



Board of County Commissioners Agenda Request

9A
Agenda Item #

Requested Meeting Date: 14 February 2023

Title of Item: Dell Azure Stack HCI proposal

<input checked="" type="checkbox"/> REGULAR AGENDA	Action Requested:	<input type="checkbox"/> Direction Requested	
<input type="checkbox"/> CONSENT AGENDA		<input checked="" type="checkbox"/> Approve/Deny Motion	<input type="checkbox"/> Discussion Item
<input type="checkbox"/> INFORMATION ONLY		<input type="checkbox"/> Adopt Resolution (attach draft)	<input type="checkbox"/> Hold Public Hearing* <i>*provide copy of hearing notice that was published</i>

Submitted by: Chris Sutch	Department: IT
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Presenter (Name and Title): Chris Sutch IT Manager	Estimated Time Needed: 5 Minutes
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Summary of Issue:

IT needs to replace some of our aging infrastructure. In years past, the normal has been to purchase several physical servers to carry the workloads. The current best practice is to run a Hyper Converged Infrastructure; Physical servers are clustered in order to virtualize workloads. Allowing servers to share resources more effectively, and provide redundancy and replication within the system. We may also see some savings on power consumption and cooling. The solution I am recommending is the Dell Azure Stack HCI.

This will replace most of Aitkin County's current server infrastructure.

Alternatives, Options, Effects on Others/Comments:

Alternatives explored include:
 Nutanix - \$100,000 plus \$40,000 annual software costs.
 Lenovo - \$50,000 - While the Lenovo product is cheaper the Dell proposal is a superior technology incorporating all solid state hard drives, whereas the Lenovo proposal was a hybrid option, with mostly conventional storage and a small amount of solid state for cache. With the Lenovo proposal adjusted for all solid state storage the costs are similar.

Recommended Action/Motion:
Approve purchase of Dell Azure Stack HCI

Financial Impact:

Is there a cost associated with this request? Yes No

What is the total cost, with tax and shipping? \$ 99,022.80

Is this budgeted? Yes No *Please Explain:*

IT has been reserving funds for server & infrastructure upgrades for the past several years. I have also obtained the County Recorder, Tara Snyder's approval to utilize \$50,000 from the Recorder Tech funds.



Dell Azure Stack HCI

Prepared for:

Aitkin County MN

Chris Sutch
csutch@co.aitkin.mn.us

Prepared by:

Austin Glazier

February 3, 2023



Eastern At-A-Glance

Eastern Computer Exchange, a trusted solution provider with a highly skilled and certified staff, has been delivering best in breed end-to-end technology to customers across the globe for over 30 years.

- Founded in 1990 - over 30 years!
- **World Headquarters:** Westport, CT, United States
- **Global Presence:** North America, South America, Asia Pacific, and Europe with over 50 offices on five continents
- **Core Business:** Hybrid Cloud, Software Defined Infrastructure, Business Continuance, Data Center Migrations, Consulting, Staffing, and Program Management
- **Partnerships:**



Industry Awards:

- 2022 Dell Titanium Partner
 - 2022 Cisco Gold Partner
 - 2022 Cisco Advanced Data Center Architecture Specialization Certificate
 - 2022 Cisco Customer Experience Specialization Certificate
 - CRN Tech Elite 250 Award 2022
 - Ten Best Industry Solution Providers of 2022, Industry Era Magazine
 - Five Best Dell Solution Providers of 2022, Enterprise World Magazine
- **Proven Leader in the Industry:** Over 30 years in business successfully deploying many of the largest solutions with our customers. Our customer business outcome focused processes for delivering solutions includes developing strategies for digital transformation, assessments, architectural planning / design, flexible consumption modeling, staging, implementation, and programmatic project management.
 - **Specialty Solutions:** Multi & Hybrid Cloud Strategy, Operations Managed Services, Hyper-Converged Infrastructure Solutions, End User Compute Modernization (Mobility Management), Virtual Desktops, Cyber Recovery, Zero Trust, Identity Management, Edge Computing, Internet of Things (IoT), Video Surveillance, Autonomous Operations, Managed Services, Data Center Relocation, Migrations, and Media & Entertainment.
 - **Networking:** We are highly skilled in the design of advanced Enterprise Network Architectures. Our Data Center designs are extremely adaptable and have been implemented worldwide by numerous Enterprise customers. Eastern's ability to design, deploy, and troubleshoot helps our customers streamline network operations, reduce cost, and improve total cost of ownership.
 - **Security:** Eastern's technology expertise is an integral part of any cyber security program. We partner with industry-leading security product manufacturers and possess an intimate knowledge of best-of-breed technologies and how they work together. Our knowledge and experience provide our customers with more effective, integrated solutions that exceed requirements.
 - **Global Presence:** United States, Argentina, Australia, Brazil, Bulgaria, Canada, China, Columbia, Czech Republic, France, Germany, Hong Kong, India, Indonesia, Ireland, Japan, Malaysia, Netherlands, New Zealand, Panama, Philippines, Romania, Singapore, South Africa, South Korea, Switzerland, Taiwan, Thailand, Turkey, United Kingdom and Uruguay.



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Executive Summary

February 3, 2023

Chris Sutch
County of Aitkin, MN
209 2nd St. NW
Aitkin, MN 56431-1269
United, States

Dear Chris:

On behalf of Eastern Computer Exchange, Inc. (Eastern), thank you for the opportunity to present the *Dell Azure Stack HCI* proposal for **County of Aitkin, MN**. Eastern is the leader in providing IT Digital and Cloud Transformation including Storage, Software, Networking, Security and Virtualization Solutions for your Infrastructure for over 30 years.

We greatly appreciate your time and the opportunity you have given us to prove Eastern and this solution is the best **County of Aitkin, MN**. Please review the below financial summary and proposal.

Financial Summary:

Dell Azure Stack HCI	
Hardware	\$85,045.26
Software	\$1,045.14
Services	\$4,078.74
Maintenance	\$8,853.66
Total	\$99,022.80

If you have any questions or need additional information, please feel free to contact me at **708-218-6928**.

Regards,

Austin Glazier
Account Executive
Eastern Computer Exchange Inc.
Mobile: 708-218-6928
Email: austinglazier@ecei.com

Dell Azure Stack HCI

Qty	Part #	Description	Total List	Total Price
		Hardware		
3	379-BDTF	2.5 Chassis	\$0.00	\$0.00
3	379-BDSS	SAS/SATA Backplane	\$0.00	\$0.00
3	379-BDTE	No Rear Storage	\$0.00	\$0.00
3	379-BDSR	No GPU Enablement	\$0.00	\$0.00
3	210-BBSN	Dell EMC AX-750	\$10,029.00	\$2,940.96
3	350-BCBP	All Flash Node, Azure Stack HCI	\$0.00	\$0.00
3	350-BCBR	Luggage Tag Label, Azure Stack HCI	\$0.00	\$0.00
3	350-BCGU	Lug Tag, Azure Stack HCI AX-750	\$0.00	\$0.00
3	350-BCKG	IDM, AX-750	\$0.00	\$0.00
3	461-AAIG	Trusted Platform Module 2.0 V3	\$297.00	\$87.12
3	321-BGFC	2.5" Chassis with up to 24 SAS/SATA Drives	\$2,820.00	\$826.95
3	338-CBWI	Intel Xeon Silver 4309Y 2.8G, 8C/16T, 10.4GT/s, 12M Cache, Turbo, HT (105W) DDR4-2666	\$3,357.00	\$984.45
3	338-CBWI	Intel Xeon Silver 4309Y 2.8G, 8C/16T, 10.4GT/s, 12M Cache, Turbo, HT (105W) DDR4-2666	\$3,357.00	\$984.45
3	379-BDCO	Additional Processor Selected	\$0.00	\$0.00
3	412-AAWE	Heatsink for 2 CPU configuration (CPU less than 165W)	\$0.00	\$0.00
3	370-AAIP	Performance Optimized	\$0.00	\$0.00
3	370-AEVR	3200MT/s RDIMMs	\$0.00	\$0.00
3	780-BCDI	No RAID	\$0.00	\$0.00
3	405-AAXY	Dell HBA355i Controller Front	\$2,157.00	\$632.52
3	750-ADED	Front PERC Mechanical Parts, for 2.5" x24 SAS/SATA Chassis	\$0.00	\$0.00
3	800-BBDM	UEFI BIOS Boot Mode with GPT Partition	\$0.00	\$0.00
3	750-ADGJ	Very High Performance Fan x6	\$867.00	\$254.22

Dell Azure Stack HCI

Qty	Part #	Description	Total List	Total Price
3	450-AJHG	Dual, Hot-Plug, Power Supply Redundant (1+1), 1400W, Mixed Mode	\$4,197.00	\$1,230.78
3	330-BBRX	Riser Config 2, Half Length, 4x16, 2x8 slots, SW GPU Capable	\$1,647.00	\$482.97
3	329-BFGT	R750 Motherboard with Broadcom 5720 Dual Port 1Gb On-Board LOM	\$0.00	\$0.00
3	540-BCOD	Broadcom 57416 Dual Port 10GbE BASE-T Adapter, OCP NIC 3.0	\$1,917.00	\$562.17
3	325-BEEY	Azure Stack HCI, 2U Standard Bezel	\$147.00	\$43.11
3	403-BCMG	BOSS-S2 controller card + with 2 M.2 240GB (RAID 1)	\$3,777.00	\$1,107.60
3	470-AERR	BOSS Cables and Bracket for R750 (Riser 1)	\$150.00	\$43.98
3	350-BBYX	No Quick Sync	\$0.00	\$0.00
3	605-BBFN	No Media Required	\$0.00	\$0.00
3	770-BBBQ	ReadyRails Sliding Rails	\$447.00	\$131.10
3	770-BDRQ	Cable Management Arm, 2U	\$207.00	\$60.69
3	750-ACOM	Fan Foam, HDD 2U	\$0.00	\$0.00
3	631-AACK	No Systems Documentation, No OpenManage DVD Kit	\$0.00	\$0.00
3	340-CULS	PowerEdge R750 Shipping	\$0.00	\$0.00
3	481-BBFG	PowerEdge R750 Shipping Material	\$297.00	\$87.12
3	389-DYHE	PowerEdge R750 CE Marking, No CCC Marking	\$0.00	\$0.00
3	389-DYHF	Dell/EMC label (BIS) for 2.5" Chassis	\$0.00	\$0.00
3	989-3439	Thank you choosing Dell ProSupport. For tech support, visit //www.dell.com/support or call 1-800-945-3355	\$0.00	\$0.00
48	370-AEVQ	16GB RDIMM, 3200MT/s, Dual Rank	\$40,800.00	\$11,964.48
24	345-BCTI	7.68TB SSD vSAS Read Intensive 12Gbps 512e 2.5in Hot-Plug ,AG Drive SED, 1DWPD,	\$210,950.88	\$61,860.48
6	492-BBDH	Jumper Cord - C13/C14, 0.6M, 250V, 13A (North American, Guam, North Marianas, Philippines, Samoa)	\$120.00	\$35.22

Dell Azure Stack HCI

Qty	Part #	Description	Total List	Total Price
3	540-BDIN	Mellanox ConnectX-5 Dual Port 10/25GbE SFP28 Adapter, PCIe Low Profile, V2	\$2,127.00	\$623.73
3	470-ACET	Dell Networking, Cable, SFP28 to SFP28, 25GbE, Passive Copper Twinax Direct Attach Cable, 2 Meter	\$345.00	\$101.16
Hardware Subtotal			\$290,012.88	\$85,045.26
Software				
3	379-BEHV	Azure Stack HCI Operating System	\$0.00	\$0.00
3	528-CRVW	iDRAC9 Datacenter 15G	\$2,067.00	\$606.15
3	528-CJIT	OpenManage Integration with MS Windows Admin Center Premium License for MSFT HCI Solutions, Perpetual	\$1,497.00	\$438.99
3	379-BCSG	iDRAC, Legacy Password	\$0.00	\$0.00
3	379-BCQY	iDRAC Group Manager, Disabled	\$0.00	\$0.00
3	634-BZEF	Microsoft Azure Stack HCI Operating System	\$0.00	\$0.00
Software Subtotal			\$3,564.00	\$1,045.14
Services				
3	839-3617	ProDeploy for AX 1U-2U	\$4,078.74	\$4,078.74
Services Subtotal			\$4,078.74	\$4,078.74
Maintenance: 36 Months				
3	865-7971	Dell Hardware Limited Warranty Plus Onsite Service	\$1,288.14	\$377.73
3	865-7981	ProSupport Next Business Day Onsite Service After Problem Diagnosis 3 Years	\$0.00	\$0.00
3	865-8001	ProSupport 7X24 Technical Support and Assistance 3 Years	\$25,851.00	\$8,475.93
Maintenance: 36 Months Subtotal			\$27,139.14	\$8,853.66

Total: \$99,022.80

Dell Azure Stack HCI

Prepared by:

Eastern Computer Exchange, Inc.

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Prepared for:

Aitkin County MN

209 2nd St. NW
Aitkin, MN 56431-1269
United States
Chris Sutch
(218) 927-7318
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Quote Information:

Quote #: 11501, 6841

Version: 2

Proposal Date: 02/03/2023

Expiration Date: 02/17/2023

Quote Summary

Description	Amount
Dell Azure Stack HCI	\$99,022.80
Total:	\$99,022.80

Aitkin County MN

Eastern Computer Exchange, Inc.

Signature:

Signature:

Name:

Name:

Title:

Title:

Date:

Date:

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.