



Office of the City Manager

CONSENT CALENDAR
September 10, 2024

To: Honorable Mayor and Members of the City Council
From: LaTanya Bellow, Interim City Manager
Submitted by: Kevin Fong, Director, Department of Information Technology
Subject: Contract: Roundstone Solutions Inc., an implementer of Nutanix Hyperconverged Technologies: Using State of California Department of General Services (DGS) Leveraged Procurement Agreement (LPA) for hardware, software, and services related to the Server Infrastructure Upgrade and Azure Disaster Recovery

RECOMMENDATION

Adopt a Resolution authorizing the City Manager to enter into a Contract with Roundstone Solutions Inc., an implementer of Nutanix Hyperconverged Technologies, for the purchase of server hardware, software, and related services for a server infrastructure upgrade and disaster recovery enhancements, utilizing pricing established by the State of California Department of General Services (DGS) Leveraged Procurement Agreement (LPA), for a total amount not to exceed of \$1,395,000 for the term August 1, 2024 through July 31, 2027.

FISCAL IMPACTS OF RECOMMENDATION

Funding for this project in the amount of \$1,395,000 is available in the Department of Information Technology’s IT Cost Allocation fund, #680. Spending for hardware and software maintenance in future years is subject to Council approval of the proposed citywide budget and annual appropriations ordinances.

Cost Summary:

\$ 440,013 Total FY 2025: On Premises Hardware, Hardware Support and Tax
\$ 811,466 Total FY 2025: Software 3yr Maintenance and Licensing
\$ 68,100 Total FY 2025: Professional Services
\$21,000 Total FY 2025: Training
\$54,421 Total FY 2025: Contingency

\$1,395,000 Grand Total FY 2025-2025: Software Maintenance and Professional Services

CURRENT SITUATION AND ITS EFFECTS

The City’s existing server infrastructure is approaching the end of its physical lifespan and requires an upgrade. This essential hardware and software support all City services,

including emergency services. The upgrade will modernize the City's server environment, improving its capacity to maintain high availability and recoverability in case of a disaster. This contract will enable the City to extend support through FY28.

The server and disaster recovery upgrade meets the City's Strategic goal of providing state-of-the-art, well-maintained infrastructure, amenities, and facilities.

BACKGROUND

In 2019, by resolution No. 68,868-N.S., City Council approved the Nutanix Hyper-converged Infrastructure to replace its aging, disparate server infrastructure. Later that year, the IT department successfully implemented Nutanix which centralized the City's server environment and streamlined support. IT has continued to support Nutanix by keeping it patched, optimized and available 24X7.

The Nutanix solution comes with powerful software that allows for many "virtual servers" to be created on one physical host which allows for increased capacity, improved service, and minimal downtime. Additionally, this hardware comes with centralized administrative software that keeps IT staff informed on the server health and can predict resource needs for the coming year. This has helped IT staff properly manage the server infrastructure and resources such as processing power, memory usage, and disk space. Staff have found the Nutanix Dashboard and its built-in monitoring tools useful for troubleshooting issues with services and servers. Nutanix Support has provided excellent service and has guided IT through many updates and service changes.

Nutanix provides both local and off-site disaster recovery (DR) services. This has simplified datacenter operations while improving service delivery and ensures seamless support in the event of a disaster.

ENVIRONMENTAL SUSTAINABILITY AND CLIMATE IMPACTS

The Nutanix hyper-converged upgrade is a reduction in servers to the current design, reducing both power consumption and hardware space in City data centers. This supports the reduction of the City's carbon footprint and the goals of the City's Climate Action Plan.

RATIONALE FOR RECOMMENDATION

Nutanix is an industry leader in the hyper-converged market and has received high marks for customer service and support compared to other hyper-converged systems. Staff have found Nutanix support very responsive and helpful. For example, Nutanix support proactively alerts the City to potential issues prior to an event giving staff time to plan an update or hardware fix, with zero downtime. Nutanix provides one call support for all components purchased which greatly saves staff time. Staff recommends the upgrade Nutanix infrastructure to modernize the City's server infrastructure as it meets the City's operational, technological, and fiscal requirements.

Roundstone Solutions Inc., is an authorized reseller and implementer of Nutanix Hyperconverged Technologies and was awarded a contract through a competitive bid process by the State of California Department of General Services (DGS). The City of Berkeley is able to take advantage of this pricing by using DGS' Leveraged Procurement Agreement (LPA).

CONTACT PERSON

Kevin Fong, Director, Department of Information Technology, 510-981-6525

Attachments:

1: Resolution

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

CONTRACT: WITH ROUNDSTONE SOLUTIONS INC., AN IMPLEMENTER OF NUTANIX HYPERCONVERGED TECHNOLOGIES: USING STATE OF CALIFORNIA DEPARTMENT OF GENERAL SERVICES (DGS) LEVERAGED PROCUREMENT AGREEMENT (LPA) FOR HARDWARE, SOFTWARE, AND SERVICES RELATED TO THE SERVER INFRASTRUCTURE UPGRADE AND AZURE DISASTER RECOVERY

WHEREAS, the City of Berkeley currently uses Nutanix hardware, software, and professional services and City staff recommend an upgrade to the latest version of this technology for our server environment and disaster recovery; and

WHEREAS, funding for the purchase of server hardware, software, and related services for a data center upgrade and disaster recovery implementation is available in the IT Cost Allocation, and

WHEREAS, utilizing pricing established by a competitive bidding process of the State of California Department of General Services (DGS) and is subject to Council approval of the proposed citywide budget and annual appropriation ordinances; and

WHEREAS, by utilizing existing State of California Department of General Services (DGS) Leveraged Procurement Agreement (LPA) pricing schedules, the City of Berkeley is able to take advantage of pre-negotiated prices, economies of scale, and increased efficiencies; and

NOW THEREFORE BE IT RESOLVED by the Council of the City of Berkeley that the City Manager is authorized to enter into a contract and amendments with Roundstone Solutions Inc. for a data center upgrade and disaster recovery implementation, for a total contract amount not to exceed \$1,395,000 for the 3-year term from August 1, 2024 through July 31, 2027.