

**MASSACHUSETTS ITC-47 CONTRACT POINTS OF CONTACT AND PRICING INDEX**

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**ITC47 Category 4 - RFR Section 3.1.4.18, Configuration Pricing**  
**BIDDER NAME: NetApp, Inc.**

Review RFR requirements under 3.1.4.18 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:
FAS2240-4 R5 Storage System (QTY 1)	FAS2240-4-R5		The NetApp sample configuration is based upon the FAS2240 platform that is capable of supporting a total of 144 disk drives and 432TB raw disk optimally configured. The configuration as proposed meets the requested performance metrics while it delivers 13TB of usable 15,000 RPM SAS disk drives and 23TB of usable 7,200 SATA disk drives for a total of 36TB usable. The proposed solution can be quickly expanded to 48 terabytes by simply attaching additional disk drives and shelves to meet the requirements. The proposed configuration is capable of supporting an additional 72 disk drives (3 disk shelves) that equates to an additional 216TB or raw capacity using 3TB SATA disk drives.  Please see supplemental document titled "Detailed_Resp_Cat_4_NetApp" for a complete response to all Category 4 requirements.
DSK SHLF,24x450GB,15K,3Gb SAS,IOM3,SK,R5 (QTY 2)	DS4243-1511-24S-SK-R5	QTY 1 = 21931 As Configured = 43862	The configuration as proposed meets the requested performance metrics while it delivers 13TB of usable 15,000 RPM SAS disk drives. NetApp Product Category D QTY = 2 (as configured)
FAS2240A,HA CFO Software,R5 (QTY 2)	FAS2240A-HA-SW-R5	QTY 1 = 0 As Configured = 0	NetApp Product Category K QTY = 2 (as configured)
SW,Complete BNDL,2240A,-P (QTY 2)	SW-2240A-COMP-BNDL-P	QTY 1 = 10260 As Configured = 20520	The NetApp complete bundle exceeds the requirements of the RFP and includes value added software such as SnapMirror, SnapVault, FlexClone and the SnapManager Suite. NetApp Product Category K QTY = 2 (as configured)
SW,Data ONTAP Essentials,2240A,-P (QTY 2)	SW-2240A-ONTAP8-P	QTY 1 = 0 As Configured = 0	Data ONTAP Essentials is native software included with the purchase that is available at no cost in addition to the licenses for NFS, CIFS, iSCSI and FCP protocols. This includes software the can be categorized in the following manner <b>Efficiency:</b> FlexVol, deduplication and thin provisioning <b>Availability:</b> Multipath I/O, SyncMirror and MultiStore <b>Data Protection:</b> RAID-DP, Snapshot and NearStore, Open Systems SnapVault <b>Performance:</b> FlexCache and FlexShare <b>Management:</b> System Manager, Operations Manager, Protection Manager, Provision Manager NetApp Product Category K QTY = 2 (as configured)
Cable,SAS Cntrlr-Shelf/Shelf-Shelf/HA,0.5m (QTY 4)	X6557-R6	QTY 1 = 100 As Configured = 400	NetApp Product Category B QTY = 4 (as configured)

Cable,SAS Cntrl-Shelf/Shelf-Shelf/HA,2m (QTY 2)	X6558-R6	QTY 1 = 150 As Configured = 300	NetApp Product Category B QTY = 2 (as configured)
Cable,Ethernet,0.5m RJ45 CAT6 (QTY 2)	X6560-R6	QTY 1 = 6 As Configured = 12	NetApp Product Category B QTY = 2 (as configured)
Cable,Ethernet,2m RJ45 CAT6 (QTY3)	X6561-R6	QTY 1 = 9 As Configured = 27	NetApp Product Category B QTY = 3 (as configured)
Cabinet Component Power Cable,R6 (QTY 12)	X800-42U-R6	QTY 1 = 0 As Configured = 0	NetApp Product Category C QTY = 12 (as configured)
Rail Kit II,Cab,R6 (QTY 3)	X877B-R6	QTY 1 = 45 As Configured = 135	NetApp Product Category B QTY = 3 (as configured)
Hardware Kit,Add-On Peripheral,Cabinet,R6 (QTY 3)	X8781-R6	QTY 1 = 30 As Configured = 90	NetApp Product Category B QTY = 3 (as configured)
FAS2240-4,HA,24x2TB,8G FC,Dual CTL (QTY 1)	F2240A-4-24X2TB-8G-R5	QTY 1 = 36660 As Configured = 36660	The configuration as proposed meets the requested performance metrics while it delivers 23TB of usable 7,200 SATA disk drives. NetApp Product Category D QTY =1 (as configured)
NBD Parts Replace HW Support (QTY 1)	CS-S-NBR	QTY 1 = 6498.22 As Configured = 0	In order to meet the Commonwealth's next-day onsite warranty requirement , NetApp is including a maintenance service line item at no charge which will provide three (3) years of next business day onsite warranty with parts replacement.  This line item will appear on all quotes for newly purchased equipment and will be at no charge for the three (3) year warranty.  NetApp Product Category S QTY =1 (as configured)
<b>Cabinet-R5 (QTY 1)</b>	<b>CABINET-R5</b>		
Cab,Deep,Empty,No PDU,No Rails,QS,-C (QTY 1)	X870C-QS-R6-C	QTY 1 = 3200 As Configured = 3200	NetApp Product Category B QTY = 1 (as configured)
PDU,1-Phase,12 Outlet,30A,NEMA,-C,R6 (QTY 4)	X8712C-R6-C	QTY 1 = 550 As Configured = 2200	NetApp Product Category B QTY = 4 (as configured)

Spares Kit			<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>
Disk Drive,450GB 15k 3Gb SAS,DS4243 (QTY 1)	X411A-R5	QTY 1 = 2402 As Configured = 2402	NetApp Product Category B QTY = 1 (as configured)
FAS2240,Controller,W/O MEM, W/O BATTERY (QTY 1)	X3245A-R6	QTY 1 = 3236 As Configured = 3236	NetApp Product Category D QTY = 1 (as configured)
Disk Drive,2.0TB 7.2k SATA,DS4243 (QTY 1)	X306A-R5	QTY 1 = 2807 As Configured = 2807	NetApp Product Category B QTY = 1 (as configured)
Power Cable North America,R6 (QTY 1)	X800E-R6	QTY 1 = 0 As Configured = 0	NetApp Product Category C QTY = 1 (as configured)
PSU W/FANS,750W,AC,DS2246,R6 (QTY 1)	X519A-R6	QTY 1 = 675 As Configured = 675	NetApp Product Category B QTY = 1 (as configured)
CARD Mezzanine 2-port 8G FC (QTY 1)	X1150A-R6	QTY 1 = 2321 As Configured = 2321	NetApp Product Category D QTY = 1 (as configured)
			<b>Please see supplemental document titled "Detailed_Resp_Cat_4_NetApp" for a complete response to all Category 4 requirements.</b>
<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.			
Please see supplemental document titled "Detailed_Resp_Cat_4_NetApp" for a complete response to all Category 4 requirements.			

Index price for above configuration: Main Configuration = \$107,406.00  
Spares Kit = \$11,441.00

Commonwealth discounted price for above configuration: Main Configuration = \$98,368.04  
Spares Kit = \$10,113.84

Commonwealth discount percentage from Index price: The blended discount for the main configuration is 8.41%, however like most storage vendors, NetApp offers discounts by product categories and is offering the following discounts by product category:

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%

What does "Index" represent? (i.e., MSRP, Business Price list, etc)?

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

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 - NetApp will offer Eligible Entities additional discounts on a single PO order value of greater than \$500,000.01	\$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.

**ITC47 Category 4 - RFR Section 3.1.4.21, 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.

Job Title	Hourly Rate- Standard	Hourly Rate- OT 1*	Hourly Rate- OT 2**	Daily Rate***
Enterprise Infrastructure Architect	\$322.50	\$483.75		\$2,580.00
PS Consultant	\$309.60	\$464.40		\$2,322.00
PS Engineer	\$258.00	\$387.00		\$1,892.00
Project Manager	\$283.80	\$425.70		\$2,150.00
Time & Materials Professional Services	\$301.00	\$451.50		
Enterprise Infrastructure Architect - Non Business Daily Rate				\$3,870.00
PS Consultant- Non Business Daily Rate				\$3,483.00
PS Engineer- Non Business Daily Rate				\$2,838.00
Project Manager- Non Business Daily Rate				\$3,225.00
<b>NetApp Initial Installation - FAS2240 as configured - Fixed Price</b> NetApp Installation Services are calculated as a percentage of Hardware and Software costs for any given configuration and offered as a firm fixed price.				
	\$4,154.94			

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:

NA

\*\*\*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.