

06-2424

Could you quote a solution that would meet the initial requirements?

- 10 TB of Usable Data Storage
- Redundant Management
- Redundant Power
- Redundant Disk Arrays
- Asynchronous / Synchronous Replication
- RAID 1/5/6/10 Support or any combination of the four
- File Management – Ability to archive / delete files older than a set date and time on demand
- Ability to loose multiple Disk Drives and remain operational without interruption of service
- Data Snapshot capability
- Storage device can reside in multiple locations per virtual drive

Include pricing (and solution) to add an additional 10 TB each year for the next 5 years (up to 60 TB), both hardware, software and maintenance.



EQUALLOGIC®

9 Townsend West, Nashua NH 03031

Phone: 603.579.9762 Fax: 603.579.0319

Order #	Description	Qty.	Unit Price	Line Total
PS-300E	<p>PS300E With 7.0 TB of capacity in a 3U enclosure, the PS300E can hold thousands of snapshots for fast backup and restore while serving up best-in-class performance of 300 MB/sec and 60,000 IOPS simultaneously providing both primary and secondary storage for database, email, print & file and Web services applications. Dual hot-swappable controllers each with dual-core 64-bit RISC processor 2 GB memory, 72 hour battery back up Dual hot-swappable power supplies and fans 3 redundant Gigabit Ethernet ports for iSCSI connectivity (14) 500 GB drives for 7.0 TB raw capacity Included PS Series software</p> <ul style="list-style-type: none"> • Heterogeneous OS Support • Volume Snapshot – (Up to 512 per Volume, Read-only and Read/Write, Scheduler) • Volume cloning • Auto-replication • Volume management • Automatic load balancing • PS Group Manager • RAID 10 or 50 with hot sparing • Storage virtualization • Auto-snapshot Manager • MPIO 	2	\$ 56,000	\$ 112,000
PS-XN	<p>Professional Services: On-site installation of SAN, configuration of volumes, user training, and consultative assistance with best practices, etc.</p>	2	\$ 2,500	\$ 5,000

Total Price	\$	117,000
Special CITY OF RACINE Price	\$	74,947

From: Scott Wilson [Scott.Wilson@lefthandnetworks.com]
Sent: Wednesday, August 23, 2006 12:13 PM
To: John, Dennis
Subject: RE: Got SAN?

Attachments: Single Instance Storage in Storage Server 2003 R2.pdf
 Dennis

I've placed some remarks next to the itemized requirements for the SAN so demonstrate our ability to meet your needs. I have also created an architecture for the SAN based on our 6TB building block. This hardware platform is suited for larger capacity requirements and is a good balance of performance and price/TB. There are other options that we can explore for different scenarios. One option, although it would be more costly, would be an architecture that utilizes HP ProLiant for the storage nodes rather than LeftHand's branded hardware.

The proposed architecture consists of four 6TB storage nodes. This would yield 10TB of useable storage capacity and provide a significant level of data protection that is not available for any other storage vendor. The solution also contains a SAN Filer. This option will allow you to manage the data on the SAN at a file level. It is powered by Microsoft Windows Storage Server R2. The R2 edition provides some excellent capabilities to assist with storage resource management. It will allow you to ability to identify files that meet certain criteria such as age. It also contains Single Instance Storage capabilities similar to what Exchange has. I have attached a Microsoft paper that discusses SIS and how it provides improved capacity utilization.

- 10 TB of Usable Data Storage - Four 6TB NSM160's will yield 10TB of useable capacity if RAID 5 and SAN/iQ Level-2 data protection is used
- Redundant Management - The LeftHand User Interface is a JAVA application that can be installed on multiple management stations
- Redundant Power - Each NSM260 has redundant power to prevent node failure due to power loss
- Redundant Disk Arrays - The proposed configuration contains four active storage controllers. Up to two controllers can fail concurrently.
- Asynchronous / Synchronous Replication - Both capabilities are included in the solution
- RAID 1/5/6/10 Support or any combination of the four - LeftHand supports RAID 0, 10, 5 & 50 that are combined with three levels of SAN/iQ data protection levels
- File Management – Ability to archive / delete files older than a set date and time on demand - Proposed SAN Filer provides this capability. The SAN Filer can also operate with Microsoft Cluster Server for increased availability and increase file access performance.
- Ability to loose multiple Disk Drives and remain operational without interruption of service - Volumes can remain online even in the event of RAID5 double disk faults
- Data Snapshot capability - Included. There are virtually no limits to the amount of snapshots that can be created and retained.
- Storage device can reside in multiple locations per virtual drive - LeftHand has the unique ability to create metropolitan storage networks. This allows SAN volumes to be distributed across multiple locations. With a LeftHand Metro-SAN, dataloss is will not occur if a site failure caused by a disaster (natural, fire, sprinkler system, power failure).

LeftHand Configuration - All prices are at standard retail cost for budgetary purposes

4	N260-6000	6TB storage node with SAN/iQ software
suite		\$145,600
1	SF150-01	SAN Filer NAS gateway with Microsoft Storage Server
R2		\$ 5,900
4	SUP-260L-P-EW2	5 years NSM260 24 X 7 hardware and software support with 4 hour
response		\$ 66,320
1	SUP-SF-P-EW2	5 years SAN Filer 24 X 7 hardware and software support with 4

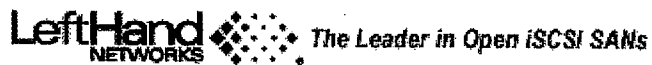
hour response \$ 2,991

\$220,811

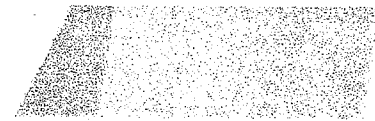
Cost for additional 6TB storage nodes are \$46,681 and include hardware, software and 3 years of Premium support. Two 6TB nodes will yield 10TB of useable capacity.

Basic Support is also an available option for this configuration. It provides 8 X 5 M-F Hardware and Software support with 4 hour software response and Next Business Day hardware response. Support can also be purchased on a year by year basis after the initial one year warranty expires.

Please let me know if I can provide any additional information.



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