Sauk County

DIGICORP

Proposal

926S BACKUP REPLACEMENT

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Cover Letter

Jane Hill
System Administrator
Sauk County MIS Department

Dear Jane,

Thank you for considering Digicorp and Unitrends for this project. We are uniquely positioned to help with your desired objectives in regards to Unitrends because of our vast experience working with local Wisconsin government on backup and recovery. We understand how cities and counties run, what budget cycles look like, and who the key constituents are. Most importantly, we know what base level technology needs look like and we know how to deliver them with cost control in mind. We also are local in Brookfield, WI and have a front-line team ready to respond to requests. Our many happy Unitrends customers include the City of Watertown, the City of Burlington, the City of Port Washington, Barron County, Washburn County, the Village of East Troy and many more.

I'm pleased to be able to provide you with a proposal that will show you costs for trading in your appliances.

We want to personally thank you and your team for the opportunity to serve you and look forward to next steps in your decision-making process. If you have any questions, please don't hesitate to reach out to me, your Digicorp Account Manager, with questions or concerns.

Best Regards,

Barbara Rios

Barbara Rios
Sr. Account Executive
Digicorp, Inc.

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Executive Summary

Thank you for considering Digicorp and Unitrends for your backup needs.   Sauk County is requesting options for replacing their existing Unitrends hardware that will meet both budget and growth needs. Digicorp's objective is to provide a proposal with next step options, and provide an overview of how Digicorp can not only meet your Unitrends needs, but also provide a partnership that shows we are invested in your success as an organization.

After discussing your needs, we believe Digicorp continues to be the right fit for supporting your backup environment. Our confidence is driven by a few key points below:

- Digicorp works with countless local municipalities and has extensive experience in backup and recovery solutions such as Unitrends. We have references to prove it.
- The depth of our team is top notch. With around 40 full time employees two thirds of our employees are engineers. Each engineer has very solid baseline knowledge of basic IT elements including troubleshooting and end-user assistance. We build beyond this with each engineer having their own core competency. This could be server infrastructure, layer 2 networking, layer 3 security/ firewall work or backup and recovery. Having an organization that is experienced and has a diverse group of engineers ready to assist is invaluable.
- We believe in the value of bridging the gap between solution provider and end-user. Digicorp is a Value-Add partner and is prepared to assist with handling support cases, negotiate on your behalf for the best pricing, and assist with issues that may fall out of solution support scope. Having this sort of relationship is a key variable in having a successful partnership when it comes to protecting your key assets.

Based on discussions with Unitrends techs, they recommend a 9032S. The new 9032S provides increased hardware capabilities and has 32TB of RAW storage to maintain 30 days of retention, and 8-10% growth over the next 3 years. Additional benefits to replacing include:

- New Gen 9 hardware with increase speeds
- RJ45 Copper 10 Gig Capabilities built in
- CentOS7
- Added Enterprise Plus Features such as:
  - Automated DR testing of RPO & RTO for unlimited servers with Recovery Assurance
    - https://www.unitrends.com/wp-content/uploads/DS-1131-ENG-A-Recovery-Assurance-Data-Sheet-1.pdf
  - Compliance Reporting
  - Failover/Failback
  - NDMP for NAS
  - Boomerang Licensing for unlimited VMs
    - Provides live spin up to AWS or Azure Cloud for VMware Servers
      - https://www.unitrends.com/wp-content/uploads/Boomerang-FAQ.Public.pdf

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Sauk County has used Unitrends for a number of years and we are confident that the solution will continue to meet the need for a reliable solution that provides reassurance of recoverability in the event of a disaster. Having a local partner to assist and respond with urgency is critical should a challenge arise. Digicorp continues to recommend Unitrends as a front running solution and has the expertise to be an added resource for account and technical support.

By partnering with Digicorp on this project, you are getting an organization with many years of experience in not only Unitrends backup, but also a team of highly skill engineers who have expertise throughout your data center. A solid backup plan protects your organization from common threats can include human error, illegitimate deletion requests, programmatic errors, hackers, malicious employees, malware & viruses, and ransomware. Your organization is too important not to have a solid backup and DR plan.

Please see below for costs and let us know if you have any questions!

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Physical Appliance Options

9032S Replacement

Appliance	Hardware MSRP + ENT PLUS	Q4 DISC	3YR Support MSRP	Total	Annual Payment Option*
9032S 22TB SUG/32TB RAW **Inc. ENT PLUS**	$52,799	-$52,799	$30,660	$30,660	$10,220
RXDA & Adapter	$799				$0
Total				**$30,660**	**$10,220**

Tax/Shipping not included if applicable. Annual Payment option available upon request per the below schedule. Additional Multi-YR Discounting may be available for Upfront payments. If you prefer annual payments, please initial here:_____.

Schedule

Year 1: $10,220 -*Shipping to be added at Invoice*

Year 2: $10,220

Year 3: $10,220

*In year 4, you have the option to renew for another year or trade-in appliance with another 3-year agreement to any size needed. You simply pay the subscription cost for appliance desired.

Appliance Features

Summary

Unitrends Recovery Series all-in-one appliances combine software, storage, and compute into one box for easy-to-manage backup with built-in cloud integration. The Recovery 8032S backup appliance is a 2U rackmount unit with 32 TBs of storage – both well suited for organizations with a large data footprint as well as a replicated branch of a large business.

See Datasheet for details: https://www.unitrends.com/wp-content/uploads/Recovery-Series-Backup-Appliances-DataSheet.pdf

Enterprise Plus Features

- Automated Recovery Testing. Don't have time, resources, or budget for manual Disaster Recovery testing? Unitrends Recovery Assurance delivers automated recovery testing, without affecting your production servers. Recovery Assurance software works with your backup appliance to automatically test and certify your RTO and RPO recovery objectives and SLAs ahead of time.

- Automated Failover – Unitrends orchestrates failover, making data, applications, and lab environments available instantly. Guaranteed failover of Windows physical, VMware and Hyper-V applications.
- Distributed Enterprise Manager. Unitrends has long had a single pane of glass for monitoring and management of dozens of machines. However, as we've increasingly penetrated the enterprise we have been increasingly asked for the capability of managing hundreds and thousands of Unitrends physical and virtual appliances. This feature allows monitoring and management of up to 10,000 physical and virtual appliances. The architecture actually allows millions of monitored and managed devices; we limit to 10,000 just because that was our initial testing goal (i.e., if you have a need for more than 10,000 monitored and managed devices, please call us.)
- VMware Direct Replication to Azure and AWS. This is our popular "Boomerang" feature. We now include in Enterprise Plus the ability to directly replicate and spin-up VMware VMs in AWS and Azure. This means we don't only protect workloads within AWS and Azure, but support replication from VMware to object storage within those clouds with spin-up.
- Security-Integrated Copy Data Management (CDM). Data protection and security go hand-in-hand in keeping IT infrastructure resilient and available. Unitrends Enterprise Plus allows a security scan test to be added to Data Copy Access jobs using ClamAV antivirus to scan for threats prior to spinning up test / dev environments.
- NDMP. The ability to back up large NAS environments support is now included in Enterprise Plus.
- Unlimited Item-level Exchange Recovery. Unlimited Exchange mailboxes are supported for granular item-level recovery. It is now easy to recover just that lost specific email or folder.

Optional Install Details

Digicorp Onsite Implementation

Sample SOW with Digicorp Engineer (Estimated 8-13 Hours)

Rate of $140/Hour
- Installation of Unitrends (1) 90XX. Per most recent Capacity and Policies Reports.
- Transfer, and update configuration and schedules up to 100% of clients
- Set up archiving to RXDA unit (if applicable)
- Pause Jobs on existing unit, start jobs on new unit & Follow Up to confirm first full backup success

Optional – Digicorp to follow up and decommission (simple remote-in and shut down) of legacy unit (adds estimated 30 min to 2 hours)   Please initial here if you'd like Digicorp to also perform decommission procedures._____

About Digicorp

Digicorp is a Data & Voice Engineering firm located in Brookfield, WI and we are thankful for the opportunity to work with you on this project. We've been in business and growing for over 40 years and most of our technical engineers has been in this business for 10 to 30 years. Beyond Unitrends, we have

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many years of experience in Networking, Servers/Storage, Wireless, Video Surv, Cabling, Network Security and more. This expertise is critical in being able to support a customer's entire environment.

Acceptance

I wish to proceed with above option. I wish to proceed with

_____Annual Payments (understanding it is a 3YR Commitment)

_____Upfront Payment (Invoiced for 3YRs upfront)

Signature:_____ Date:_____

Indication of Install needs

Yes, also add Option _____ of install to the total. _____

No, I do not wish to add install at this time. _____