

Price Analysis



Bid No.: PNC2131219B1
 Bid Title: Everpure Data Storage Hardware, Software, and Services

#	Items	Item Description	Unit of Measure	Qty	MSRP	United Data Technologies	
						Minimum % Off MSRP	Estimated Annual Amount After Discount Off List
Group 1 (ETS Storage Refresh)							
#1-1	FB-S500R2-1350TB-75DFMc	Pure Storage FlashBlade// S500 R2 system SKU using 75.0TB drive. 1350TB of raw storage capacity. Includes hardware and software license., 1 chassis, 9 blades, 2 drive/ blade.	Lump Sum	2	\$4,001,333.00	73%	\$1,076,358.58
#1-2	FB-S500R2-1350TB-75DFMc, 1MO, PRIM, FVR	Evergreen Forever Subscription, 4 Hour Delivery, 24/7 Support (60 months)	Lump Sum	2	\$639,859.80	21%	\$505,489.24
#1-3	PS-DP-FBISINSTSI	FB//S Single Chassis Install	Lump Sum	2	\$15,000.00	15%	\$12,750.00
#1-4	FB-100Gb-Eth-SFP-SR	100Gb Ethernet Short Range QSFP28 Transceiver	Each	18	\$1,560.00	20%	\$1,248.00
#1-5	PS-ADOPT-UFFO-DATA-MIGRATION-MEDIUM	Pure Adopt UFFO Data Migration (600TIB)	Lump Sum	1	\$94,800.00	15%	\$80,580.00
#1-6	PS-FB-DESIGN-OPERATIONAL-READINESS-ONBOARDING	Advanced Service consulting engagement providing low level design, test plan, operations guide, and knowledge transfer for optimally deploying FlashBlade.	Lump Sum	1	\$27,000.00	15%	\$22,950.00
#1-7	PS-TAM-10HR-1-MNTH	Technical Account Manager, 10 hours/ month. (60-months)	Lump Sum	1	\$166,800.00	0%	\$166,800.00
Subtotal Group 1					\$4,946,352.80		\$1,866,175.82
Group 2 (Future Estimated Potential Use for County-wide Needs)							
#2-1	Hardware	Minimum Discount off MSRP for Hardware Purchase, Storage Platforms; e.g. FlashArray, FlashBlade, Everpure//E, etc (Refer to Balance-of-line in Specifications and Requirements)	Lump Sum	1	\$21,552,036.00	73%	\$5,797,497.68
#2-2	Installation Services	Refer to Balance-of-line in Specifications and Requirements	Lump Sum	1	\$25,500.00	15%	\$21,675.00
#2-3	Professional Services	Refer to Balance-of-line in Specifications and Requirements	Lump Sum	1	\$232,356.00	15%	\$197,502.60
#2-4	Evergreen / Maintenance Subscription Plans	Refer to Balance-of-line in Specifications and Requirements	Lump Sum	1	\$1,241,765.00	21%	\$980,994.35

#	Items	Item Description	Unit of Measure	Qty	MSRP	United Data Technologies	
						Minimum % Off MSRP	Estimated Annual Amount After Discount Off List
#2-5	Evergreen / Flex, Consumption Based Service	Refer to Balance-of-line in Specifications and Requirements	Lump Sum	1	\$1,458,311.00	21%	\$1,152,065.69
#2-6	Evergreen / One	Pure As-A-Service (Refer to Balance-of-line in Specifications and Requirements)	Lump Sum	1	\$307,488.00	21%	\$242,915.52
#2-7	Miscellaneous Peripheral Add-on Components	Refer to Balance-of-line in Specifications and Requirements	Lump Sum	1	\$250,000.00	20%	\$200,000.00
Subtotal Group 2 (Year 1)					\$25,067,456.00		\$8,592,650.84
Group 2 (Year 2 Minus Hardware Amount)					\$3,515,420.00		\$2,795,153.16
Group 2 (Year 3 Minus Hardware Amount)					\$3,515,420.00		\$2,795,153.16
Group 2 (Year 4 Minus Hardware Amount)					\$3,515,420.00		\$2,795,153.16
Group 2 (Year 5 Minus Hardware Amount)					\$3,515,420.00		\$2,795,153.16
Grand Total					\$44,075,488.80		\$21,639,439.30

Overall, the County is receiving approximately 51% off MSRP (based on the total of MSRP for all items, with percent discount applied).