Proposal	IT Savvy	Sentinal	Kkworx	CDWG	MSSI	Insight	DSN Group	Howard	
Proposal Format	5%	1%	5%	5%	5%	1%	4%	3%	5%
Meth, Time Frame, Life Cyc	25%	0%	25%	25%	25%	0%	25%	5%	25%
Prior Experience	5%	0%	5%	0%	5%	5%	5%	0%	5%
Response to Specific Features….	30%	15%	27%	15%	30%	10%	25%	10%	25%
Cost	25%	0%	18%	24%	19%	19%	18%	25%	21% *
Support	10%	0%	8%	10%	10%	0%	10%	5%	10% **
Percent Weight		16.0	87.7	79.1	94.5	34.9	87.2	48.0	90.7
Point score		61	96	79	95	51	84	71	81
Total		**77.0**	**183.7**	**158.1**	**189.5**	**85.9**	**171.2**	**119.0**	**171.7**

*Percentages determined based solely on cost provided. ITSavvy scored 0% because they were over budget.

**We are judging support on manufacturer and no reseller. HPE recent acquisition of Nimble has us concerned with continued high level support.

Vendor	Chosen/Acceptable prices.	Percentage	Chosen Options	
DSN	$ 123,747.20	25%	1 and Apendix B	
KK Works	$ 143,934.00	24%		1
Howard	$ 219,164.00	21%		1
CDWG	$ 244,613.53	19%		1
Mass Systems	$ 257,640.39	19%		1
Insight	$ 273,521.45	18%		1
Sentinel	$ 284,808.00	18%	1 and Apendix B*	
IT Savvy	$ 672,652.26	0%		1

*Only option one provides less space and inbalanced redundany

			Included	Modification	Feature Not avail	Other
Production	1	Dual Active controllers	X			
	2	Replication Licenses	X			
	3	Site A: Size	X			
	4	Drive Characteristics	X			
	5	Protected from Data Loss	X			
	6	Recovery from Failed Drive	X			
	7	Hot Spares	X			
	8	SAN Snapshot licenses	X			
DR	9	Site B: Size	X			
	10	Drive Characteristics	X			
	11	Protected from Data Loss	X			
	12	Recovery from Failed Drive	X			
	13	Hot Spares	X			
	14	SAN Snapshot licenses	X			
Connect	1	Cost to add hosts	X			
DR site	1	Dual Active controllers	X			
	2	Replication Licenses	X			
Other Questions		Keep Drive				
		Spares				
		Drive Fail				
		VAAI				
		WAN				
		DR/Virtual				
		DR Philosophy				
		Pre-validated				
		Difference between options				

Notes	Score
	4
Homogeneous replication included with purchase	4
111.19TB prior to data reduction	3
All flash	4
Selct RAID type when creating storage pool	2
Call home, ticket created and replacement sent (if configured)	2
No number provided, based on RAID type selected	2
Max 256	3
111.19TB prior to data reduction	3
All flash	4
Selct RAID type when creating storage pool	2
Call home, ticket created and replacement sent (if configured)	2
No number provided, based on RAID type selected	2
Max 256	3
No additional cost	4
	4
Homogeneous replication included with purchase	4
No answer	1
No answer	1
No answer	1
No answer	1
No answer	1
No answer	1
No answer	1
No answer	1
No answer	1

61 Total

			Included	Modification	Feature Not avail	Other
Production	1	Dual Active controllers	X			
	2	Replication Licenses	X			
	3	Site A: Size	X			
	4	Drive Characteristics	X			
	5	Protected from Data Loss	X			
	6	Recovery from Failed Drive	X			
	7	Hot Spares	X			
	8	SAN Snapshot licenses	X			
DR	9	Site B: Size	X			
	10	Drive Characteristics	X			
	11	Protected from Data Loss	X			
	12	Recovery from Failed Drive	X			
	13	Hot Spares	X			
	14	SAN Snapshot licenses	X			
Connect	1	Cost to add hosts	X			
DR site	1	Dual Active controllers				X
	2	Replication Licenses	X			
Other Questions		Keep Drive	X			
		Spares	X			
		Drive Fail	X			
		VAAI	X			
		WAN	X			
		DR/Virtual	X			
		DR Philosophy	X			
		Pre-validated	X			
		Difference between options	X			

Notes	Score
Not included but solution should be fine in terms of availabilty.	3.5
	4
	4
	3
	4
	4
No hot spares required	4
No additional cost	4
	4
	3
	4
	4
No hot spares required	4
No additional cost	4
No additional cost	4
Not included but solution should be fine in terms of availabilty.	3.5
	4
Need further distinction - keep or destroy? Our decision? Keep drive	3
Just for production	4
InfoSite automatically identifies and sends replacement	4
	4
Not recommended	4
	4
	4
	4

96 Total

			Included	Modification	Feature Not avail	Other
Production	1	Dual Active controllers		X		
	2	Replication Licenses	X			
	3	Site A: Size	X			
	4	Drive Characteristics	X			
	5	Protected from Data Loss	X			
	6	Recovery from Failed Drive	X			
	7	Hot Spares		X		
	8	SAN Snapshot licenses	X			
DR	9	Site B: Size	X			
	10	Drive Characteristics	X			
	11	Protected from Data Loss	X			
	12	Recovery from Failed Drive	X			
	13	Hot Spares		X		
	14	SAN Snapshot licenses	X			
Connect	1	Cost to add hosts	X			
DR site	1	Dual Active controllers	X			
	2	Replication Licenses	X			
Other Questions		Keep Drive	X			
		Spares	X			
		Drive Fail	X			
		VAAI	X			
		WAN				X
		DR/Virtual	X			
		DR Philosophy	X			
		Pre-validated				X
		Difference between options				

Notes	Score
No mention of active/active contoller	2
Included	4
57 2.4TB SAS. No breakout of useable space provided	3
10k SAS	4
RAID 5 8+P	2
1 Drive failure with RAID5 and 2 for RAID6	2
1 per 24 SAS and 1 per 12 NLSAS	3
256 snaps per LUN. 2048 per M120 and 8192 per M320	4
57 2.4TB SAS. No breakout of useable space provided	3
10k SAS	4
RAID 5 8+P	2
1 Drive failure with RAID5 and 2 for RAID6	2
1 per 24 SAS and 1 per 12 NLSAS	3
256 snaps per LUN. 2048 per M120 and 8192 per M320	4
No additional cost	4
Can support FC and iSCSI to the dual active/active controller	4
Included	4
	3
	3
	4
	4
Not specified	1
	4
	4
Not specified. No mention of certified with other hardware.	1
1 option provided.	1

79 Total

			Included	Modification	Feature Not avail	Other
Production	1	Dual Active controllers	X			
	2	Replication Licenses	X			
	3	Site A: Size	X			
	4	Drive Characteristics	X			
	5	Protected from Data Loss	X			
	6	Recovery from Failed Drive	X			
	7	Hot Spares	X			
	8	SAN Snapshot licenses	X			
DR	9	Site B: Size	X			
	10	Drive Characteristics	X			
	11	Protected from Data Loss	X			
	12	Recovery from Failed Drive	X			
	13	Hot Spares	X			
	14	SAN Snapshot licenses	X			
Connect	1	Cost to add hosts	X			
DR site	1	Dual Active controllers	X			
	2	Replication Licenses	X			
Other Questions		Keep Drive	X			
		Spares	X			
		Drive Fail	X			
		VAAI	X			
		WAN			X	
		DR/Virtual	X			
		DR Philosophy	X			
		Pre-validated	X			
		Difference between options			X	

Notes	Score
Active/Active	4
Snap Mirror included in premium bundle	4
137TB usable	4
SAS 7.2k not in response	3
	4
How many drives can fail? 2 (answered in Hot Spares)	3.5
	4
Included in premium bundle	4
137TB usable	4
SAS 7.2k not in response	3
	4
How many drives can fail? 2 (answered in Hot Spares)	3.5
	4
Included in premium bundle	4
No additional costs	4
Active/Active	4
Snap Mirror included in premium bundle	4
Destruction included. NRD available.	4
	4
Support edge premium. 4hr part replacement.	4
	4
Not available in this scope. Not recommended.	4
No mention of CDW benfitting DR strategies or virtulization	3
	3
FlexPod	4
Only 1 option provided	

95 Total

			Included	Modification	Feature Not avail	Other
Production	1	Dual Active controllers	X			
	2	Replication Licenses	X			
	3	Site A: Size	X			
	4	Drive Characteristics	X			
	5	Protected from Data Loss	X			
	6	Recovery from Failed Drive	X			
	7	Hot Spares	X			
	8	SAN Snapshot licenses	X			
DR	9	Site B: Size	X			
	10	Drive Characteristics	X			
	11	Protected from Data Loss	X			
	12	Recovery from Failed Drive	X			
	13	Hot Spares	X			
	14	SAN Snapshot licenses	X			
Connect	1	Cost to add hosts	X			
DR site	1	Dual Active controllers	X			
	2	Replication Licenses	X			
Other Questions		Keep Drive				
		Spares				
		Drive Fail				
		VAAI				
		WAN				
		DR/Virtual				
		DR Philosophy				
		Pre-validated				
		Difference between options				

Notes	Score
	4
No details	2
No specific size detailed	2
10K SAS	4
RAID 5	1
4 hour SLA	3
RAID 5	1
No numbers of snapshots max etc.	1
No specific size detailed	2
10K SAS	4
RAID 5	1
4 hour SLA	3
RAID 5	1
No numbers of snapshots max etc.	1
No additional costs	4
	4
	4
No answer	1
No answer	1
No answer	1
No answer	1
No answer	1
No answer	1
No answer	1
No answer	1
No answer	1
	51 Total

			Included	Modification	Feature Not avail	Other
Production	1	Dual Active controllers	X			
	2	Replication Licenses	X			
	3	Site A: Size	X			
	4	Drive Characteristics	X			
	5	Protected from Data Loss	X			
	6	Recovery from Failed Drive	X			
	7	Hot Spares	X			
	8	SAN Snapshot licenses	X			
DR	9	Site B: Size	X			
	10	Drive Characteristics	X			
	11	Protected from Data Loss	X			
	12	Recovery from Failed Drive	X			
	13	Hot Spares	X			
	14	SAN Snapshot licenses	X			
Connect	1	Cost to add hosts	X			
DR site	1	Dual Active controllers	X			
	2	Replication Licenses	X			
Other Questions		Keep Drive				X
		Spares				X
		Drive Fail	X			
		VAAI	X			
		WAN	X			
		DR/Virtual	X			
		DR Philosophy	X			
		Pre-validated	X			
		Difference between options				

Notes	Score
	Score
3Par 8200	4
HPE 3PAR All-in Multi-system	4
110TB min usable. No additional details provided	3
10k SAS	4
RAID 6 (6+2) 2 drive failure possible.	4
	4
6+2	4
Included	4
110TB min usable. No additional details provided	3
10k SAS	4
RAID 6 (6+2) 2 drive failure possible.	4
	4
6+2	4
	4
	4
3Par 8200	4
HPE 3PAR All-in Multi-system	4
Available at additional cost	1
Available at additional cost	1
	3
	3
	3
	2
	2
	2
1 option provided	1
	84 Total

			Included	Modification	Feature Not avail	Other
Production	1	Dual Active controllers	X			
	2	Replication Licenses	X			
	3	Site A: Size	X			
	4	Drive Characteristics	X			
	5	Protected from Data Loss	X			
	6	Recovery from Failed Drive	X			
	7	Hot Spares	X			
	8	SAN Snapshot licenses	X			
DR	9	Site B: Size	X			
	10	Drive Characteristics	X			
	11	Protected from Data Loss	X			
	12	Recovery from Failed Drive	X			
	13	Hot Spares	X			
	14	SAN Snapshot licenses	X			
Connect	1	Cost to add hosts	X			
DR site	1	Dual Active controllers	X			
	2	Replication Licenses	X			
Other Questions		Keep Drive				
		Spares				
		Drive Fail				
		VAAI				
		WAN				
		DR/Virtual				
		DR Philosophy				
		Pre-validated				
		Difference between options				

Notes	Score
	4
	4
144TB usable	4
6TB 7.2k SAS S4	3
RAID 6 2 drive failure	3
	3
2 per array	4
	4
144TB usable	4
6TB 7.2k SAS S4	3
RAID 6 2 drive failure	3
	3
2 per array	4
	4
No limit nor additional cost	4
	4
	4
Not answered	1
Not answered	1
Not answered	1
Not answered	1
Not answered	1
Not answered	1
Not answered	1
Not answered	1
Not answered	1

71 Total

			Included	Modification	Feature Not avail	Other
Production	1	Dual Active controllers	X			
	2	Replication Licenses	X			
	3	Site A: Size	X			
	4	Drive Characteristics	X			
	5	Protected from Data Loss		X		
	6	Recovery from Failed Drive	X			
	7	Hot Spares		X		
	8	SAN Snapshot licenses		X		
DR	9	Site B: Size	X			
	10	Drive Characteristics	X			
	11	Protected from Data Loss		X		
	12	Recovery from Failed Drive	X			
	13	Hot Spares		X		
	14	SAN Snapshot licenses		X		
Connect	1	Cost to add hosts	X			
DR site	1	Dual Active controllers	X			
	2	Replication Licenses	X			
Other Questions		Keep Drive	X			
		Spares	X			
		Drive Fail	X			
		VAAI	X			
		WAN			X	
		DR/Virtual	X			
		DR Philosophy	X			
		Pre-validated			X	
		Difference between options			X	

Notes	Score
	3
	3
No size specified in answer - Just matches existing storage	2
Flash and 10k or All Flash	3
Double Parity RAID 6 - No additional details	2
	4
	2
	4
No size specified in answer - Just matches existing storage	2
Flash and 10k or All Flash	3
Double Parity RAID 6 - No additional details	2
	4
	2
	4
	3
	3
	3
Need further distinction - keep or destroy? Our decision? Keep drive	3
With purchase pf premier support	4
	4
Plugin for vCenter	4
Support asynchronous replication not spanning metro cluster	4
	4
	4
	3
Only 1 option provided	2
	81 Total

			Included	Modification	Feature Not avail	Other
Production	1	Dual Active controllers				
	2	Replication Licenses				
	3	Site A: Size				
	4	Drive Characteristics				
	5	Protected from Data Loss				
	6	Recovery from Failed Drive				
	7	Hot Spares				
	8	SAN Snapshot licenses				
DR	9	Site B: Size				
	10	Drive Characteristics				
	11	Protected from Data Loss				
	12	Recovery from Failed Drive				
	13	Hot Spares				
	14	SAN Snapshot licenses				
Connect	1	Cost to add hosts				
DR site	1	Dual Active controllers				
	2	Replication Licenses				
Other Questions		Keep Drive				
		Spares				
		Drive Fail				
		VAAI				
		WAN				
		DR/Virtual				
		DR Philosophy				
		Pre-validated				
		Difference between options				

Notes   Score