

FOR CONSIDERATION

July 13, 2011

TO: The Directors

FROM: Kenneth Adams

SUBJECT: NetApp Storage Area Network (SAN)

REQUEST FOR: Authorization to Enter Into a Contract with M&K Internetworking Security Services LLC., to upgrade the NetApp Storage Area Network (SAN)

I. Contract Summary

Contractor: M&K Internetworking Security Services LLC.,

Scope of Services: Upgrade the NetApp Storage Area Network (SAN) to increase its capability, storage capacity, accommodate the PeopleSoft Financial Management System, and additional ESD Office locations.

Contract Term: Less than one (1) year

Contract Amount: Not to exceed \$132,000

Funding Source: Capital budget of Management Information Systems (MIS)

II. Background

The PeopleSoft Financial Management System is currently running on outdated and non-supported hardware which needs to be replaced. Increasing the capacity of the SAN is necessary to safeguard ESD's Financial Management System and migrate to a consolidated, virtualized environment. This upgrade will accommodate the growing data storage needs for all ESD office locations. In addition to providing storage capacity for ESD files and data, the SAN also replicates critical information and applications from the NYC datacenter to ESD's dedicated Disaster Recovery Site in New Windsor. This establishes business continuity for critical ESD operations and services. M&K Internetworking Security Services LLC., is an authorized NetApp distributor listed on the OGS State Contract.

III. Contractor Selection Process

Three (3) vendors were selected to provide quotes for the required products and services. The resulting proposals are ranked as follows:

M&K Internetworking Security Services LLC.,	\$119,000.00
NetApp	\$173,562.91
IMMIX	\$181,929.76

M&K Internetworking Security Services LLC., was the vendor selected from the New York State Office of General Services (OGS) preferred vendor list. They offered the least expensive package and had the best value. The requested contract amount of \$119,000 includes professional services. An eleven percent (11%) contingency of \$13,000.00 will also be added for an inclusive amount of \$132,000.00.

IV. Scope of Work

To upgrade the NetApp Storage Area Network (SAN) to increase its capability, storage capacity, accommodate the PeopleSoft Financial Management System, and additional ESD Office locations.

V. Contract Term, Price and Funding

- The proposed term of the contract is less than one (1) year.
- The purchase is for upgrading storage (SAN) needs.
- A onetime payment will be issued for purchase.
- This contract will be funded through the Capital Budget of the MIS Department.

VI. Non-Discrimination/Affirmative Action

ESDC's non-discrimination and affirmative action policies will apply to this contract.

VII. Environmental Review

ESD staff has determined that the authorization of payment for upgrading storage services does not constitute an action as defined by the New York State Environmental Quality Review Act ("SEQRA") and the implementing regulations of the New York State Department of Environmental Conservation. No further environmental review is required in connection with the authorization.

VIII. Requested Action

The Directors are requested to (1) make a determination of responsibility with respect to the proposed contractor and (2) authorize the Corporation to enter into a contract with M&K Internetworking Security Services LLC., in an amount not to exceed one hundred thirty two thousand dollars (\$132,000).

IX. Recommendation

Based on the foregoing, I recommend the Directors to authorize ESD to enter into a contract with M&K Internetworking Security Services LLC., in an amount not to exceed one hundred thirty two thousand dollars (\$132,000).

XI. Attachments

Resolution

July 13, 2011

EMPIRE STATE DEVELOPMENT CORPORATION – Authorization to Enter Into a Contract with M&K Internetworking Security Services LLC to upgrade the NetApp Storage Area Network (SAN) and to Take Related Actions

BE IT RESOLVED, that upon the basis of the materials presented to this meeting (the “Materials”), a copy of which is hereby ordered filed with the records of the Corporation, the Corporation hereby finds M&K Internetworking Security Services LLC., to be responsible; and be it further

RESOLVED, that the Corporation is hereby authorized to enter into a contract with M&K Internetworking Security Services LLC., in an amount not to exceed one hundred thirty two thousand dollars (\$132,000) and a term of less than one (1) year for the purposes and services, and substantially on the terms and conditions, set forth in the Materials; and be it further

RESOLVED, that the President of the Corporation or his designee be, and each of them hereby is, authorized to take such action and execute such documents as may be necessary or appropriate to carry out the foregoing resolution.