07

Office of the City Manager

CONSENT CALENDAR
December 1, 2026

To: Honorable Mayor and Members of the City Council

From: Paul Buddenhagen, City Manager

Submitted by: Kevin Fong, Director, Information Technology

Subject: Contract: SHI for Cohesity Backup Solution with Hosted Cloud Storage

RECOMMENDATION

Adopt a Resolution authorizing the City Manager to enter into a Contract with SHI, pursuant to Sourcewell RFP No. 121923, Category 1 (Technology Products and Services with Related Solutions), for a Cohesity backup solution with hosted cloud storage, for a total contract amount not to exceed $450,000 for the term December 31, 2026 through December 30, 2029.

FISCAL IMPACTS OF RECOMMENDATION

Funding in an amount not to exceed $450,000, is available through the IT Cost Allocation Plan Fund (Fund 680). Of this amount, $400,000 is available in FY 2027. Funding of $25,000 in FY 2028 and $25,000 in FY 2029 is subject to City Council approval of the proposed citywide budget and annual appropriation ordinances.

Fiscal Year	Amount	Funding Status / Source
FY 2027	$400,000	Available in Fund 680 (IT Cost Allocation Plan Fund)
FY 2028	$25,000	Subject to annual budget approval & appropriation
FY 2029	$25,000	Subject to annual budget approval & appropriation
Total Not to Exceed	**$450,000**	**Comprehensive 3-Year Allocation**

CURRENT SITUATION AND ITS EFFECTS

The City of Berkeley currently utilizes Cohesity's backup and disaster recovery solution to protect critical technology systems and data, including email, websites, applications, databases, and virtual servers. The solution provides reliable backup and recovery capabilities, with long-term backup storage maintained in Microsoft Azure.

However, the City's existing Cohesity backup hardware is approaching the end of its useful life and requires replacement to maintain system reliability, performance, and continued vendor support. To address this, the proposed action includes upgrading aging

equipment with modern servers that provide improved processing power, memory, and storage capacity.

This purchase also encompasses updated Cohesity software licensing and support services, allowing the City to continue protecting its existing technology infrastructure while providing greater flexibility for cloud-based systems as technology needs evolve.

Maintaining a reliable backup and disaster recovery solution is essential to protecting City information, ensuring continuity of operations, and minimizing disruptions to critical services. Replacing the aging equipment will reduce the risk of hardware failures, improve recovery capabilities, and help ensure essential City services remain operational, supporting the City's strategic goal of creating a resilient, safe, connected, and prepared organization.

Effective January 1, 2026, local agencies are required to satisfy noticing requirements for certain contracts for services that meet the criteria outlined in Government Code Section 3504.1 as amended by AB 339. This project does not meet those criteria and is therefore exempt from the noticing requirement.

BACKGROUND

In February 2020, the City issued Request for Proposal (RFP) No. 20-11386-C to replace its aging backup and disaster recovery system. The City received four qualifying proposals, which were evaluated based on operational, technical, and fiscal requirements. Following the evaluation, the City selected the Cohesity backup solution proposed by ePlus to replace its existing Barracuda backup system.

The Cohesity solution was implemented in 2020 to provide centralized backup and recovery services for the City's critical information technology systems, including file servers, applications, databases, email, and virtual servers. The solution provides local backup storage for efficient data recovery and utilizes Microsoft Azure cloud storage for long-term retention and disaster recovery.

Since implementation, Cohesity has provided reliable backup and recovery capabilities while supporting the City's growing virtual server infrastructure. The City has continued to maintain the solution through software licensing, hardware maintenance, and technical support agreements.

ENVIRONMENTAL SUSTAINABILITY AND CLIMATE IMPACTS

The proposed Cohesity hardware refresh and software renewal will maintain the City's existing electronic backup and recovery solution, which eliminates the need for physical backup tapes and transportation to offsite storage facilities. The City will recycle the replaced hardware through its established electronic waste disposal process. Continuing the City's Green IT goals.

RATIONALE FOR RECOMMENDATION

The Cohesity backup and disaster recovery solution has provided the City with reliable backup and recovery capabilities since its implementation in 2020. The solution is

integrated with the City's existing server and virtualization infrastructure and provides both local and cloud-based backup storage. Continuing with Cohesity allows the City to maintain its existing backup environment while avoiding the additional costs, staff resources, and potential service disruptions associated with transitioning to a different backup platform.

The proposed hardware refresh and three-year software licensing and support renewal will replace aging equipment, maintain vendor support, and provide continued protection for the City's critical information technology systems. The updated licensing also provides flexibility to support the City's future cloud-based infrastructure needs.

Sourcewell, a governmental cooperative purchasing organization established under Minnesota law, conducted a competitive Request for Proposal (RFP No. 121923) for Technology Products and Services with Related Solutions. SHI International Corp. was selected as an awarded vendor under Sourcewell Contract No. 121923-SHI, which includes hardware, software, cloud solutions, data center equipment, and related professional services. The City of Berkeley Information Technology Department is requesting to piggyback on this competitively solicited contract for the purchase of Cohesity hardware, software licensing, maintenance, and support services.

Staff recommends purchasing through SHI International Corp. using the Sourcewell cooperative purchasing contract to obtain competitively solicited contract pricing while maintaining continuity of the City's existing backup and disaster recovery solution.

ALTERNATIVE ACTIONS CONSIDERED

Staff considered continuing to operate the existing Cohesity backup infrastructure without replacing the aging hardware. However, this option would increase the risk of hardware failures and potential disruptions to backup and recovery services as the equipment approaches its end of life.

Replacing the Cohesity solution with a different backup platform was also considered as an alternative. However, transitioning to a new solution would require additional costs, staff resources, and implementation time, including migrating existing backup configurations and integrating the new platform with the City's infrastructure.

Staff recommends refreshing the existing Cohesity hardware and renewing the associated software licensing and support services as the most practical and cost-effective approach to maintaining reliable backup and disaster recovery capabilities.

CONTACT PERSON

Kevin Fong, Director, Department of Information Technology, 981-6541

Attachments:
1: Resolution

RESOLUTION NO. ##,###-N.S.

CONTRACT: SHI INTERNATIONAL CORP. FOR COHESITY BACKUP AND DISASTER RECOVERY HARDWARE, SOFTWARE LICENSING, AND SUPPORT SERVICES

WHEREAS, the City of Berkeley utilizes the Cohesity backup and disaster recovery solution to protect its critical information technology infrastructure, including email, websites, applications, databases, and virtual servers; and

WHEREAS, the Cohesity solution has provided reliable backup and recovery capabilities since its implementation in 2020, including local backup storage and Microsoft Azure cloud storage for long-term data retention and disaster recovery; and

WHEREAS, the City's existing Cohesity backup hardware is approaching its end of life and requires replacement to maintain system reliability, performance, and continued vendor support; and

WHEREAS, the City intends to replace the aging hardware and renew Cohesity software licensing, maintenance, and support services for a three-year period from December 31, 2026, through December 30, 2029; and

WHEREAS, continuing with Cohesity will allow the City to maintain its existing backup and disaster recovery infrastructure while avoiding the additional costs, staff resources, and potential service disruptions associated with migrating to a different backup solution; and

WHEREAS, Sourcewell, a governmental cooperative purchasing organization, conducted a competitive Request for Proposal (RFP No. 121923) for Technology Products and Services with Related Solutions and awarded Contract No. 121923-SHI to SHI International Corp.; and

WHEREAS, the City of Berkeley Information Technology Department recommends utilizing Sourcewell Contract No. 121923-SHI to purchase Cohesity backup hardware, software licensing, maintenance, professional services, and related equipment through SHI International Corp.; and

WHEREAS, funding for software maintenance and support services, hardware, installation services, and miscellaneous Azure overages, in an amount not to exceed $450,000, is available through the Information Technology Cost Allocation Plan Fund (Fund 680), with $400,000 budgeted in FY 2027, and $25,000 budgeted in each of FY 2028 and FY 2029, subject to City Council approval of the proposed citywide budget and annual appropriation ordinances; and

WHEREAS, the City has satisfied the applicable notice requirements under Government Code Section 3504.1, as amended by AB 339.

NOW THEREFORE, BE IT RESOLVED that the City Manager is authorized to execute a contract and any necessary amendments with SHI International Corp., utilizing Sourcewell Contract No. 121923-SHI, for the purchase of Cohesity backup and disaster recovery hardware, software licensing, maintenance, storage, support services, and related equipment in an amount not to exceed $450,000 for the term December 31, 2026 through December 30, 2029.