

RESOLUTION 21-15

A RESOLUTION OF THE CITY OF PANAMA CITY BEACH, FLORIDA, APPROVING AN AGREEMENT WITH AVIXUM, INC., D/B/A VTECH IO, INC., FOR THE PURCHASE OF 3 RACK MOUNTABLE IU-2U SERVERS WITH STORAGE EQUIPMENT, AND LICENSES IN THE TOTAL AMOUNT OF \$56,108.33.

BE IT RESOLVED that the appropriate officers of the City are authorized to accept and deliver on behalf of the City that certain Agreement between the City and Avixum, Inc., d/b/a vTech io, Inc., relating to the purchase of three rack mountable IU-2U servers with storage equipment, one Microsoft SQL license, six Windows Server 2019 Standard licenses, One Hundred Microsoft User Client Access License, together with a five year Mission critical 24/7 support and warranty, in the total amount of Fifty Six Thousand, One Hundred Eight Dollars and Thirty Three Cents (\$56,108.33), in substantially the form attached as Exhibit A and presented to the Council today, with such changes, insertions or omissions as may be approved by the City Manager and whose execution shall be conclusive evidence of such approval.

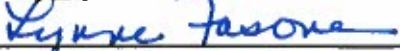
THIS RESOLUTION shall be effective immediately upon passage.

PASSED in regular session this 22nd day of October, 2020.

CITY OF PANAMA CITY BEACH

By: 
Mark Sheldon, Mayor

ATTEST:


Lynne Fasone, City Clerk

vTECH io

Rack Mountable 1U/2U Server and Storage
Equipment

10/12/2020

City of Panama City Beach

Alex Charwin

Alex.Charwin@vtechio.com

2338 Immokalee Road, #151 Naples, FL 34110
850-982-1665

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Company Profile:

David and Donna Peterson are passionate about technology and building trustworthy relationships with clients.

When they were looking for an enterprise technology company in Florida, they just couldn't find one that had reliable, cutting-edge technology and a team that exhibited exceptional values.

They purchased vTECHio in 2001 to fulfill a need that the business community was lacking.

The Petersons were committed from the start and worked with their employees to create a set of core values that would help result in a win/win/win/win outcome no matter the technology being purchased.

Bringing value through values is key. The Petersons consistently make sure customers, employees, manufacturers, and stakeholders are in the win column. These core values are now referred to as "The vTECH io Way".

Ever hear, 'That's not the way I would have done it,' after a project has been completed? Not at vTECH io.

With our team living out The vTECH io Way, customers count on us to introduce fresh solutions to their business problems, installations, knowledge transfers, support, and managed services. With some of the brightest engineering resources in the USA, customers can get the job done with one individual responsible for white-board to knowledge transfer.

We've grown from humble beginnings, and we're ready to help you grow your company!

Local matters!

Our sales and engineering staff lives in Florida. We have one of the strongest technical presences in Florida, with nine engineers and technicians spread across the state. Our local presence means you see us more often, and we can respond faster with onsite support. Our remote engineering is handled out of Naples and Orlando, and your North FL Sales Rep operates out of Jacksonville FL!

Narrative & Executive Summary:

vTECH io has partnered directly with the Dell Inside Sales Representative (Jacob Savage) and Technical Sales Representative (Alan Fong) to put together a proposal that matches the request from the City of Panama City Beach. This quote is also based on the proposal previously seen by Panama City Beach IT in March of 2020, which was designed and sent by the Dell Direct team. Having extensive experience in virtualized data centers, vTECH engineers were able to review the original build and the RFP request to create the ideal design.

vTECH io often partners with Dell direct to provide a local “boots on the ground” presence to customers, as such a partnership often facilitates stronger customer relationships and greater total value. Our hope is that this project will be the start of a long-standing relationship between vTECH io, Dell Technologies, and the City of Panama City Beach.

vTECH sells off Florida TRP and NASPO State Contracts, which provides a seamless purchasing process in projects that are not competitively bid.

The proposal and cost are outlined in full detail below, please note the inclusion of:

- **2x - Intel Xeon Gold 6244 3.6G, 8C/16T, 10.4GT/s, 24.75M Cache, Turbo, HT (150W) DDR4-2933 (per server)**
- **12x - 16GB RDIMM, 3200MT/s, Dual Rank (per server)**
- **Windows Server® 2019 Standard Edition (32 Cores per server)**
- **100x – CALs**
- **Microsoft SQL Server 2019 Standard (4 Core)**
- **Broadcom 57416 Dual Port 10GbE BASE-T & 5720 Dual Port 1GbE BASE-T, rNDC**
- **Dual, Hot-plug, Redundant Power Supply (1+1), 750W**
- **ReadyRails Sliding Rails with Cable Management Arm**
- **10x - 960GB SSD SATA Read Intensive 6Gbps 512 2.5in Hot-plug AG Drive, 1 DWPD, 1752 TBW (per server)**
- **5 year - ProSupport Mission Critical: 4-Hour 7x24 On-Site Service with Emergency Dispatch**

Additional Florida Public Data Center Customers:

1. **City of Fort Walton Beach**
2. **Lake City Florida**
3. **Jackson County Sheriff**
4. **Columbia County Sheriff**
5. **City of Marianna**
6. **City of Crestview**
7. **Suwannee County Water Management District**

Additional Services:

This proposal includes Dell ProDeploy Deployment and Verification, which has been outlined below:

ProDeploy Suite

Which choice is right for you?

Pre - Deployment	Single point of contact for project management
	Site readiness review
	Implementation planning
	Technology Service Manager (TSM) engagement for ProSupport Plus entitled devices
Deployment	Deployment service hours
	Onsite hardware installation*
	Packaging materials disposal
	Install and configure system software
Post - Deployment	Project documentation with knowledge transfer
	Deployment verification
	Configuration data transfer to Dell EMC Technical Support
	30-days of post-deployment configuration assistance
	Training credits for Dell EMC Education Services

Basic Deployment	ProDeploy	ProDeploy Plus
	●	In-region
	●	●
	●	●
		●
Business hours	24x7	24x7
●	●	●
●	●	●
	●	Onsite
	●	●
	●	●
	●	●
	●	●

*Hardware installation not applicable to select software products.



2338 Immokalee Rd. #151
 Naples, FL 34110
 Phone: (239) 514-2888
 Fax: (239) 236-2232
www.vTECHio.com

PROPOSAL

CAWQ18547
 Oct 12, 2020

Prepared For:


City of Panama City Beach
 Jason Picke
 116 South Arnold Road
 Panama City Beach, FL 32413
 United States

Phone (850) 233-5100
 Fax

Presented By:

Alex Charwin
alex.charwin@vtechio.com
 850-982-1665

To accept this proposal, sign here and return:


 Date: 10-22-20

Customer Purchase Order Number: _____

Terms: Net 30 Days

Here is the quote you requested.

Description	Unit Price	Qty	Ext. Price
PowerEdge R740 Server	\$26,001.07	1	\$26,001.07

- PowerEdge R740/R740XD Motherboard
- No Trusted Platform Module
- Chassis with up to 16 x 2.5" SAS/SATA Hard Drives for 2CPU Configuration
- PowerEdge R740 Shipping
- PowerEdge R740 Shipping Material
- PowerEdge R740 CE, CCC, BIS Marking
- Intel Xeon Gold 6244 3.6G, 8C/16T, 10.4GT/s, 24.75M Cache, Turbo, HT (150W) DDR4-2933
- Intel Xeon Gold 6244 3.6G, 8C/16T, 10.4GT/s, 24.75M Cache, Turbo, HT (150W) DDR4-2933
- Additional Processor Selected
- Standard 2U Heatsink
- Standard 2U Heatsink
- 3200MT/s RDIMMs
- Performance Optimized
- RAID 1 + Unconfigured RAID
- PERC H740P RAID Controller, 8GB NV Cache, Adapter, Full Height
- Windows Server 2019 Standard, 16CORE, FI, No Med, No CAL, Multi Language
- OpenManage Enterprise Advanced
- iDRAC9 Datacenter x4
- iDRAC Group Manager, Disabled
- iDRAC, Legacy Password
- iDRAC Service Module (ISM), Pre-Installed in OS
- Riser Config 5, 6 x8, 2 x16 slots
- Broadcom 57416 Dual Port 10GbE BASE-T & 5720 Dual Port 1GbE BASE-T, rNDC
- IDSMD and Combo Card Reader
- Redundant SD Cards Enabled
- 32GB microSDHC/SDXC Card
- 32GB microSDHC/SDXC Card
- No Internal Optical Drive
- 6 Standard Fans for R740/740XD

Dual, Hot-plug, Redundant Power Supply (1+1), 750W
PowerEdge 2U Standard Bezel
Dell EMC Luggage Tag
Quick Sync 2 (At-the-box mgmt)
Power Saving Dell Active Power Controller
UEFI BIOS Boot Mode with GPT Partition
ReadyRails Sliding Rails With Cable Management Arm
No Systems Documentation, No OpenManage DVD Kit
Microsoft SQL Server 2019 Standard, 4 CORE, OEM, NFI with SQL2017/2016
DWGD Media
US Order
Dell Hardware Limited Warranty Plus On-Site Service
ProSupport Mission Critical: 4-Hour 7x24 On-Site Service with Emergency
Dispatch, 3 Years
ProSupport Mission Critical: 4-Hour 7x24 On-Site Service with Emergency
Dispatch, 2 Years Extended
ProSupport Mission Critical: 7x24 HW / SW Technical Support and Assistance, 5
Years
Dell Limited Hardware Warranty Plus Service, Extended Year(s)
Thank you choosing Dell ProSupport. For tech support, visit
[//www.dell.com/support](http://www.dell.com/support) or call 1-800- 945-3355
ProDeploy Dell Server R Series 1U/2U - Deployment
ProDeploy Dell Server R Series 1U/2U - Deployment Verification
Asset Tag ProSupport
CFI,Information,VAL,CHASSISDEF,Factory Install
16GB RDIMM, 3200MT/s, Dual Rank
QTY 12
960GB SSD SATA Read Intensive 6Gbps 512 2.5in Hot-plug AG Drive, 1 DWPD,
1752 TBW
QTY 2
960GB SSD SATA Read Intensive 6Gbps 512 2.5in Hot-plug AG Drive, 1 DWPD,
1752 TBW
QTY 8
Windows Server® 2019 Standard Edition, Add License,16CORE,NO MEDIA/KEY
Windows Server 2019 Standard,16CORE,Digitally Fulfilled Recovery Image, Multi
Language
Windows Server 2019 Standard,16CORE,Media Kit, Multi Language
Windows Server 2019 Standard,No Media,WS2012R2 Std Downgrade DF Media,
Multi Language
Windows Server 2019 Standard,No Media,WS2016 Std Downgrade DF Media, Multi
Language
Windows Server 2019 Standard,No Media,WS2016 STD Downgrade Media, Multi
Language
50-pack of Windows Server 2019/2016 User CALs (Standard or Datacenter)
QTY 2
Broadcom 5719 Quad Port 1GbE BASE-T Adapter, PCIe Full Height
SAS 12Gbps HBA External Controller, LP Adapter
Power Cord - C13, 3M, 125V, 15A (North America, Guam, North Marianas,
Philippines, Samoa, Vietnam)
QTY 2

■ PowerEdge R740 Server

\$15,053.63

2

\$30,107.26

PowerEdge R740/R740XD Motherboard

No Trusted Platform Module

Chassis with up to 16 x 2.5" SAS/SATA Hard Drives for 2CPU Configuration

PowerEdge R740 Shipping

PowerEdge R740 Shipping Material

PowerEdge R740 CE, CCC, BIS Marking

Intel Xeon Gold 6244 3.6G, 8C/16T, 10.4GT/s, 24.75M Cache, Turbo, HT (150W)
DDR4-2933

Intel Xeon Gold 6244 3.6G, 8C/16T, 10.4GT/s, 24.75M Cache, Turbo, HT (150W)
DDR4-2933

Additional Processor Selected

Standard 2U Heatsink

Standard 2U Heatsink

3200MT/s RDIMMs

Performance Optimized

RAID 1 + Unconfigured RAID

PERC H740P RAID Controller, 8GB NV Cache, Adapter, Full Height

Windows Server 2019 Standard,16CORE,FI,No Med, No CAL, Multi Language

OpenManage Enterprise Advanced

iDRAC9 Datacenter x4

iDRAC Group Manager, Disabled

iDRAC,Legacy Password

iDRAC Service Module (ISM), Pre-Installed in OS

Riser Config 5, 6 x8, 2 x16 slots

Broadcom 57416 Dual Port 10GbE BASE-T & 5720 Dual Port 1GbE BASE-T, rNDC

IDSDM and Combo Card Reader

Redundant SD Cards Enabled

32GB microSDHC/SDXC Card

32GB microSDHC/SDXC Card

No Internal Optical Drive

6 Standard Fans for R740/740XD

Dual, Hot-plug, Redundant Power Supply (1+1), 750W

PowerEdge 2U Standard Bezel

Dell EMC Luggage Tag

Quick Sync 2 (At-the-box mgmt)

Power Saving Dell Active Power Controller

UEFI BIOS Boot Mode with GPT Partition

ReadyRails Sliding Rails With Cable Management Arm

No Systems Documentation, No OpenManage DVD Kit

US Order

Dell Hardware Limited Warranty Plus On-Site Service

ProSupport Mission Critical: 4-Hour 7x24 On-Site Service with Emergency
Dispatch, 3 Years

ProSupport Mission Critical: 4-Hour 7x24 On-Site Service with Emergency
Dispatch, 2 Years Extended

ProSupport Mission Critical: 7x24 HW / SW Technical Support and Assistance, 5
Years

Dell Limited Hardware Warranty Plus Service, Extended Year(s)

Thank you choosing Dell ProSupport. For tech support, visit

//www.dell.com/support or call 1-800- 945-3355

ProDeploy Dell Server R Series 1U/2U - Deployment

ProDeploy Dell Server R Series 1U/2U - Deployment Verification
 Asset Tag ProSupport
 CFI,Information,VAL,CHASSISDEF,Factory Install
 16GB RDIMM, 3200MT/s, Dual Rank
 QTY 12
 960GB SSD SATA Read Intensive 6Gbps 512 2.5in Hot-plug AG Drive, 1 DWPD,
 1752 TBW
 QTY 2
 960GB SSD SATA Read Intensive 6Gbps 512 2.5in Hot-plug AG Drive, 1 DWPD,
 1752 TBW
 QTY 8
 Windows Server® 2019 Standard Edition, Add License,16CORE,NO MEDIA/KEY
 Windows Server 2019 Standard,16CORE,Digitally Fulfilled Recovery Image, Multi
 Language
 Windows Server 2019 Standard,16CORE,Media Kit, Multi Language
 Windows Server 2019 Standard,No Media,WS2012R2 Std Downgrade DF Media,
 Multi Language
 Windows Server 2019 Standard,No Media,WS2016 Std Downgrade DF Media, Multi
 Language
 Windows Server 2019 Standard,No Media,WS2016 STD Downgrade Media, Multi
 Language
 Broadcom 5719 Quad Port 1GbE BASE-T Adapter, PCIe Full Height
 SAS 12Gbps HBA External Controller, LP Adapter
 Power Cord - C13, 3M, 125V, 15A (North America, Guam, North Marianas,
 Philippines, Samoa, Vietnam)
 QTY 2
 NASPO ValuePoint 17AHC C000000007982 WN08AGW TRP Seminole 26AHI
 C000000007806 53AHF

Your investment in addition to the Grand Total:
 \$0.00 Billed Monthly
 \$0.00 Billed Quarterly
 \$0.00 Billed Annually

Subtotal	\$56,108.33
Tax	\$0.00
Shipping	\$0.00
Grand Total	\$56,108.33



vTECH io LINE CARD

Alex Charwin
REGIONAL ACCOUNT EXECUTIVE

Alex.Charwin@vtechio.com
850-982-1665

Backup and Recovery

- DellEMC Data Domain/IDPA
- Rapid Recovery
- VEEAM

Camera/Access Control

- Avigilon
- Forti-Camera
- Dell Intellisite
- Perfect Prime Handheld

Desktops/Laptops/AV/Peripherals

- Alienware
- Microsoft Surface
- Ergotron
- Planar Systems
- Dell
- Plantronics
- HP
- Samsung
- InFocus
- Targus
- Lenovo
- Tripp Lite
- Logitech
- Western Digital

Firewall

- Fortinet
- Palo Alto
- pfSense
- SonicWall
- ZScaler

Hyper-Converged/Converged

- FX2
- VMWare/VSAN Ready Nodes
- vXRail

Microsoft

- Azure
- Windows
- Office/0365

Mobile Device Management

- VMWare AirWatch

Networking

- DellEMC N-Series
- DellEMC S-Series

Quest Software

- Change Auditor
- KACE
- Rapid Recovery
- FogLight
- One Identity

Servers

- DellEMC PowerEdge

Storage

- Compellent (SC Series)
- PowerVault
- Isilon
- Unity
- PowerMax
- VBlock
- PowerStore
- YMAX
- PowerScale
- Xtreme IO

SD-WAN

- Fortinet SD-WAN
- VeloCloud

Telephony

- FortiVoice
- Mitel (Cloud and On Premise)

Virtualization

- Citrix
- VMWare
- Hyper-V

Wireless

- Aerohive/Extreme
- GoZone WiFi/Analytics
- Ruckus
- Ubiquiti

www.vTECHio.com

vTECH io CORE VALUES

Gr

GOLDEN RULE

We balance the needs and interests of our customers, our employees, and the company seeking a win, win, win, outcome that is equitable to all. We promote high ethical standards and keep our promises.

Tr

TRANSPARENCY

We believe that transparency with our customers, employees, and manufacturer will evidence our honesty and humility. Leaving each party with no question regarding our sincere alignment with their mutual interests.

Ap

A PLAYERS

Team members challenge themselves to become the "A Player" they are called to be. We seek to mold our team into an easily recognizable All-Star team of "A Players". We choose to hire personnel who can quickly become a part of our "A Team".

Fi

FINISH

We finish what we begin. We communicate the completion with appropriate stakeholders.

Pa

PASSION

We are Passionate about our products and services. We possess a passion to increase our knowledge, skill level, and professionalism. We are Passionate in our desire to increase our value to each customer and their increasing success.

