

## **CAD/RMS SAN Purchase**

### **Reasons for Purchasing Nimble via NASPO**

The following are quick references to some of the reasons that Nimble Storage products were selected for the CAD/RMS project:

- Basis of design was NetApp. NetApp is the PD's current SAN vendor which was purchased 3 years ago off RFP and has worked very well for the APD. The existing NetApp system will continue to be used by the PD.
  - However, after receiving the SAN performance requirements from Intergraph, our CAD/RMS vendor who required extremely high performance measures, the updated NetApp solution would have been cost prohibitive given the amount that had been budgeted in the project for the SAN.
  - Sentinel did obtain additional SAN bids from NetApp and EMC. NetApp costs for equivalent storage capacity and performance was significantly higher, close to \$100,000 more. EMC was \$30,000 more than Nimble.
  - Nimble's interface was also found to be very easy to use and therefore brings with it a shorter learning curve.
- To address the CAD/RMS vendor's stated performance requirements and bring the SAN in within budget, Nimble was recommended as an alternative.
- IT staff held multiple meetings with both Sentinel and Nimble together and separately to ensure that Nimble products would be a good replacement for the proposed NetApp solution.
  - Nimble was able to come in with the required feature sets as well as meet the required Intergraph performance characteristics and provide a highly discounted solution (27.3% for the production SAN and 51.1% for the DR SAN) after negotiations on price which is authorized under the NASPO contract. The total Nimble purchase cost includes 2 SAN's – one for APD and one for the Station 8 back-up site for Disaster Recovery.
- Purchasing off pre-bid contracts like NASPO saves on City staff time (Purchasing, IT, etc.) and also helps to meet the CAD/RMS project contracted schedule. Delays in the project by the City will result in additional project expenses owed to the vendor. Purchasing and Legal both signed off on this purchase.
- Delivery time, Nimble stated they could deliver their products in 2-3 weeks from order placement which again helps keep the project on schedule and therefore on budget.