
DATE: January 2, 2012

REPORT TITLE: **STORAGE AREA NETWORK UNIFIED STORAGE AND BACK UP SOLUTION - DOCUMENT 2012-426P**

FROM: R. Kent Gillespie, Commissioner of Employee and Business Services

RECOMMENDATION

That the contract (Document 2012-426P) for the supply of Storage Area Network (SAN) Unified Storage and related support services be awarded to Gibraltar Solutions Inc. in the estimated amount of \$751,768.41 (exclusive of applicable taxes) for a 36 month term, in accordance with Purchasing By-law 63-2008;

And further, that staff be authorized to extend the contract for two optional 12 month periods for maintenance and support in the estimated annual amount of \$60,532.98 (excluding applicable taxes), based on satisfactory service and performance in accordance with the Request for Proposal;

And further, that the Commissioner of Employee and Business Services be authorized to execute the required agreements with Gibraltar Solutions Inc., together with such further documents that may be required.

REPORT HIGHLIGHTS

- Current corporate computing storage equipment has reached five years of industry standard life span and will not be able to continue to support or meet the computing storage needs of the Region of Peel (ROP).
- Request for Proposal (RFP) Document 2012-426P was issued to select a vendor for the supply of Storage Area Network (SAN) Unified Storage and Back Up Solution.
- RFP 2012-426P was competitively bid and Gibraltar Solutions Inc. is recommended for award of SAN unified storage and related support services.

DISCUSSION

1. Background

The purpose of this initiative is to select and implement new highly integrated Storage Area Network (SAN) and backup recovery environments for the ROP to meet our growing computing storage capacity, performance and service level needs. This contract includes the hardware, software, maintenance and support for the Region's data storage needs over the contract term.

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The expected life span for Enterprise level SAN environments is five years. The current equipment was installed in Feb 2008 and has been running in a non-stop fashion ever since installation. Corporate computing storage is different from standard consumer storage (for personal computers) as it is comprised of complex electronics that provide high speed access to data for thousands of users at the same time, manage backups and support disaster recovery procedures for the corporation. The majority of the computing storage is attached to services (email, network, databases) which are accessed by thousands of employees throughout the day and is critical to maintaining business operations.

The following are some of the advantages that the Region of Peel will see with the new storage equipment:

1. More reliable storage using modern methods of storing data to virtually eliminate the possibility of data loss due to hardware failure;
2. Faster storage utilizing the latest high performance drives (applications and data access will be faster as a result);
3. More efficient storage means less wasted space by over-allocation and allows the Region of Peel to be more cost effective;
4. Lower energy consumption due to the technology efficiency with the new drives and low power, high performance processors coupled with efficient usage of storage means energy is not used to support over-provisioned storage;
5. Ease of operations and maintenance, many of the functions are autonomous and in some cases self-healing, so recovery and troubleshooting is quicker and simpler;
6. Lower cost per gigabyte compared to the existing SAN.

2. Procurement Process

The Region issued a Request for Proposal (RFP) to engage a vendor for the supply of SAN Unified Storage and Back Up Solution.

The Region issued RFP Document 2012-426P on August 9, 2012 and it was publicly advertised in the Toronto Star, Merx as well as the Region of Peel's and Ontario Public Buyers Association's Internet sites. This document was issued to 26 vendors with six compliant submissions received on the closing date of September 7, 2012, from: Gibraltar Solutions Inc.; Metafore Technologies Inc.; Scalar Decisions Inc.; Sentia Solutions Inc.; SHI Canada ULC; and OnX Enterprise Solutions Ltd.

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The proposals were evaluated in two parts: the first being the technical component and the second the financial component. The Evaluation Team reviewed the submissions in accordance with set criteria. The evaluation criteria included vendor profile, technical approach and vendor demonstration of the proposed solution. All vendors were shortlisted to demonstrate their proposed solution.

Upon completion of the technical demonstration, five vendor submissions for the SAN unified storage part of the solution were deemed to meet the needs of the Region of Peel and entered into the second phase of the evaluation where the purchasing representative opened their financial proposals and completed the financial analysis. Metafore Technologies Inc.'s financial proposal was deemed non compliant and not given any further consideration for award. The scores were then combined and the overall ranking determined.

The evaluation summary is as follows:

Vendor Name and Location	Technical (80 per cent)	Financial (20 per cent)	Price Submitted (SAN Unified Storage)	Overall Ranking
Gibraltar Solutions Inc. Mississauga, ON	2	2	\$872,834.37	1
Scalar Decisions Inc. Toronto, ON	1	4	\$1,357,076.00	2
Sentia Solutions Inc. Richmond Hill	3	1	\$734,814.00	2
Onx Enterprise Solutions Ltd. Thornhill, ON	4	3	\$1,014,999.00	3

The proposal submitted by Gibraltar Solutions Inc. received the highest score when assessing the combination of technical proficiency and price. The vendor demonstrated a thorough understanding of the assignment and proposed a comprehensive solution that meets the Region's technical requirements for SAN unified storage and related support services while being cost effective.

Staff is recommending the approval of SAN unified storage and related support services in the estimated amount of \$751,768.41(exclusive of applicable taxes) and the two optional year maintenance and support in the estimated annual amount of \$60,532.98 to Gibraltar Solutions Inc.

FINANCIAL IMPLICATIONS

Sufficient funding will be available in ISTS capital budget under cost centre 11-7545 to accommodate the contract as recommended.

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CONCLUSION

Gibraltar Solutions Inc. is a responsive and responsible vendor and is therefore recommended for the award of this contract.



R. Kent Gillespie
Commissioner of Employee
and Business Services


Approved for Submission:



D. Szwarc, Chief Administrative Officer

For further information regarding this report, please contact Geovanni Mosquera at extension 4762 or via email at geovanni.mosquera@peelregion.ca

c. Legislative Services

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