

**AGENDA**  
**McCall City Council**  
**Special Meeting**  
**October 28, 2015 at 5:15 p.m.**  
**McCall City Hall (Lower Level)**  
**Legion Hall**  
**216 East Park Street**

**5:15 p.m. OPEN SESSION ROLL CALL**

**BUSINESS**

AB 15-199 Approval of Information Systems datacenter infrastructure purchasing

**OPEN SESSION**


**5:30 p.m. ADJOURNMENT**

American with Disabilities Act Notice: The City Council Meeting room is accessible to persons with disabilities. If you need assistance, contact City Hall at 634-7142.

**McCALL CITY COUNCIL  
AGENDA BILL**

216 East Park Street  
McCall, Idaho 83638

**Number AB 15-198**  
**Meeting Date October 28, 2015**

<b>AGENDA ITEM INFORMATION</b>				
<b>SUBJECT:</b>  <i>Approval of Information Systems datacenter infrastructure purchasing</i>		<i>Department Approvals</i>	<i>Initials</i>	<i>Originator or Supporter</i>
		Mayor / Council		
		City Manager		
		Clerk		
		Treasurer		
		Community Development		
		Police Department		
		Public Works		
		Golf Course		
<b>COST IMPACT:</b>	\$48,697	Parks and Recreation		
<b>FUNDING SOURCE:</b>	FY16 Information Systems budget	Airport		
		Library		
<b>TIMELINE:</b>	Immediate	Information Systems		Originator
		Grant Coordinator		
<b>SUMMARY STATEMENT:</b> Information Systems seeks Council approval to complete a semi-formal purchase process for replacement of obsolete, failing datacenter infrastructure. Idaho Code 67-2806(d) specifies approval by the governing board or governing board-authorized official of the proposal with the lowest procurement price when the purchase is \$25,000 - \$50,000. Three vendor submittals and 5 quotes are in hand. The least cost proposal also meets our needs. End-of-sales-quarter (October) pricing benefits the City substantially. While not yet an emergency, it is also a time-critical purchase for operational reliability reasons. Project line item budget for FY16 is \$48,000; GL line unexpended is \$136,800.				
<b>RECOMMENDED ACTION:</b> Approve the responsive and lowest price proposal for datacenter infrastructure replacement submitted by Nutanix / CDWG.				
<b>RECORD OF COUNCIL ACTION</b>				
<b>MEETING DATE</b>	<b>ACTION</b>			



## **City of McCall Datacenter Hyperconverged Infrastructure Specifications**

June, 2015

The City of McCall seeks to replace and upgrade its datacenter infrastructure. Criteria and general specifications are included on this page.

The proposed systems shall, at a minimum:

1. Provide a migration path that is judged to be cleanly compatible with the VMware hypervisor virtualization platform presently in use
2. Provide a hypervisor-agnostic option for hosting guest operating systems and applications
3. Include fault-tolerant storage capacity sufficient to replace existing data storage plus approximately 50% additional headroom, exclusive of any expected deduplication benefit, with an initial operational capacity of at least 12TB
4. Provide for future expansion of datacenter resources on the fly, without down time or extensive administrative labor
5. Provide for a variety of expansion options that would address anticipated future scenarios, including data-storage-intensive projects such as law enforcement video retention
6. Accommodate existing server workloads and 1-2 years of future anticipated workloads
7. Provide an effective data deduplication capability
8. Provide technical support for adoption, implementation and operations

Selection will be based on whether (and how thoroughly) proposals address these criteria, along with an evaluation of the vendor's quality and stability, the relative value and economy of submissions, and an assessment of the technical merits of datacenter platforms with respect to manageability.

Category	Description	Scale Option #2	Scale Option #3	Scale Option #4	Simplivity	Nutanix
Purchase Price		84,000.00	99,000.00	117,000.00	49,999.00	48,697.00
	# of Nodes	3	3	3	2	3
	Annual Maintenance	\$6840 begins second year	\$8060 begins second year	\$8060 begins second year	\$5,700	\$5000 / year
Hardware	Vendor Model #	HC4000z	HC4100z	HC4100z	OmniCube CN 2200	NX-1365
	# Procs	24	36	36	32	24
	RAM	384	384	384	384	384
	Native Storage	28.8	43	43	20	24
	Useable Storage	14.4	22	22	10TB	12
Options	High Availability / Fault Tolerance	Yes	Yes	Yes	Yes	Yes
	Data Deduplication	No	No	No	Yes (Inline)	Yes (post processing)
	SSD Cache (size)	No	No	Hybrid Drives - 1.8TB	Yes (2x400)	Yes (3x480)
	Auto Load Balancing	Yes	Yes	Yes	Yes	Yes
	Storage Vmotion	Yes	Yes	Yes	Yes	Yes
Backup Strategy		Snapshot	Snapshot	Snapshot	Snapshot	Snapshot
Hypervisor/ VM Manager		KVM	KVM	KVM	Vmware	VMWare, KVM, Acropolis
VM Licenses Additional?		No	No	No	No	No
Support for iSCSI targets?		Yes	Yes	Yes	Yes	Yes

Scoring of Submissions 0						
lowest > 5 highest		Description				
Fully Qualified Proposal?		No	No	No	Partially	Yes
Specification 1	Migration to / from Vmware	3	3	3	5	5
Specification 2	Hypervisor agnostic	3	3	3	1	5
Specification 3	Useable Storage =>12G	5	5	5	0	4
Specification 4	Live expansion	5	5	5	5	5
Specification 5	Flexible expansion options	4	5	5	4	5
Specification 6	1-2 years workload headroom	4	4	5	3	4
Specification 7	Deduplication	0	0	0	5	4
Specification 8	Technical Support	5	5	5	5	5
<b>Total Score</b>		<b>29</b>	<b>30</b>	<b>31</b>	<b>28</b>	<b>37</b>



# SALES QUOTATION

QUOTE NO.	ACCOUNT NO.	DATE
GNSX175	2441926	10/21/2015

**BILL TO:**  
 CITY OF MCCALL  
 216 E PARK ST

**SHIP TO:**  
 CITY OF MCCALL  
 Attention To: DAVE SIMMONDS  
 216 E PARK ST

Accounts Payable  
 MCCALL , ID 83638-3832

MCCALL , ID 83638-3832  
 Contact: DAVE SIMMONDS 208-634-8547

Customer Phone #208.634.8547

Customer P.O. # OCTOBER QUOTE

ACCOUNT MANAGER	SHIPPING METHOD	TERMS	EXEMPTION CERTIFICATE
NICK BRAILSFORD 877.882.9726	DROP SHIP-GROUND	Net 30 Days-Govt State/Local	GOVT-EXEMPT

QTY	ITEM NO.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1	3819835	NUTANIX SLED BNDL NX-1365 6-CORE Mfg#: NX-1365-G4-02100 Contract: MARKET Electronic distribution - NO MEDIA	37,250.00	37,250.00
6	3656870	NUTANIX XEON E5-2620 V3 15M CACHE Mfg#: C-CPU-2620V3 Contract: MARKET	0.00	0.00
24	3590877	NUTANIX 16GB ON EACH NODE Mfg#: C-MEM-16GB-DDR4 Contract: MARKET	0.00	0.00
3	3654129	NUTANIX 480GB SSD 3.5IN Mfg#: C-SSD-480GB-3.5-C Contract: MARKET	0.00	0.00
6	3657153	NUTANIX HDD 4TB 3.5IN Mfg#: C-HDD-4TB-3.5 Contract: MARKET	0.00	0.00
3	3590752	NUTANIX 10GBE DUAL SFP+NTWK Mfg#: C-NIC-10G-2 Contract: MARKET	0.00	0.00
3	3694117	NTX PRO ENTITLEMENT LIC Mfg#: LIC-PRO-1065-G4 Contract: MARKET Electronic distribution - NO MEDIA	1,000.00	3,000.00
1	3723512	NUTANIX 1YR BASIC 8X5 SYS SUP Mfg#: S-BAS-1065-G4-1YR Contract: MARKET Electronic distribution - NO MEDIA	5,000.00	5,000.00
3	3496136	NTX CLUSTER DEPLOY PER NODE Mfg#: CNS-INST-1-NC Contract: MARKET Electronic distribution - NO MEDIA	1,149.00	3,447.00
1	3372356	NTX SPARE CABLE Mfg#: C-CBL-NONE Contract: MARKET	0.00	0.00
SUBTOTAL				48,697.00
FREIGHT				0.00
TAX				0.00

US Currency

**TOTAL** 48,697.00

**Please remit payment to:**  
 CDW Government  
 75 Remittance Drive



# SALES QUOTATION

QUOTE NO.	ACCOUNT NO.	DATE
FRKB813	2441926	10/29/2014

**BILL TO:**  
 CITY OF MCCALL  
 216 E PARK ST

**SHIP TO:**  
 CITY OF MCCALL  
 Attention To: CHRIS CURTIN  
 216 E PARK ST

Accounts Payable  
 MCCALL , ID 83638-3832

MCCALL , ID 83638-3832  
 Contact: CHRIS CURTIN 208.634.8999

Customer Phone #208.634.8547

Customer P.O. # FRKB813 QUOTE

ACCOUNT MANAGER		SHIPPING METHOD	TERMS	EXEMPTION CERTIFICATE
NICK BRAILSFORD 877.882.9726		DROP SHIP-COMMON CARRIER	Net 30 Days-Govt State/Local	GOVT-EXEMPT
QTY	ITEM NO.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
2	3527232	SIMPLIVITY OMNICUBE CN2200-2ABC Mfg#: CN2200-2ABC Contract: MARKET	22,146.90	44,293.80
2	3527840	SIMPLIVITY 1YR GOLD SUP CN2200-2ABC Mfg#: CN2200-2ABC-G1 Contract: MARKET Electronic distribution - NO MEDIA	2,853.00	5,706.00
SUBTOTAL				49,999.80
FREIGHT				0.00
TAX				0.00

US Currency

**TOTAL** 49,999.80

CDW Government  
 230 North Milwaukee Ave.  
 Vernon Hills, IL 60061

Fax: 312.705.8242

**Please remit payment to:**  
 CDW Government  
 75 Remittance Drive  
 Suite 1515  
 Chicago, IL 60675-1515

# Scale Computing Proposal

**Prepared For**

City of McCall - Chris Curtin

**Quote Valid Until**

October 31, 2015

**Prepared By**

Clayton Gittus

317-548-4904

cgittus@scalecomputing.com

**Delivered on**

June 04, 2015

Thank you for taking time to review the Scale Computing HC3 solution. Per our conversation, within this proposal you will find the quote and a few other helpful documents for your review. We look forward to the opportunity of helping with the upcoming virtualization project.

Based upon our discussion of your IT environment and use case, we are proposing the below HC3 cluster. I believe you will benefit from the HC3's built in high availability (no single point of failure), ease of use, scalability (can add additional nodes as you grow), and cost savings compared to a traditional legacy virtualization approach.

Please let me know if you have any questions, or need some things changed around in the proposal.

Clayton Gittus

317-548-4904

cgittus@scalecomputing.com

**HC3™: *The Virtualization Platform designed to deliver simplicity, availability and scalability in a single appliance***



Scale Computing's HC3 virtualization platform is a complete 'datacenter in a box' with server, storage and virtualization integrated into a single appliance to deliver simplicity, availability and scalability at a fraction of the cost.



## SIMPLE

Rather than treat storage, servers, virtualization, and management as different datacenter silos, HC3 products bring these all together in a comprehensive system and automates overall management. This allows IT to focus on managing applications, not infrastructure. With no virtualization software to license and no external storage to buy, HC3 products lower out-of-pocket costs and radically simplify the infrastructure needed to keep your applications running. HC3 products make the deployment and management of a highly available and scalable infrastructure as easy to manage as a single server.

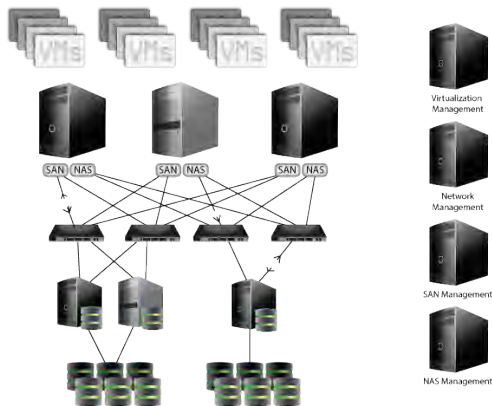
## AVAILABLE

Scale Computing built HC3 with high availability as a core tenant in the design. Every VM created on HC3 is automatically made highly available. HC3 stripes and mirrors data across all of the drives in the cluster in what is effectively a network RAID 10 such that there is no single point of failure. In the event of a failed node, HC3 automatically determines placement based on the resources available at that time and restarts the virtual machines on those nodes. This clustered architecture provides both the fault tolerance and scalability needed for a highly available environment, and it dramatically simplifies management. Your applications. Simply available.

## SCALABLE

Grow on demand. Only when you need it. HC3's clustered, scale out architecture allows you to incrementally add capacity only as you need it, eliminating the need to overprovision and pay upfront for resources you are not using. Simply add nodes when needed. HC3's Dynamic VM Allocation intelligently identifies where there are the most resources available and allocates VMs to those nodes. Your business's growth is unpredictable. With HC3, you no longer have to play the guessing game or attempt to forecast for the unknown, what you'll need in 6 months, 1 year, 2 years... Simply add capacity and performance as you need it.

### Virtualization the Old Way



### Virtualization the HC3 Way



- Built-In Browser Based Management
- Non-Disruptive Software Updates
- All Software and Features Included
- VM Level Snapshots
- Thin Storage Provisioning
- Instant Thin VM Clones


# HC3 Family 3-Node Starter System

Configuration	HC1000	HC2000	HC4000
<b>Compute</b>	# of CPU Cores: 12 # of Threads: 24 RAM Size: 96GB	1yr included, 3yr optional 24 x 7 x 365 phone support Next business day hardware replacement	# of CPU Cores: 36 # of Threads: 72 RAM Size: 384GB
<b>Storage</b>	RAW Capacity: 6TB, 12TB, 24TB Drive Speed: 7.2k rpm # of Disk Drives: 12	RAW Capacity: 7.2TB, 10.8TB, 14.4TB Drive Speed: 10k or 15k rpm # of Disk Drives: 12	RAW Capacity: 14.4TB, 21.6TB, 28.8TB Drive Speed: 10k rpm # of Disk Drives: 24
<b>Network</b>	6 x 1GbE bonded active/passive; or 6 x 10GbE bonded active/passive	6 x 1GbE bonded active/passive; or 6 x 10GbE bonded active/passive	6 x 10GbE bonded active/passive
<b>Support</b>	1yr included, 3yr optional 24 x 7 x 365 phone support Next business day hardware replacement	1yr included, 3yr optional 24 x 7 x 365 phone support Next business day hardware replacement	1yr included, 3yr optional 24 x 7 x 365 phone support Next business day hardware replacement



HC1000 is the entry level HC3 system designed to provide high availability, scalability and simplicity for small to mid-sized company virtualization environments.

## HC1000 Product Specifications

Hardware	Per Node Specification	3-Node Starter System
	<p><b>Model:</b></p> <ul style="list-style-type: none"> <li>• HC1000</li> </ul> <p><b>CPU:</b></p> <ul style="list-style-type: none"> <li>• # of Cores: 4</li> <li>• # of Threads: 8</li> </ul> <p><b>RAM:</b></p> <ul style="list-style-type: none"> <li>• Size: 32GB</li> </ul> <p><b>Network Access:</b></p> <ul style="list-style-type: none"> <li>• 2 x 1GbE bonded active/passive; or</li> <li>• 2 x10GbE bonded active/passive</li> </ul> <p><b>Storage:</b></p> <ul style="list-style-type: none"> <li>• Type: Enterprise SATA</li> <li>• RAW Capacity: 2TB (4x500GB), 4TB (4x1TB), 8TB (4x2TB)</li> <li>• Speed: 7200 RPM</li> </ul> <p><b>Dimensions: 1U Rack Height</b></p> <ul style="list-style-type: none"> <li>• 1.7" (43mm) H x 17.2" (437mm) W x 25.6" (650mm) D</li> </ul> <p><b>Power:</b></p> <ul style="list-style-type: none"> <li>• Dual, Hot-plug, Redundant Power Supplies, 650W Operating Power: 158.4watts</li> <li>• Maximum Potential Power: 390.2watts</li> </ul> <p><b>Items Included:</b></p> <ul style="list-style-type: none"> <li>• Rack rails</li> <li>• Power cables Bezel</li> <li>• Quick Start Guide</li> </ul>	<p><b>CPU:</b></p> <ul style="list-style-type: none"> <li>• # of Cores: 12</li> <li>• # of Threads: 24</li> </ul> <p><b>RAM:</b></p> <ul style="list-style-type: none"> <li>• Size: 96GB</li> </ul> <p><b>Network Access:</b></p> <ul style="list-style-type: none"> <li>• 6 x 1GbE bonded active/passive; or</li> <li>• 6 x10GbE bonded active/passive</li> </ul> <p><b>Storage:</b></p> <ul style="list-style-type: none"> <li>• RAW Capacity: 6TB, 12TB, 24TB</li> </ul>

## HyperCore OS v5

Guest OS Support:	Windows:	Linux:	Other:
	Windows Server 2012 R2, Windows Server 2012, Windows Server 2008, Windows Server 2008 R2, Windows Server 2003 R2, Windows 8 (64 bit), Windows 7, Windows Vista	RHEL/CentOS 4, 5, 6 (32 bit and 64 bit)  SUSE Linux Enterprise 9, 10, 11, 12 (32 bit and 64 bit)	Other operating systems that run on virtualized x86 and x64 platforms may work, but they will not be fully supported by Scale Computing.
Scalability			
	<ul style="list-style-type: none"><li>• Customer can add up to 8 nodes per cluster with no disruption to operation. Contact Scale for information on designing clusters larger than 8 nodes.</li></ul>		
Management			
	<ul style="list-style-type: none"><li>• Web browser-based GUI, email, and Syslog notifications</li><li>• Automatic VM failover and Live migration between nodes</li><li>• Built in Hypervisor (included)</li></ul>		

For additional information, visit [www.scalecomputing.com](http://www.scalecomputing.com)  
or call **877-SCALE-59 (722-5359)**.

HC2000 is the mid-level HC3 system designed to provide high availability, scalability and simplicity for small to mid-sized company virtualization environments.

# HC2000 Product Specifications

Hardware	Per Node Specification	3-Node Starter System
	<p><b>Model:</b></p> <ul style="list-style-type: none"> <li>• HC2000</li> </ul> <p><b>CPU:</b></p> <ul style="list-style-type: none"> <li>• # of Cores: 6</li> <li>• # of Threads: 12</li> <li>• Clock Speed: 2.2GHz</li> </ul> <p><b>RAM:</b></p> <ul style="list-style-type: none"> <li>• Size: 64GB</li> <li>• Speed: 1600Mhz</li> </ul> <p><b>Network Access:</b></p> <ul style="list-style-type: none"> <li>• 2 x 1GbE bonded active/passive; or</li> <li>• 2 x10GbE bonded active/passive</li> </ul> <p><b>Storage:</b></p> <ul style="list-style-type: none"> <li>• Type: Performance SAS</li> <li>• RAW Capacity: 2.4TB (4x600GB), 3.6TB (4x900GB), 4.8TB (4x1.2TB)</li> <li>• Speed: 15K RPM (600GB) or 10K RPM (900GB, 1.2TB)</li> </ul> <p><b>Dimensions: 1U Rack Height</b></p> <ul style="list-style-type: none"> <li>• 1.7" (43mm) H x 17.1" (434mm) W x 19" (482mm) D</li> </ul> <p><b>Power:</b></p> <ul style="list-style-type: none"> <li>• Dual, Hot-plug, Redundant Power Supplies, 350W</li> <li>• Maximum Potential Power: 390.2watts</li> </ul> <p><b>Items Included:</b></p> <ul style="list-style-type: none"> <li>• Rack rails</li> <li>• Power cables</li> <li>• Bezel</li> <li>• Quick Start Guide</li> </ul>	<p><b>CPU:</b></p> <ul style="list-style-type: none"> <li>• # of Cores: 18</li> <li>• # of Threads: 36</li> </ul> <p><b>RAM:</b></p> <ul style="list-style-type: none"> <li>• Size: 192GB</li> </ul> <p><b>Network Access:</b></p> <ul style="list-style-type: none"> <li>• 6 x 1GbE bonded active/passive; or</li> <li>• 6 x10GbE bonded active/passive</li> </ul> <p><b>Storage:</b></p> <ul style="list-style-type: none"> <li>• RAW Capacity: 7.2TB, 10.8TB, 14.4TB</li> </ul> <div data-bbox="993 940 1398 1247" style="text-align: center;">  <p>Public Network</p> <p>Private/Backplane Network - 1GB or 10GB</p> </div>


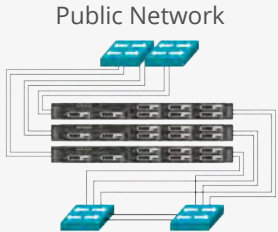
## HyperCore OS v5

Guest OS Support:	Windows:	Linux:	Other:
	Windows Server 2012 R2, Windows Server 2012, Windows Server 2008, Windows Server 2008 R2, Windows Server 2003 R2, Windows 8 (64 bit), Windows 7, Windows Vista	RHEL/CentOS 4, 5, 6 (32 bit and 64 bit)  SUSE Linux Enterprise 9, 10, 11, 12 (32 bit and 64 bit)	Other operating systems that run on virtualized x86 and x64 platforms may work, but they will not be fully supported by Scale Computing.
Scalability			
	<ul style="list-style-type: none"><li>• Customer can add up to 8 nodes per cluster with no disruption to operation. Contact Scale for information on designing clusters larger than 8 nodes.</li></ul>		
Management			
	<ul style="list-style-type: none"><li>• Web browser-based GUI, email, and Syslog notifications</li><li>• Automatic VM failover and Live migration between nodes</li><li>• Built in Hypervisor (included)</li></ul>		

For additional information, visit [www.scalecomputing.com](http://www.scalecomputing.com) or call **877-SCALE-59 (722-5359)**.

HC4000 is the high end HC3 system designed to provide high availability, scalability and simplicity for small to mid-sized company virtualization environments.

# HC4000 Product Specifications

Hardware	Per Node Specification	3-Node Starter System
	<p><b>Model:</b></p> <ul style="list-style-type: none"> <li>• HC4000</li> </ul> <p><b>CPU:</b></p> <ul style="list-style-type: none"> <li>• # of Cores: 12</li> <li>• # of Threads: 24</li> <li>• Clock Speed: 2.0GHz</li> </ul> <p><b>RAM:</b></p> <ul style="list-style-type: none"> <li>• Size: 128GB</li> <li>• Speed: 1600Mhz</li> </ul> <p><b>Network Access:</b></p> <ul style="list-style-type: none"> <li>• 2 x 10GbE bonded active/passive</li> </ul> <p><b>Storage:</b></p> <ul style="list-style-type: none"> <li>• Type: Performance SAS</li> <li>• RAW Capacity: 4.8TB (8x600GB), 7.2TB (8x900GB), 9.6TB (8x1.2TB)</li> <li>• Speed: 10K RPM</li> </ul> <p><b>Dimensions: 1U Rack Height</b></p> <ul style="list-style-type: none"> <li>• 1.7" (43mm) H x 17.1" (434mm) W x 19" (482mm) D</li> </ul> <p><b>Power:</b></p> <ul style="list-style-type: none"> <li>• Dual, Hot-plug, Redundant Power Supplies (1+1), 750W</li> <li>• Maximum Potential Power: 601.5watts</li> </ul> <p><b>Items Included:</b></p> <ul style="list-style-type: none"> <li>• Rack rails</li> <li>• Power cables</li> <li>• Bezel</li> <li>• Quick Start Guide</li> </ul>	<p><b>CPU:</b></p> <ul style="list-style-type: none"> <li>• # of Cores: 36</li> <li>• # of Threads: 72</li> </ul> <p><b>RAM:</b></p> <ul style="list-style-type: none"> <li>• Size: 384GB</li> </ul> <p><b>Network Access:</b></p> <ul style="list-style-type: none"> <li>• 6 x 10GbE bonded active/passive</li> </ul> <p><b>Storage:</b></p> <ul style="list-style-type: none"> <li>• RAW Capacity: 14.4TB, 21.6TB, 28.8TB</li> </ul> <div data-bbox="1003 865 1390 1150" style="text-align: center;">  <p>Public Network</p> <p>Private/Backplane Network - 10GB</p> </div>

## HyperCore OS v5

Guest OS Support:	Windows:	Linux:	Other:
	Windows Server 2012 R2, Windows Server 2012, Windows Server 2008, Windows Server 2008 R2, Windows Server 2003 R2, Windows 8 (64 bit), Windows 7, Windows Vista	RHEL/CentOS 4, 5, 6 (32 bit and 64 bit)  SUSE Linux Enterprise 9, 10, 11, 12 (32 bit and 64 bit)	Other operating systems that run on virtualized x86 and x64 platforms may work, but they will not be fully supported by Scale Computing.
Scalability			
	<ul style="list-style-type: none"> <li>Customer can add up to 8 nodes per cluster with no disruption to operation. Contact Scale for information on designing clusters larger than 8 nodes.</li> </ul>		
Management			
	<ul style="list-style-type: none"> <li>Web browser-based GUI, email, and Syslog notifications</li> <li>Automatic VM failover and Live migration between nodes</li> <li>Built in Hypervisor (included)</li> </ul>		

For additional information, visit [www.scalecomputing.com](http://www.scalecomputing.com) or call **877-SCALE-59 (722-5359)**.

## Order Form

**Company Name:** City of McCall

### Products:

Name	Quantity	List Price	Sale Price	Total Price
<b>8Hz9.6x</b> HC4000z - 9.6TB RAW Storage / 4.8TBu   SAS   8 x 10K RPM drives   1U node   128GB RAM   2 x Hex Core CPU (24 logical cores)   integrated storage/servers/virtualization   redundant power supplies   redundant 10Gb SFP+ LAN and backplane NIC ports   Purchase includes 1 year of ScaleCare Support   Includes HyperCore OS	3	\$28,000.00	\$28,000.00	\$84,000.00
		<b>Total List Price</b>	<b>Total Sales Price</b>	
		\$104,520.00	\$104,520.00	



Name	Quantity	List Price	Sale Price	Total Price
<b>QCARE-2-8Hz9.6x</b> ScaleCare-HC4000z-8Hz9.6x-2 Year Extension   Hardware and Software support   24 months (starts at conclusion of 12 months included with purchase)   24/7 Critical phone support   Phone/Web/Email/LiveChat support   Online self-service portal access	3	\$6,840.00	\$6,840.00	\$20,520.00
<b>QSRN</b> Per Node   Remote Installation services   Initialize cluster   Assistance with basic network connectivity to Scale system w/ a compatible switch   One-time system configuration tasks   Creation of virtual machines   Basic system overview/training   Included in Scale Node purchase	3	\$0.00	\$0.00	\$0.00
		<b>Total List Price</b>	<b>Total Sales Price</b>	
		\$104,520.00	\$104,520.00	

## Financing Options:

48 Month Term with \$1 buy out	36 Month Term with \$1 buy out
\$2635.36	\$3416.41

\*The above numbers are an estimate based on average credit.

## Order Form

**Company Name:** City of McCall

## Products:

Name	Quantity	List Price	Sale Price	Total Price
<b>8Hz14.4x</b> Pre-Sale available 05.01.15 - Expected Ship Date 06.30.15   14.4TB RAW Storage / 7.2TBu   SAS   8 x 10K RPM drives   1U Storage-Only Node   integrated storage/servers/virtualization   redundant power supplies   redundant 10Gb LAN and backplane NIC ports   Purchase includes 1 year of ScaleCare Support	3	\$33,000.00	\$33,000.00	\$99,000.00
<b>QCARE-2-8Hz14.4x</b> ScaleCare-HC4100z-8Hz14.4x-2 Year Extension   Hardware and Software support   24 months (starts at conclusion of 12 months included with purchase)   24/7 Critical phone support   Phone/Web/Email/LiveChat support   Online self-service portal access	3	\$8,060.00	\$8,060.00	\$24,180.00
<b>QSRN</b> Per Node   Remote Installation services   Initialize cluster   Assistance with basic network connectivity to Scale system w/ a compatible switch   One-time system configuration tasks   Creation of virtual machines   Basic system overview/training   Included in Scale Node purchase	3	\$0.00	\$0.00	\$0.00
		<b>Total List Price</b>	<b>Total Sales Price</b>	
		\$123,180.00	\$123,180.00	

## Financing Options:

48 Month Term with \$1 buy out	36 Month Term with \$1 buy out
\$3105.86	\$4026.34

\*The above numbers are an estimate based on average credit.

## Order Form

**Company Name:** City of McCall

## Products:

Name	Quantity	List Price	Sale Price	Total Price
<b>8Hz14.4x</b> Pre-Sale available 05.01.15 - Expected Ship Date 06.30.15   14.4TB RAW Storage / 7.2TBu   SAS   8 x 10K RPM drives   1U Storage-Only Node   integrated storage/servers/virtualization   redundant power supplies   redundant 10Gb LAN and backplane NIC ports   Purchase includes 1 year of ScaleCare Support	3	\$33,000.00	\$39,000.00	\$117,000.00
<b>QCARE-2-8Hz14.4x</b> ScaleCare-HC4100z-8Hz14.4x-2 Year Extension   Hardware and Software support   24 months (starts at conclusion of 12 months included with purchase)   24/7 Critical phone support   Phone/Web/Email/LiveChat support   Online self-service portal access	3	\$8,060.00	\$8,060.00	\$24,180.00
<b>QSRN</b> Per Node   Remote Installation services   Initialize cluster   Assistance with basic network connectivity to Scale system w/ a compatible switch   One-time system configuration tasks   Creation of virtual machines   Basic system overview/training   Included in Scale Node purchase	3	\$0.00	\$0.00	\$0.00
		<b>Total List Price</b>	<b>Total Sales Price</b>	
		\$123,180.00	\$141,180.00	

## Financing Options:

48 Month Term with \$1 buy out	36 Month Term with \$1 buy out
\$3559.71	\$4614.7

\*The above numbers are an estimate based on average credit.

## Scale Computing Financing

If you are interested in leasing, Scale Computing offers a financing option. Financing options and rate estimates can be found in the above quote(s). Those numbers are an estimate based on average credit. Official numbers will be provided to City of McCall through the standard leasing process which will include a credit check and signing of lease documents.

To move forward with financing an HC3 cluster:

1. Select the quote you would like to purchase
2. Accept the proposal
3. Select Financing on the post acceptance page and complete the requested information.

A representative from Scale Computing (or one of their affiliate financing partners) will contact you to move forward with the leasing process.

## ScaleCare Support Services

Expert support services designed with your success in mind.

### Our Customer-Driven Philosophy

At Scale Computing, your success is how we measure our own success. You expect IT products and services that are easy to use, reliable, flexible and cost effective. HC<sup>3</sup> is Scale's leading product, providing hyperconverged datacenter infrastructure. HC<sup>3</sup> is built specifically for midsize companies who want to focus more on meeting their customers' information technology needs and less on worrying about and managing the underlying infrastructure.

Likewise, ScaleCare Support Services are specifically designed to consistently provide the service and support you need in order to meet your business needs and long-term success. We believe every Scale HC<sup>3</sup> customer deserves "premium" support so that's all we offer – and at a standard support price point. The days of making support trade-off decisions are gone with ScaleCare Support.

## **ScaleCare Delivers World-Class Technical Service and Support.**

Says who? Our customers! At the end of each support case, we measure your satisfaction of the overall support experience. Our customer satisfaction and loyalty scores are at world-class levels. Our customers say it best:

*"As a person who delivers support, I am qualified to give Scale Computing 10 out of 10. Great processes and great people equal a working system - that's all we want out here in the weeds."*

**David Gibson, OCR Content Manager, USA Managed Care Organization**

*"Our experience with your support staff has been excellent. The few times we've had to use it, your staff always knows exactly what they need from us to resolve our issue. You can tell they know what they're doing and aren't just reading from some support manual. The stated response time is two hours, but they always get back to us it seems within 20-30 minutes. I wish all of our vendors supported their customers as well as Scale does."*

**Josh Cope - I.T. Administrator - JMA Energy Company, LLC**

*"Technical support, as always, was excellent. Staff is patient, polite and nothing is too much trouble."*

**Anthony Quinn, Systems Manager, Cardinal Newman Catholic School**

## **ScaleCare Support Description:**

### **Flexible Support Terms –**

- First year included with HC3 purchase
- Option to upgrade to 3 years of support available at time of HC3 purchase
- One-year renewal option after initial contract expiration

### **Case Initiation Via Web, Phone, Email and Online Chat –**

- Multichannel case tools for ease of use

### **24/7 Hardware Technical Support –**

- Hardware warranty covered for the duration of the ScaleCare agreement

### **Rapid Replacement Parts –**

- Priority Cases: Next Day Delivery
- All Others: 2nd Day Delivery

### **24/7 Access to STAC (ScaleCare Technical Assistance Center) –**

- Staffed by converged infrastructure experts. Tight integration between STAC and software/hardware engineers to expedite problem resolution.

### **Rapid Target Response Objective –**

- Priority Cases: 2 hour, 24/7
- All Others: 2 hour, Weekdays 8am-8pm Eastern US time

### **Remote Support –**

- Secure access to cluster for STAC engineers. Provides near real-time "on site" support with hyperconverged infrastructure expert.

## Online Support Portal –

- On-demand access to various user communities, knowledge-base, product documentation, best practices, case management, account information, asset information and more.

## ScaleCare Health Checks –

- On-demand Health Checks at no charge for best practice assessment, optimized system performance and stability.

## TSANet Member –

- For coordination with other vendors' product support teams, as needed.

## ScaleCare Add-ons:

### Installation –

- Phone-based installation support by STAC engineer
- Includes basic knowledge transfer

### Hot Spares –

- On site spare hard drive and/or chassis

**Order:** End User shall submit written/electronic purchase orders (as specified by SCALE) to SCALE for SCALE Products. SCALE will ship SCALE Products to the address specified on the purchase order. All SCALE Products shall be shipped F.O.B. Origin (SCALE's shipping point). End User shall be responsible for shipping costs, shipping insurance costs, shipping taxes and shipping surcharges, if applicable.

**Price:** End User's price for each unit will be determined based on SCALE's list price at the time of order. End User is responsible for paying any and all applicable sales and/or use tax to their State Revenue Agency unless taxes are billed directly by SCALE.

**Payment:** On approved credit, payment terms are net thirty (30) days from the date of SCALE's invoice. If credit is not approved, other payment arrangements will be considered by SCALE. Finance charges in the amount of the greater of the maximum rate permitted by law or one and one-half percent (1.5%) per month may accrue on all accounts past due.

**Title:** Title to hardware will pass to End User upon shipment of the SCALE Products in accordance with order terms above.

**Returns:** All orders are considered final. No returns of sold SCALE Products will be accepted.

# Signature

Presented to:

City of McCall

June 04, 2015, 2:14:00 PM

Accepted by:

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**Printed Name**

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**Signed Name**

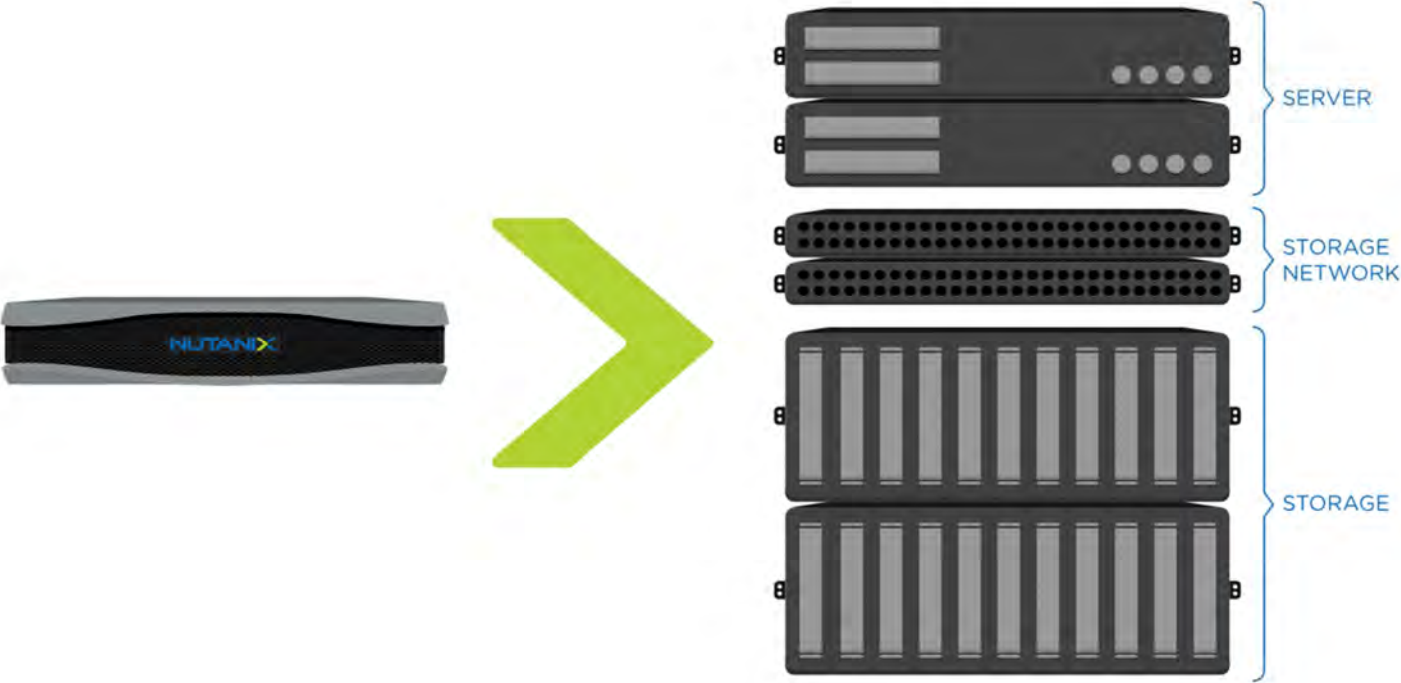
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**Title**

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**Date**

# Physical Comparison of Hyperconverged Datacenter Infrastructure vs. Existing Infrastructure





## Example of Fault Tolerance in Virtualized Environments

