity before leveraging storage efficiencies such as deduplication, compression, compaction, snapshots, FlexClone and other native NetApp technologies. Each system will deliver throughput of 3,589 IOPS.</p> <p>Each FAS2720 HA system can nondisruptively scale up to support a maximum of 144 drives, which is approximately 384TB if configured with similarly sized drives. Optimally configured, each FAS2720 HA system can support 2,304TB(2.3PB) of raw capacity.The FAS2720 can scale out to support a maximum of 24 nodes (12 HA pairs) in the cluster.</p> <p>As noted, each system is a high availability, RAID DP (RAID 6) configuration that has no single point of failure that can deliver greater than 99.999% availability. Each system contains dual controllers (active-active), and each controller has multiple independent paths to all disks. The active-active controller configuration means that if one controller fails, its partner assumes its identity and workload. Additionally, each controller and disk shelf has dual, hot-swappable power and cooling. Controllers (after cluster takeover), disk, power supplies, and fans can be nondisruptively swapped.</p> <p>NetApp Product Category D Qty=4 (as configured)</p>
Power Cable,In-Cabinet,C13-C14,-C	X800-42U-R6-C	\$0.00	NetApp Product Category C Qty=8 (as configured)
Cable,12Gb,Mini SAS HD,2m,-C	X66032A-N-C	\$0.00	NetApp Product Category D Qty=8 (as configured)
Cable,Direct Attach CU SFP+ 10G,0.5M,-C	X6566B-05-N-C	\$0.00	NetApp Product Category D Qty=4 (as configured)
Cable,LC-LC,OM4,5m,-C	X66250-5-N-C	\$0.00	NetApp Product Category D Qty=16 (as configured)
SFP+Optical 10Gb Shortwave,-C	X6589-N-C	\$0.00	NetApp Product Category D Qty=16 (as configured)

Documents,FAS2720,-C	DOC-2720-C	\$0.00	NetApp Product Category D Qty=2 (as configured)
Rail Kit,Thin,Rnd/Sq-Hole,4-Post,Adj,24-32,-C	X-02657-00-N-C	\$0.00	NetApp Product Category D Qty=4 (as configured)
Cable,LC-LC,OM4,2m,-C	X66250-2-N-C	\$0.00	NetApp Product Category D Qty=16 (as configured)
Data at Rest Encryption Capable Operating Sys	DATA-AT-REST-ENCRYPTION	\$0.00	NetApp Product Category N Qty=4 (as configured)
FAS2720,4x960GB SSD,8x4TB,Mixed,-C	FAS2720-107-C	\$13,370.00	The configuration as proposed meets the requested performance metrics and this line item represents four (4) 960GB SSDs and eight (8) 4TB NL-SAS that are internal drives in the FAS2720. An additional twelve (12) 4TB NL-SAS drives are included in a separate disk shelf (line item 22). Each system will support a throughput of 3,589 IOPS and 42.76TB of usable capacity.  NetApp Product Category D
Disk Shelf,12G,12x4TB,7.2K,-SK	DS212C-07-4.0-12B-SK	\$8,460.00	This is a 1/2 filled disk shelf for each system that helps to achieve the 42.76TB of usable capacity. An additional twelve (12) pack of NL-SAS drives can be purchased and nondisruptively added to each shelf to quickly increase capacity.  NetApp Product Category D Qty=2 (as configured)
<b>FAS2720 HA Storage System (Software)</b>			
SW,Core Bundle,Per-0.1TB,SSD,F01,-C	SW-CORE-BNDLE-SSD-F01-C	\$243.00	The Core software bundle is included as a default on all ONTAP based systems that includes the ONTAP operating system, supported protocols, and value added SnapRestore and FlexClone.  The FAS system is a unified storage system that supports multiple protocols simultaneously without the need for o additional gateways. Included protocols: CIFS/SMB, NFS, iSCSI, FCP, ONTAP S3  SnapRestore data recovery software allows you to restore snapshot copies at any level of ganularity-single files, directories, or entire volumes- in seconds, regardless of the file or volume size.  NetApp FlexClone technology allows you to instantly replicate data files, LUNs, and volumes as transparent, virtual copies without requiring additional storage at the time of creation. FlexClone can create multiple virtual copies of your datasets in minutes. Virtual copies serve the same functions as physical ones without the storage overhead or slow deployment times. In fact, you can use FlexClone to deploy multiple test/dev environments without any incremental storage costs.  NetApp Product Category K Qty=76 (as configured)

SW,Data Protection Bdl,Per-0.1TB,NLSAS,F01,-C	SW-DATA-PR-BDL-NLSASF01-C		<p>The Data Protection Bundle is an integrated data protection portfolio that keeps business operations running and protects against data loss through a single, high-efficiency platform that works across applications and virtual infrastructures. It gives you continuous data availability and it delivers disruption free disaster recovery and backup service levels during technology refreshes, upgrades, and major maintenance activity.</p> <p>Since data protection services are built into the storage, you no longer need separate, specialized storage for backup, disaster recovery, and compliance—you just enable NetApp’s unified architecture. This Data Protection Bundle includes:</p> <p>SnapCenter-Provides host-based data management of NetApp storage for databases and business applications, and virtual infrastructures</p> <p>SnapMirror-Provides integrated remote backup/recovery and disaster recovery with incremental asynchronous data replication; preserves storage efficiency savings during and after data transfer.</p> <p>SnapVault-Provides a fast, centralized, and cost-effective disk-to-disk backup solution by replicating NetApp Snapshot copies to inexpensive secondary storage.</p> <p>SnapMirror Synchronous-Delivers incremental, volume-granular, synchronous data replication; preserves storage efficiency savings during and after data transfer.</p> <p>SnapManager-streamlines data management, configuration, backup and restore operations for business applications and Hyper-V virtual environments.</p> <p>NetApp Product Category K Qty=1600 (as configured)</p>
SW,Core Bundle,Per-0.1TB,NLSAS,F01,-C	SW-CORE-BNDLE-NLSAS-F01-C		<p>See comments to Line Item 26 above.</p> <p>NetApp Product Category K Qty=1600 (as configured)</p>
SW,Data Protection Bdl,Per-0.1TB,SSD,F01,-C	SW-DATA-PRO-BDL-SSD-F01-C		<p>See comments to Line Item 27 above.</p> <p>NetApp Product Category K Qty=76 (as configured)</p>
SW,Trusted Platform Module Enabled,2720A,-C	SW-2-2720A-TPM-C		<p>With the new Trusted Platform Module (TPM) in ONTAP, the encryption keys for the onboard key manager (OKM) are no longer stored in the boot device but instead are stored in the physical TPM offering greater security and protection. This is a no charge item.</p> <p>NetApp Product Category N Qty=4 (as configured)</p>

SW,Data at Rest Encryption Enabled,2720A,-C	SW-2-2720A-NVE-C		<p>Data at Rest encryption is a no charge item that is crucial for your sensitive information. With this line item, customers have options for software-based encryption. NetApp Volume Encryption (NVE) and NetApp Aggregate Encryption (NAE) deliver FIPS 140-2 level 1 compliance using software-based encryption on any drive type across AFF, FAS, ONTAP® Select, and Cloud Volumes ONTAP deployments.</p> <p>Optionally, NetApp also offers hardware based encryption leveraging self-encrypting drives to provide FIPS 140-2 level 2 compliance. You can also deploy both hardware- and software-based encryption simultaneously, for two layers of protection for your most sensitive data.</p> <p>NetApp Product Category N Qty=4 (as configured)</p>
<b>Spares Kit</b>			<p>The included spares kit meets the requirements stated of the RFP. A spares kit has been included in the cost worksheet however NetApp feels the Commonwealth can save money by not requiring a spares kit for the following reasons:</p> <ol style="list-style-type: none"> <li>1. The sample configuration proposed has no single point of failure and is configured with redundant controllers, power supplies, fans, and disks.</li> <li>2. The solution has been configured with RAID 6 which protects against two simultaneous disk failures.</li> <li>3. Two hot spare disk drives per disk drive type have been included in the configuration.</li> <li>4. The level of warranty service required of this contract requires an onsite technician next business day and the NetApp proposal includes a standard warranty of NBD parts replacement by a technician.</li> <li>5. NetApp has additional maintenance offerings providing 2 or 4 hour onsite parts replacement (determined by zip code) by a technician if an Eligible Entity's infrastructure warrants such coverage.</li> </ol> <p>It is for these reasons NetApp feels the Commonwealth can safely proceed with NetApp solutions and not require an onsite spares kit.</p>
Power Cable,In-Cabinet,C13-C14	X800-42U-R6	\$0.00	NetApp Product Category C Quantity = 1
PSU,913W	X5726A	\$925.00	NetApp Product Category D Quantity = 1
DSK DRV,4TB,7.2K,12G,DS212C	X336A-R6	\$29.35	NetApp Product Category D Quantity = 1
<b>Note:</b>			
*Index Price Column Indicates Costs for a Quantity of 1			
NetApp Initial Installation cost for this configuration is indicated on Labor Rates Tab.			

Insert additional rows above if needed

Index price for above configuration:	Main Configuration = \$160,916.00 Spares Kit = \$3,860.00
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Commonwealth discounted price for above configuration:	Main Configuration = \$133,560.20 Spares Kit = \$ 3203.80
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Commonwealth discount percentage from Index price:	17%  Like most storage vendors, NetApp offers discounts by product categories and is offering the following discounts by product category as shown below.
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NetApp Product Category	MA Standard Discount
Category A – Storage Controllers	17%
Category B – Storage and Miscellaneous Hardware (Cabinets)	17%
Category C – Miscellaneous Third Party Hardware and Maintenance (HBAs, Adapters, Cables, SAN Switches, Accessories)	17%
Category D - Storage Controllers	17%
Category E – Enterprise Software	17%
Category F1 - SolidFire hardware, sotrage and software excluding capacity license	17%
Category F2 - SolidFire support and renewal excluding capacity license	17%
Category F3 - SoldFire capacity licensing support software, support and renewal	17%
Category G1 - High performance hardware & software	17%
Category G2 - High performance software bundles & optional software	17%
Category H - Subscription software and hardware peripherals	17%
Category J – Non-Enterprise Software	17%
Category K – Software	17%
Category L - Enterprise platform controllers & miscellaneous hardware	17%
Category M - Enterprise platform storage & miscellaneous hardware	17%
Category N - Enterprise platform software	17%
Category P - Professional Services	17%
Category R - Maintenance	17%
Category S - New Maintenance	17%
Category T - New Maintenance	17%
Category W – Maintenance Renewals	17%

Category V – Maintenance Renewals	17%
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What does "Index" represent? (i.e., MSRP, Business Price list, etc)?

Index price represents the NetApp USPS List Price for a quantity of 1.

URL for Index Price (must be publicly accessible)

<https://www.netapp.com/pdf.html?item=/media/6160-vitauspspricelistpdf.pdf>

[https://www.netapp.com/pdf.html?item=/media/6560-wsca\\_product\\_service\\_schedule.pdf](https://www.netapp.com/pdf.html?item=/media/6560-wsca_product_service_schedule.pdf)

Additional Discounts:

Volume Discounts - Describe basis for volume discounts over and above discounts provided above. For example, if the Commonwealth discount percentage from Index price is 40%, an additional discount of 2% for orders over \$50,000 would be interpreted as a discount of 42% on such items.

	Dollar threshold	Addl % discount
Volume discount 1	\$500,000.01	See Table Below
Volume discount 2		
Volume discount 3		
Volume discount 4		

Insert additional rows above if needed

NetApp Product Category	MA Standard Discount	MA Addtl % Discount on PO > \$500K
Category A – Storage Controllers	17%	23%
Category B – Storage and Miscellaneous Hardware (Cabinets)	17%	23%
Category C – Miscellaneous Third Party Hardware and Maintenance (HBAs, Adapters, Cables, SAN Switches, Accessories)	17%	1%
Category D - Storage Controllers	17%	10%
Category F1 - SolidFire hardware, sotrage and software excluding capacity license	17%	23%
Category F2 - SolidFire support and renewal excluding capacity license	17%	23%
Category F3 - SoldFire capacity licensing support software, support and renewal	17%	23%
Category G1 - High performance hardware & software	17%	23%
Category G2 - High performance software bundles & optional software	17%	23%
Category H - Subscription software and hardware peripherals	17%	0%
Category E – Enterprise Software	17%	23%
Category J – Non-Enterprise Software	17%	23%
Category K – Software	17%	10%
Category L - Enterprise platform controllers & miscellaneous hardware	17%	23%
Category M - Enterprise platform storage & miscellaneous hardware	17%	23%
Category N - Enterprise platform software	17%	23%
Category P - Professional Services	17%	3%
Category R - Maintenance	17%	5%
Category S - New Maintenance (category A, B, J, D, K products)	17%	5%
Category T - New Maintenance (category L, M, N products)	17%	5%
Category W – Maintenance Renewals (category A, B, J, D, K products)	17%	5%
Category V – Maintenance Renewals (category L, M, N products)	17%	5%

Other Discounts:  
Describe any additional discounts available (see "Volume Discounts" above for definition of "additional":  
Describe basis for discount (e.g., educational discount, discount based on equipment type, discount based on other factors:

Discount basis	Threshold if applicable	Addl % discount
None		

Insert additional rows above if needed

Discounts will be considered cumulative unless otherwise specified below. That is, if the Commonwealth discount percentage is 40%, the additional volume discount for purchases over \$100,000 is 2%, and the additional educational discount is 3%, it will be considered that an educational institution purchasing a configuration with a cost of \$100,000 will receive a discount of 45%.  
Specify any non-cumulative discounts below:

- 1. Non-cumulative discounts will follow the standard NetApp category discounts unless a single PO is greater than \$500,000.01 in which case the discount levels provided under volume discounts would apply.
- 2. NetApp is offering a 1% prompt pay discount if paid within 10 days of invoice.

ITC73 Category 2 Storage - RFR Section 5.5.3, Labor and Services Rates  
Bidder Name: NetApp, Inc.

Bidders must list each job title for staff who will be providing services under this contract, and provide a single hourly standard rate and up to two overtime rates for each job title. Alternatively, bidders may show a daily rate, or a combination of daily rates and hourly rates, for each job title. Job titles must be listed regardless of whether these services will be provided by the OEM or by a subcontractor. If hourly rates for the same functional job title vary based on experience or other factors, this may be reflected in the job title, for example: PC Technician Level 1, PC Technician Level 2, Network Specialist (Microsoft), etc.

	Hourly Rate-	Hourly Rate-	Hourly Rate-	Daily Rate***
Job Title	Standard	OT 1*	OT 2**	
PS Consultant	\$360.00	\$540.00		\$2,880.00
PS Engineer	\$300.00	\$450.00		\$2,400.00
Project Manager	\$330.00	\$495.00		\$2,640.00
Enterprise Infrastructure Architect - remote				\$3,000.00
PS Consultant - remote				\$2,700.00
Project Manager - remote				\$2,500.00
PS Consultant with T&E				\$3,375.00
Enterprise Infrastructure Architect - remote - non business hours				\$4,500.00
PS Consultant - remote - non business hours				\$4,050.00

Project Manager - remote - non business hours				\$3,750.00
PS Consultant - with T&E - non business hours				\$5,063.00
<b>NetApp Basic Deployment</b> - FAS2720 as configured - <u>Fixed Price</u> NetApp Installation Services are calculated as a percentage of Hardware and Software costs for any given configuration and offered as a firm fixed price. This service is based on a pre-determined set of deployment activities. The complete Basic Service Description for this offering is located at <a href="https://www.netapp.com/pdf.html?item=/media/8740-sd-system-basic-deploymentpdf.pdf">https://www.netapp.com/pdf.html?item=/media/8740-sd-system-basic-deploymentpdf.pdf</a>	For the proposed sample configuration, there are two (2) NetApp FAS2720 HA systems. One primary system for production and a secondary system for backup/disaster recovery. The basic deployment index price for each system is \$2500.00.  \$2075.00 Discounted price for each system after minimum 17% discount percentage from Index Price			

Insert additional lines as needed.

\*OT Rate 1: Describe when this would apply:

OT Rate 1 will apply to work performed beyond 8 hours in a normal business day. In addition, this rate is also used for evening work/overnight work, weekends and holidays.

\*\*OT Rate 2: Describe when this would apply:

N/A

\*\*\*Daily Rate: Bidders offering daily rates must indicate how charges are handled for partial days. For example, would one half hour of work be charged as a full day? Four hours?

Daily rates are for 8 hours worked during normal business hours. The non-business day daily rates apply to work performed outside of normal business hours, weekends and holidays.

Professional Services purchased as days constitute at minimum of four (4) hours to be worked but not more than eight (8) hours of performance in a single calendar day. If only 1.5 hours of work were performed the daily rate would still be charged.

Notes on included rates

- 1. Professional Services purchased as hours will be performed in minimum increments of four (4) consecutive hours with the exception of the Enterprise Infrastructure Architect which must be purchased in eight (8) hour increments.
- 2. Domestic local travel is included in these rates.
- 3. Evening, weekend, and holiday rates are charged at time and a half.
- 4. A daily rate constitutes a minimum of four (4) hours worked.
- 5. Like many service providers, NetApp Professional Services provides a higher discount for more hours purchased up front. This applies to the hourly rates.