

City of Boerne

Executive Summary



- City of Boerne looking for reliable and long-term storage investment to meet current and future needs for production environment. This will improve day to day operations for IT staff. The solution must be simple and easy to manage, alongside performance and scalability for the future.

DELL EMC Recommendation: Implement Dell EMC All Unity XT for future-ready, simple, resilient and high performing data center to meet current and future needs.

City of Boerne Impact:

- **High Security Via Embedded Data at Rest Encryption (Mitigating Any Risk In the Environment)**
 - o Data at Rest Encryption (D@RE) is standard with Unity to protect against data being compromised and maintaining a secure environment
- **Extremely High Reliability (Ensuring Uptime and Availability)**
 - o 6 9s of availability for the Unity XT, eliminating risks of unplanned downtime (for anything over 5 minutes in 1 year)
- **Flexibility/Adaptability to New Workloads and Initiatives**
 - o Able to meet any workload and any deployment (file, images, block, transactional, Vvols, etc.)
 - o Future-proof investment
- **Native Disaster Recovery Software Included**
 - o Unity can natively replicate offsite if you choose to implement another unity for business continuity in the future
- **Snapshot Capability**
 - o Read/writeable snapshots for test dev
 - o Snapshot for data protection
- **Cloud IQ**
 - o Central monitoring, predictive analytics & historical data
- **Clear Price Maintenance Guarantee**
 - o Life-Time Maintenance Price Protection
 - o Money Back Guarantee
 - o Lifetime Flash Endurance Protection
- **Market Maturity → 2nd iteration of Unity which was #1 Enterprise Mid-Range Array 2018**
http://www.storagereview.com/storagereview_editor_s_choice_winners
- **Pro Deploy**

ProDeploy Suite		Basic Deployment	ProDeploy	ProDeploy Plus
Which choice is right for you?				
Pre - Deployment	Single point of contact for project management		•	In-region
	Site readiness review		•	•
	Implementation planning		•	•
	Technology Service Manager (TSM) engagement for ProSupport Plus entitled devices			•
Deployment	Deployment service hours	Business hours	24x7	24x7
	Onsite hardware installation*	•	•	•
	Packaging materials disposal	•	•	•
	Install and configure system software		•	Onsite
	Project documentation with knowledge transfer		•	•
Post - Deployment	Deployment verification		•	•
	Configuration data transfer to Dell EMC Technical Support		•	•
	30-days of post-deployment configuration assistance			•
	Training credits for Dell EMC Education Services			•

Technical Configuration
Hybrid Unity



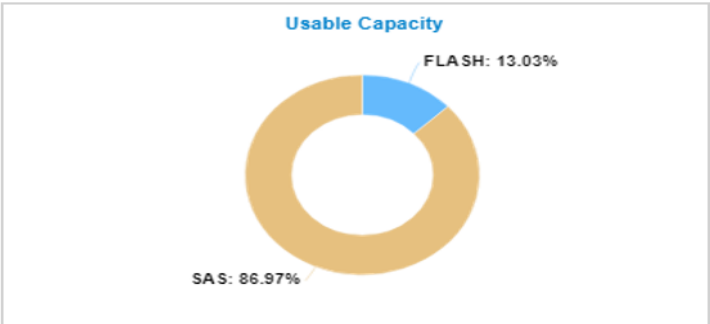
General Information

Model Number	Unity XT 380	Usable Capacity	21.56 TB
Raw Capacity	30.56 TB	Total Drive Count	25
Unit Count	2 U	Workload	80% Read - 20% Write
IOPS	12343	Capacity Utilization	NA
Block Size	8K	Configuration Type	New Solution

System Tier Information

Flash	Count	HS	SAS	Count	HS	NL-SAS	Count	HS
800GB FLASH 3	5	1	1.8TB 10K	15	1			
Total	6			16			0	
Usable Capacity	2.81 TB			18.75 TB			0.00 TB	

Fast Cache	
Drive Type	400GB FLASH
Count	2
Hot Spare Count	1
Form Factor	2.5
Total	3



Financial Summary

3 Years of Maintenance Support Included

List Price	Unity XT Hybrid	\$98,694
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Strategic Customer Discount	- \$33,082
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Q2 Discount	- \$19,672
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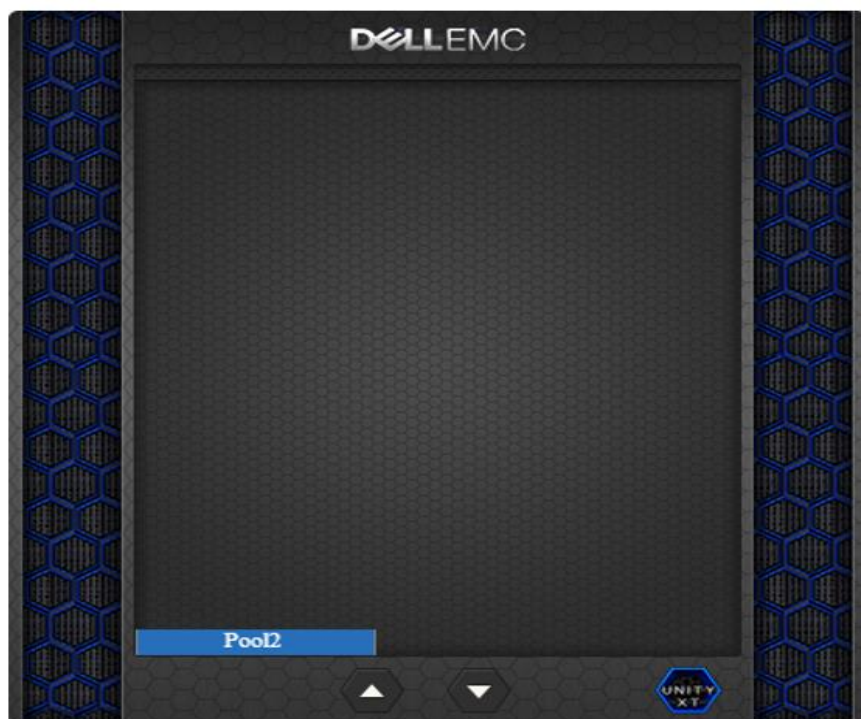
Dell Logistics Discount, PO by 7/26	- \$10,000
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Final Unity XT Hybrid Cost	\$35,940
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Includes

- All Hardware/Software
- 3 Years of Maintenance
- 4 Hour Response Time
- Pro Deploy

Technical Configuration, All Flash Unity



General Information

Model Number	Unity XT 480F
Raw Capacity	17.46 TB
Unit Count	2 U
IOPS	95200
Block Size	32K

Usable Capacity	11.48 TB
Total Drive Count	10
Workload	100% Read
Effective Capacity	22.96 TB
Configuration Type	New Solution

System Tier Information

Flash	Count	SAS	Count	NL-SAS	Count
1.92TB FLASH 4	10				
Total	10		0		0
Usable Capacity	11.48 TB		0.00 TB		0.00 TB

Usable Capacity



Financial Summary

3 Years of Maintenance Support Included

List Price	Unity XT All Flash	\$112,694
Strategic Customer Discount		- \$33,082
Q2 Discount		- \$19,672
Dell Logistics Discount, PO by 7/26		- \$10,000
Final Unity XT All Flash Cost		\$49,940
Includes		
<ul style="list-style-type: none">- All Hardware/Software- 3 Years of Maintenance- 4 Hour Response Time- Pro Deploy		