

Quote Number: QUOTE00181601v4
Quote Created: 5/30/2019
Quote Expiration: 6/19/2019

Sold-To Company: CITY OF PINELLAS PARK
Bill-To Company: CITY OF PINELLAS PARK

Jon Teply
Account Executive
(321) 768-3801
Jon.Teply@insight.com
Derek Ponath
Account Representative
(952) 279-4885
Derek.Ponath@insight.com

PINELLAS PARK 5-20-19 NETAPP

Ln #	Part #	Qty	Description	Ea List	Net List	Ea Price	Savings Off List	Net Price
<i>Default Section</i>								
1	SW-2-CL-BASE	1	SW-2,Base,CL,Node	\$0.00	\$0.00	\$0.00		\$0.00
2	FAS8200	1	FAS8200 - HEADER	\$0.00	\$0.00	\$0.00		\$0.00
3	FAS8200A-002	2	FAS8200 HA System,Premium Bundle	\$22,500.00	\$45,000.00	\$10,686.30	\$23,627.40 (52.5%)	\$21,372.60
4	SW-2-8200A-NVE-C	2	SW,Data at Rest Encryption Enabled,8200A,-C	\$0.00	\$0.00	\$0.00		\$0.00
5	SW-2-8200A-TPM-C	2	SW,Trusted Platform Module Enabled,8200A,-C	\$0.00	\$0.00	\$0.00		\$0.00
6	X2071A-C	2	HBA,4-Port HD-miniSAS,12Gb,PCIe,-C	\$1,610.00	\$3,220.00	\$761.12	\$1,697.76 (52.7%)	\$1,522.24
7	X6566B-05-R6-C	2	Cable,Direct Attach CU SFP+ 10G,0.5M,-C	\$60.00	\$120.00	\$50.10	\$19.80 (16.5%)	\$100.20
8	X66250-5-C	8	Cable,LC-LC,OM4,5m,-C	\$160.00	\$1,280.00	\$75.64	\$674.88 (52.7%)	\$605.12
9	X66032A-C	8	Cable,12Gb,Mini SAS HD,2m,-C	\$285.00	\$2,280.00	\$134.73	\$1,202.16 (52.7%)	\$1,077.84
10	X6235-C	1	Chassis,FAS8200,AFF-A300,AC PS,-C	\$0.00	\$0.00	\$0.00		\$0.00
11	DS224C-10-1.8-24S-2P-C	2	DSK SHLF,12G,24x1.8TB,10K,2P,-C	\$19,570.00	\$39,140.00	\$9,291.04	\$20,557.92 (52.5%)	\$18,582.08
12	DOC-8200-C	1	Documents,8200,-C	\$0.00	\$0.00	\$0.00		\$0.00
13	DATA-AT-REST-ENCRYPTION	2	Data at Rest Encryption Capable Operating Sys	\$0.00	\$0.00	\$0.00		\$0.00
14	X800-42U-R6-C	6	Power Cable,In-Cabinet,C13-C14,-C	\$0.00	\$0.00	\$0.00		\$0.00
15	X-02659-00-C	3	Rail Kit,4-Post,Rnd/Sq-Hole,Adj,24-32,-C	\$115.00	\$345.00	\$54.60	\$181.20 (52.5%)	\$163.80
16	OS-ONTAP1-CAP2-PREM-2P-C	864	ONTAP,Per-0.1TB,PREMBNDL,Perf,2P,-C	\$99.00	\$85,536.00	\$46.79	\$45,109.44 (52.7%)	\$40,426.56
17	X6599A-R6-C	8	SFP+ Optical 10Gb Shortwave,-C	\$795.00	\$6,360.00	\$375.83	\$3,353.36 (52.7%)	\$3,006.64
18	CS-S-SSP-4R-OC	1	PartnerChoice 4hr Parts Repl and SSP 3 YRS	\$12,369.31	\$12,369.31	\$5,622.00	\$6,747.31 (54.5%)	\$5,622.00
19	X66021A-R6	4	Cable,Storage,MiniSAS HD,QSFP,12G,2m	\$125.00	\$500.00	\$59.09	\$263.64 (52.7%)	\$236.36
20	X-SFP-H10GB-CU5M-R6	8	CISCO DIRECT ATTACH CABLE - 16.4 FT	\$139.00	\$1,112.00	\$108.43	\$244.56 (22.0%)	\$867.44
21	PS-ENT-STORAGE-1	1	PRO SVC - ENTERPRISE STORAGE with migration services, install and configure	\$45,875.00	\$45,875.00	\$21,844.00	\$24,031.00 (52.4%)	\$21,844.00
<i>Section Totals:</i>					\$243,137.31		\$127,710.43 (52.5%)	\$115,426.88

Quote Subtotal:	\$243,137.31	\$115,426.88
	52.5% Savings off List Price:	\$127,710.43
	Total:	\$115,426.88

Please FAX all POs to (952) 279-4613
or email Derek.Ponath@insight.com

NETAPP AGENT - STATE OF FLORIDA NASPO PC HARDWARE(#
MNWNC-121 / 43211500-WSCA-15-ACS)

Terms and Conditions:

This purchase is subject to Insight's online Terms of Sale unless you have a separate written agreement signed by both your company and Insight, in which case, the separate written agreement will govern. You hereby accept the foregoing terms by issuing a purchase order or payment for this purchase. Any tax and/or shipping amounts shown on this quote are estimated and subject to change. Insight's online Terms of Sale can be found at: https://www.insight.com/en_US/help/terms-of-sale-products-and-services.html.
Credit Application: https://images01.insight.com/media/pdf/Insight_Credit_Application.pdf



TO: City of Pinellas Park
PO BOX 1100
PINELLAS PARK, FL 33780-1100
DATE: 2/8/2019
QUOTE #: 220893126 - 16291751
Valid to: 6/30/2019

Remit to Address
Insight Public Sector
PO Box 731072
Dallas, TX 75373-1072

Ordering Address:
Insight Public Sector
6820 S Harl Avenue
Tempe AZ, 85283

Quote Provided by:
Derek Ponath

Account Executive:
Jon Teply
321-768-3801
jon.teply@insight.com

FOB: Destination
TIN #: 36-3949000
Payment Terms: Net 30

Material	Description	Months of Service	Service Start Date	Manufacturer	QTY	Mfr. List	Discount %	Unit Net Price	Ext Net Price
X-SFP-H10GB-CU5M-R6	Cable,Cisco 10GBase Copper SFP+ 5m			NetApp	8	\$139.00	22.00%	\$108.43	\$867.40
									\$867.40
All items with a cost are on contract: NETAPP AGENT - STATE OF FLORIDA NASPO PC HARDWARE(# MNWNC-121 / 43211500-WSCA-15-ACS)								SUBTOTAL	\$867.40
								TAX	\$0.00
								SHIPPING	\$0.00
								GRAND TOTAL	\$867.40



Tom Appugliese <tappugliese@pinellas-park.com>

Re: Netapp Storage Upgrade for council meeting approval Jun 13th

Gary Moskaluk <GMoskaluk@pinellas-park.com>
To: Tom Appugliese <tappugliese@pinellas-park.com>

Wed, May 29, 2019 at 9:04 AM

Good morning Tom,

Please proceed with your agenda item and purchase of these items upon City Council Approval.

Gary Moskaluk
Purchasing Director
City of Pinellas Park
(727)369-5711

On Wed, May 29, 2019 at 8:49 AM Tom Appugliese <tappugliese@pinellas-park.com> wrote:
Gary.

Please see the attached updated quote, showing our discount. Please let me know if can proceed with the Agenda.

Thank you

Thomas Appugliese | City of Pinellas Park IT Operations Director
Office # 727-369-0651 | Fax # 727-369-7868 | Tappugliese@pinellas-park.com

On Thu, May 23, 2019 at 1:51 PM Gary Moskaluk <GMoskaluk@pinellas-park.com> wrote:
Hi Tom,

As this contract calls for 35% off MSRP, I will need to see the original pricing and the 35% off offered to us.

Thank you.

Gary Moskaluk
Purchasing Director
City of Pinellas Park
(727)369-5711

On Thu, May 23, 2019 at 12:38 PM Tom Appugliese <tappugliese@pinellas-park.com> wrote:
Gary,

Attached is our Quotes from Insight on our Netapp Storage system upgrade , please verify the NASPO contract on the two quotes.

Thank you

Thomas Appugliese | City of Pinellas Park IT Operations Director
Office # 727-369-0651 | Fax # 727-369-7868 | Tappugliese@pinellas-park.com