P23-07 Evaluation - 5 Year

Vendor	Qty.	Description	Price Ea.	Total Price	Total Eligible	Total Ineligible	Grand Total	After Discount	Notes
ApplianSys	4	CACHEBox440	$ 57,704.00	$ 230,816.00	$ 230,816.00	$ -	$ -	$ -	* - This is not a virtualization solution at all. Not considered.
	1	Packaging & delivery	$ 545.00	$ 545.00	$ -	$ 545.00	$ 231,361.00	$ 231,361.00	
LockStep	2	10 vSAN Ready Nodes	$ 988,833.20	$ 1,977,666.40	$ -	$ 1,977,666.40	$ 1,977,666.40	$ 1,977,666.40	This solution has the capability to add GPUs to the configuration.
Surelock	20	Nutanix Small Series	$ 32,248.81	$ 644,976.20	$ -	$ -	$ -	$ -	
	80	Nutanix Platform Software	$ 10,365.57	$ 829,245.60	$ -	$ -	$ -	$ -	
	80	Nutanix E/W Firewall	$ 1,051.20	$ 84,096.00	$ 1,558,317.80	$ -	$ -	$ -	
	1	Nutanix Prism	$ 291,374.96	$ 291,374.96	$ -	$ -	$ -	$ -	
	1	Core Services	$ 107,691.03	$ 107,691.03	$ -	$ 399,065.99	$ 1,957,383.79	$ 1,334,056.67	
CDWG	1	Cisco HyperFlex	$ 1,707,028.84	$ 1,707,028.84	$ -	$ 1,707,028.84	$ 1,707,028.84	$ 1,707,028.84	** - Did not bid a hypervisor. This is NOT a complete solution.
DataON	1	Azure Stack HCI	$ 2,738,660.00	$ 2,738,660.00	$ -	$ 2,738,660.00	$ 2,738,660.00	$ 2,738,660.00	We would also need to purchase additional licenses from MSFT, but I have no quote for that. DataON suggested and additional nearly $800K annually for licensing.

Overall Comparison

	DISQUALIFIED*	2ND PLACE	WINNER	DISQUALIFIED**	3RD PLACE
	ApplianSys	LockStep	Surelock	CDWG	DataOn
Eligible Costs (50)	0.00	0.00	50.00	0.00	0.00
Total Costs*** (20)	0.00	19.79	20.00	0.00	14.29
Non-Cost Evaluation — Meets Requirements (30)	0.00	30.00	30.00	0.00	30.00
Total	0.00	49.79	100.00	0.00	44.29
Scoring to exclude eligible cost "bonus"	0.00	49.79	50.00	0.00	44.29

*** - Total Costs does NOT include the expected ERate discount of 40%, so all vendors were considered equally here.