

# City of Alameda CALIFORNIA



The Virtualization & IT Solution Experts

**Bill To:** Leon King  
 Director, Information Technology  
 950 West Mall Square, Room 175  
 Alameda, CA 94501-7575  
 Phone: (510) 747-7599  
[lking@alamedaca.gov](mailto:lking@alamedaca.gov)

**48383 Fremont Blvd. Suite 122**  
**Fremont CA 94538**  
**Date: May 31st, 2018**  
**Quote #: LK-053118-Tegile 2xHD20140-100**  
**AM: Dan Leinwohl**  
**Phone: 510-933-7575**  
**Email: [dan@kiscc.com](mailto:dan@kiscc.com)**

| Quote valid for Thirty Days                                                                                                                                                                                                                                                                                                                                                 |     |                  |                     |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|------------------|---------------------|
| DESCRIPTION                                                                                                                                                                                                                                                                                                                                                                 | QTY | PRICE            | EXT. PRICE          |
| <b>Tegile IntelliFlash HD2040-100 High Density All-Flash Array, 92TB SSD in 2U (City Hall)</b>                                                                                                                                                                                                                                                                              |     |                  |                     |
| Tegile IntelliFlash HD2040-100 High Density All-Flash Array (Dual Active/Active Controllers; 4 * Intel Xeon CPUs; 464 GB Memory; 92TB SSD in 2U) w/ IntelliFlash OS Software License, which includes: Intelligent Caching, Block and File protocols, Inline Deduplication and Compression, Space Efficient Snapshots and Clones, WAN Optimized Replication, Data Encryption | 2   | \$93,100.00      | \$186,200.00        |
| Dual Port 10Gbps Ethernet SFP+ NIC                                                                                                                                                                                                                                                                                                                                          | 4   | \$1,290.00       | \$5,160.00          |
| <b>Tegile Three Year Maintenance Options</b>                                                                                                                                                                                                                                                                                                                                |     |                  |                     |
| Tegile 3-Year Standard Proactive Support for HD2040-100 (NBD parts 7 * 24 call support)                                                                                                                                                                                                                                                                                     | 0   | \$20,000.00      | \$0.00              |
| Tegile 3-Year Premier Proactive Support for HD2040-100 (Onsite parts, 7 * 24 call support, 4 hour onsite parts replacement, health checks, reviews)                                                                                                                                                                                                                         | 2   | \$30,000.00      | \$60,000.00         |
| <b>Tegile Instructor-Led Training and Installation by Tegile-Certified Engineer</b>                                                                                                                                                                                                                                                                                         |     |                  |                     |
| Tegile Introduction and Administration 2-day Instructor Led Training                                                                                                                                                                                                                                                                                                        | 1   | FREE             | FREE                |
| Standard Onsite Professional Services to be performed by Tegile Certified KIS Engineer                                                                                                                                                                                                                                                                                      | 2   | \$3,000.00       | \$6,000.00          |
|                                                                                                                                                                                                                                                                                                                                                                             |     | <b>SUBTOTAL:</b> | <b>\$257,360.00</b> |
|                                                                                                                                                                                                                                                                                                                                                                             |     | <b>9.25% Tax</b> | <b>\$17,700.80</b>  |
|                                                                                                                                                                                                                                                                                                                                                                             |     | <b>Shipping</b>  | <b>\$950.00</b>     |
|                                                                                                                                                                                                                                                                                                                                                                             |     | <b>TOTAL:</b>    | <b>\$276,010.80</b> |

**Prepared by:**  
 Doug Wenzel  
[doug@kiscc.com](mailto:doug@kiscc.com)  
 510-403-7572

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**48383 Fremont Blvd. Suite 122**  
**Fremont CA 94538**

**Date: June 7th, 2018**

**Quote #: LK-061218-Cisco C36508x24UQ switches**

**AM: Dan Leinwohl**

**Phone: 510-933-7575**

**Email: [dan@kiscc.com](mailto:dan@kiscc.com)**

Quote valid for Thirty Days

| DESCRIPTION                                                                                                                                                                                                                                                              | QTY | PRICE      | EXT. PRICE         |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|------------|--------------------|
| <b>Redundant Pair MultiGig Switches for SAN - SFP+ transceivers or direct attach cables not included</b>                                                                                                                                                                 |     |            |                    |
| Switch - L3 - managed - 16 x RJ-45 10/100/1000 (UPOE) + 8 x RJ-45 100/1000/2.5G/5G/10G (UPOE) + 4 x 10 Gigabit SFP+ (uplink) - desktop, rack-mountable - UPOE (820 W) Includes One Power Supply. RPS optional. 272 Gbps on 24-port Multigigabit models with 4x10G uplink | 4   | \$4,282.00 | \$17,128.00        |
| Cisco SMARTnet - Extended service agreement - replacement - 8x5- response time: NBD - for P/N: WS-C3650-8X24UQ-S, 36 months                                                                                                                                              | 4   | \$1,376.00 | \$5,504.00         |
| <b>Prepared by:</b>                                                                                                                                                                                                                                                      |     |            | <b>SUBTOTAL:</b>   |
| Doug Wenzel                                                                                                                                                                                                                                                              |     |            | <b>\$22,632.00</b> |
| <a href="mailto:doug@kiscc.com">doug@kiscc.com</a>                                                                                                                                                                                                                       |     |            | <b>9.25% Tax</b>   |
| 510-403-7572                                                                                                                                                                                                                                                             |     |            | <b>\$1,584.34</b>  |
|                                                                                                                                                                                                                                                                          |     |            | <b>Shipping</b>    |
|                                                                                                                                                                                                                                                                          |     |            | <b>Free Ground</b> |
|                                                                                                                                                                                                                                                                          |     |            | <b>TOTAL:</b>      |
|                                                                                                                                                                                                                                                                          |     |            | <b>\$24,216.34</b> |