

**EMC SAN Solution**

Quote #067794 v3

**Prepared For:**
**Sauk County**

 Blake Volk  
 510 Broadway, Room C103  
 Baraboo, WI 53913

**P:** (608) 355-3564

**E:** blake.volk@saukcountywi.gov

**Prepared By:**
**Heartland Business Systems**

 Chad Stanek  
 1700 Stephen Street  
 Little Chute, WI 54140

**P:** (920) 687-4660

**E:** cstanek@hbs.net


**Date Issued:**
**05.17.2019**
**Expires:**
**06.16.2019**

EMC Unity 300		Price	Qty	Ext. Price
<b>Unity 300</b>				
D3-2S10-1800	UNITY 1.8TB 10K SAS 25X2.5 DRIVE	\$601.32	15	\$9,019.80
D3SP-S6X1800-10K	UNITY SYSPACK 6X1.8TB 10K SAS 25X2.5	\$3,607.92	1	\$3,607.92
D3FC-2S12FX-400	UNITY 400GB FAST CACHE 25X2.5 DRIVE	\$972.59	4	\$3,890.36
D31D24AF25	UNITY 300 2U DPE 25X2.5 DRIVE FLD RCK	\$4,493.93	1	\$4,493.93
D31DEMCK25 KIT	UNITY 25 DRIVE DPE FLD INSTALL KIT	\$0.00	1	\$0.00
D3SFP8F	UNITY 4X8GB SFP FC CONNECTION	\$0.00	1	\$0.00
D3SL16F	UNITY 2X4 PORT 16G FC IO	\$1,608.08	1	\$1,608.08
M-PSM-HWE-004	PROSUPPORT W/MISSION CRITICAL-HARDWARE 36 months	\$8,143.40	1	\$8,143.40
<b>Software</b>				
458-002-523	UNITY HFA BASE SOFTWARE+ D@RE=IC	\$0.00	1	\$0.00
M-PSM-SWE-004	PROSUPPORT W/MISSION CRITICAL-SOFTWARE 36 months	\$0.00	1	\$0.00
<b>SRM</b>				
458-002-287	STORAGE M&R FOR UNITY=IC	\$0.00	1	\$0.00
456-113-338	STORAGE M&R FOR UNITY LIC=IC	\$0.00	1	\$0.00
M-PSM-SWE-005	PROSUPPORT W/MISSION CRITICAL-SOFTWARE 36 months	\$0.00	1	\$0.00
<b>Appsync</b>				
458-001-425	APPSYNC BASIC FOR UNITY 300 =IC	\$0.00	1	\$0.00
456-109-802	APPSYNC BASIC FOR UNITY 300 =IC	\$0.00	1	\$0.00
M-PSM-SWE-004	PROSUPPORT W/MISSION CRITICAL-SOFTWARE 36 months	\$0.00	1	\$0.00
<b>Recoverpoint</b>				
458-001-374	RP BASIC FOR UNITY 300/300F/350F =IC	\$0.00	1	\$0.00

EMC Unity 300		Price	Qty	Ext. Price
M-PSM-SWE-004	<b>PROSUPPORT W/MISSION CRITICAL-SOFTWARE</b> 36 months	\$0.00	1	\$0.00
	<b>Labor</b>			
HBS-FF-LABOR	<b>Engineering/Consulting Labor</b> Unity Installation	\$4,081.25	1	\$4,081.25
		Subtotal		<b>\$34,844.74</b>

Quote Summary		Amount
EMC Unity 300		\$34,844.74
<b>Total:</b>		<b>\$34,844.74</b>

This quote may not include applicable sales tax, shipping, handling and/or delivery charges. Final applicable sales tax, shipping, handling and/or delivery charges will be calculated and applied at invoice. The above prices are for hardware/software only, and do not include delivery, setup or installation by Heartland unless otherwise noted. Installation by Heartland is available at our regular hourly rates, or at the reduced rate of a prepaid HBSFlex Agreement. This configuration is presented for your convenience only. Heartland will not be responsible for typographical or other errors or omissions regarding prices or other information. Prices and configurations are subject to change without notice. A 15% restocking fee will be charged on any returned part. The customer shall also be required to pay all costs of shipping the product to Heartland and/or the vendor. A \$25.00 processing fee will also be charged. No returns will be accepted by Heartland without prior written approval. By providing your "E-Signature," you acknowledge that your electronic signature is the legal equivalent of your manual signature, and you warrant that you have the express authority to execute this agreement and legally bind your organization to the above proposal and terms and all attached documents. The customer agrees that each and every purchase that the customer makes from Heartland is governed by Heartland's Standard Terms and Conditions ("ST&Cs") located at <http://www.hbs.net/standard-terms-and-conditions>, which are incorporated herein by reference. The ST&Cs are subject to change. When a new order is placed, the ST&Cs on the above-stated website at that time shall apply. If customer has signed Heartland's ST&Cs version 2018.v2.0 or later, or the parties have executed a current master services agreement, the signed agreement shall supersede the version on the website. QT.2018.v2.2

Acceptance	
<b>Heartland Business Systems</b>	<b>Sauk County</b>
	
Chad Stanek	
Signature / Name	Signature / Name Initials
05/17/2019	
Date	Date

## HTG Standard Terms & Conditions

### STANDARD TERMS AND CONDITIONS

The parties to this agreement are Heartland Business Systems, LLC., ("Heartland" or "Seller"), with corporate headquarters located at 1700 Stephen Street, Little Chute WI 54140, and customer (Buyer) who purchases products and/or services from Heartland.

- 1) **ACCEPTANCE.** Buyer accepts these Standard Terms and Conditions as a condition of Buyer's purchase of services and/or products from Heartland.
- 2) **PAYMENT AND TERMS.** All invoices provided by Seller to Buyer shall be paid within 30 days of the invoice date with the exception of HBSFLEX Agreement invoices. HBSFLEX Agreement invoices shall be paid upon receipt of the invoice. A service charge of \$35.00 will be assessed for each check that is returned for insufficient funds.
- 3) **FORCE MAJEURE.** Heartland's performance hereunder shall be excused if such nonperformance or delay of performance is due to causes beyond the reasonable control of Heartland and is the direct or indirect result of, but not limited to, acts of God, acts of the public enemy, acts of the United States of America, or any state, territory or political subdivision thereof or of the State of Wisconsin, fires, war, riots, terrorism, floods, epidemics, quarantine restrictions, insurrection, strikes, labor shortage, materials shortage or freight embargoes. Any delay in performance due to the force majeure occurrence shall extend the period for performance for the duration of the delay.
- 4) **SHIPPING.** With respect to any products that are to be shipped, shipment shall be FOB Seller's place of business, by common or contract carrier, or, in the case of drop shipment, FOB a manufacturer's or distributor's place of business, by common or contract carrier. Freight charges shall be Buyer's responsibility. "Delivery," as that term is used in this proposal and any resulting contract, shall be deemed completed when the goods have been placed into the hands of the common or contract carrier.
- 5) **WARRANTY.** Any hardware, software, or parts sold to Buyer may be subject to a warranty made by the manufacturer or other third party to Buyer and, if so, the terms and conditions of such warranty are embodied in other documents. Buyer acknowledges that Seller is not a party to any such warranty, and that any rights or remedies that Buyer may have pursuant to said warranty are against the manufacturer or other third party directly, and is not assertable against the Seller. **SELLER MAKES NO WARRANTY WITH RESPECT TO THE PRODUCTS OR SERVICES SOLD HEREUNDER. BUYER ACKNOWLEDGES THAT IT HAS NOT RELIED ON ANY WARRANTY OR REPRESENTATION BY THE SELLER WITH RESPECT TO THE PRODUCTS OR SERVICES SOLD HEREUNDER, EXCEPT AS ARE EXPRESSLY CONTAINED HEREIN. ANY IMPLIED WARRANTY OF MERCHANTABILITY, AND ANY IMPLIED WARRANTY THAT THE PRODUCTS OR SERVICES SOLD HEREUNDER ARE FIT FOR A PARTICULAR PURPOSE, ARE HEREBY DISCLAIMED.**
- 6) **PROFESSIONAL SERVICES.** Heartland may provide professional services as requested by the Buyer. All services provided by Heartland, which include labor and travel charges, are subject to the terms and conditions as set forth in this Agreement. Services provided by Seller to Buyer may be covered under a manufacturer or other third party warranty, may be applied to a pre-paid HBSFLEX Agreement purchased by the Buyer, at the rates set forth in the most current version of the HBSFLEX Volume Service Schedule, as updated from time to time, or may be billed out to the Buyer at the then-prevailing hourly rate. Regardless whether the services are covered under warranty, applied to a HBSFLEX Agreement or billed out at an hourly rate, all terms of this Agreement apply. Heartland's records shall be the sole measurement of professional services and/or time expended by Heartland. HBSFLEX Agreements may not be used to purchase products, and each HBSFLEX Agreement shall automatically expire eighteen months after the date of invoice for that HBSFLEX Agreement. Any existing Service Blocks shall automatically expire on June 30, 2019.
  - A) **Warranty.** If services provided are in connection with a problem that is covered by a manufacturer or other third party warranty, then such services shall not be counted against a HBSFLEX Agreement or billed out at the then-prevailing hourly rate, to the extent of the warranty coverage. Please refer to your manufacturer or third party provided documentation which will define what is covered under warranty. Any labor or travel provided that is not covered under the manufacturer or third party warranty will be applied to a HBSFLEX Agreement or billed out at the then-prevailing hourly rate, whichever applies.
  - B) **HBSFLEX Agreements.** Buyer may choose to purchase a pre-paid HBSFLEX Agreement from Seller. When a HBSFLEX Agreement is purchased, labor and travel charges incurred will be applied against the HBSFLEX Agreement. Buyer will receive informational invoices detailing the services as they are provided.
    - 1) When a pre-paid HBSFLEX Agreement is exhausted an additional HBSFLEX Agreement may be purchased. If an additional HBSFLEX Agreement is not purchased, then services will be billed out at the then-prevailing hourly rate.
    - 2) Either party may terminate a pre-paid HBSFLEX Agreement by giving notice to the other, in writing by mail to the party's last known address, of such intent. If this Agreement is terminated before the HBSFLEX Agreement is expended, then Heartland shall refund 75% of the unused portion of the fee and may retain the balance.
  - C) **Hourly Rate.** Should services provided not be covered under a manufacturer or third party warranty or should the Buyer not have purchased or not have time available on a HBSFLEX Agreement then all labor and travel will be billed out at Heartland's then-prevailing hourly rate.
- 7) **PROFESSIONAL SERVICE ESTIMATES.** At times, Buyer may request time estimates for service situations. Heartland will provide a best estimate based upon the information that is known at the time of the request. This is to be considered an estimate for service only and not a guarantee. Actual service hours may be less or may be more than the estimate provided.
- 8) **FOUR-HOUR RESPONSE.** For calls received on normal business days, excluding holidays, Heartland will use its best effort to respond to the Buyer's request for service within four business hours (the hours between 8:00 a.m. and 5:00 p.m. CT) of the Buyer's request.
- 9) **ASSIGNABILITY.** Heartland may delegate all, or any part of, its duties hereunder to a subcontractor.
- 10) **EXCLUDED EQUIPMENT.** Heartland may discontinue providing services with respect to any hardware for which it can no longer readily obtain repair parts or technical assistance.
- 11) **BUYER'S RESPONSIBILITY.** Buyer shall use its best efforts to cooperate with Heartland in connection with Seller's carrying out its duties hereunder, and Buyer shall refrain from any act or omission that could frustrate Heartland's performance. In that regard, but not by way of limitation, Buyer shall designate one employee for each location at which services are expected to be rendered under this Agreement, with full authority to act for Buyer in the event that Buyer's input is required in order to affect any aspect of the services provided hereunder.
- 12) **BUYER'S WARRANTY AS TO PROPER LICENSING.** Buyer warrants and represents to Seller that it possesses a proper license for all software being used by Buyer's organization and shall hold Heartland harmless from any claims or suits premised upon breach of any third party's proprietary rights with respect to such software.
- 13) **BUYER'S WARRANTY AS TO PROPER BACKUP.** Buyer warrants and represents to Seller that Buyer's data and system has been properly backed up prior to the commencement of any services provided by Heartland and understands that the Seller shall have no liability whatsoever, under any circumstances, for any damages suffered by Buyer as a result of improper backup situations or data which has not been backed up and that is lost, for any reason, in connection with the services or use of the products sold hereunder.
- 14) **NON-SOLICITATION OF HEARTLAND PERSONNEL.** During the term of this Agreement, and for a period of one (1) year after the termination of this Agreement by either party for whatever reason, Buyer shall not, directly or indirectly, encourage any employee of Heartland, who became known to Buyer by virtue of such employee's providing services under this Agreement, to terminate his or her employment with Heartland. In addition, during the term of this Agreement, and for a period of one (1) year after the termination of this Agreement by either party for whatever reason, Buyer shall not, directly or indirectly, solicit any employee of Heartland, who became known to Buyer by virtue of such employee's providing services under this Agreement, for employment which would end or diminish that employee's service with Heartland. Buyer acknowledges that Heartland will suffer irreparable harm as a result of Buyer's violation of this paragraph and that Heartland may bring an action for injunctive relief and/or actual damages to enforce this provision.

**15) SUSPENSION OF PRODUCTS AND/OR SERVICES.** Heartland may, at its option, suspend providing products and/or services hereunder in the event that the Buyer is delinquent on payment of any outstanding invoices.

**16) EXCLUSIVE REMEDY/LIMITATION OF LIABILITY.** Notwithstanding any other provision herein, Seller's sole and exclusive liability to Buyer for any breach of this Agreement, or breach of any warranty, express or implied, found to have been made in connection with this Agreement, shall be to repair or replace, at its option, any defective hardware, software, or parts sold hereunder; Seller shall have no liability for any other damages, consequential or otherwise. Seller shall have no liability whatsoever to Buyer if computer software or computer hardware sold hereunder is subsequently upgraded, or is otherwise used with software or hardware that was not used with the software and/or hardware sold hereunder at the time of installation, or if any such software or hardware has been serviced by anyone other than Seller. Seller shall have no liability whatsoever, under any circumstances, for any damages suffered by Buyer as a result of data which has not been backed up and that is lost, for any reason, in connection with the services or use of the products sold hereunder.

**17) ACCEPTANCE OF PRODUCTS.** Buyer shall be deemed to have irrevocably accepted the products and services sold hereunder if Buyer has not given to Seller a written notice of rejection, describing the basis for rejection, within 10 business days after delivery. All data and intellectual property provided by Seller in connection with this Agreement shall belong to Seller ("Heartland Materials"). Seller shall retain all rights and interests in and to the Heartland Materials after the completion of this Agreement.

**18) CHOICE OF LAW.** This Agreement, and any claim arising under it, or related to the transaction evidenced by it, shall be construed and determined under the laws of Wisconsin.

**19) ATTORNEY FEES.** In the event that legal action is taken by either party upon any claim arising from this Agreement or in any way related to the transaction that is evidenced by this Agreement, Seller shall, if it prevails, be entitled to recover from Buyer its actual reasonable attorney fees incurred in connection therewith.

**20) SEVERABILITY.** If any portion of this Agreement is determined by a court or government agency having competent jurisdiction to be invalid or unenforceable, the remainder of this Agreement shall remain in full force and effect to the extent permitted by law.

**21) BINDING EFFECT.** This Agreement shall bind and inure to the benefit of the parties, and their respective heirs, successors, personal representatives, beneficiaries and assigns.

**22) ADDITIONAL WORK.** In the event that Seller agrees to provide additional products or service not specifically covered by this Agreement, the terms and conditions of this Agreement shall govern, unless otherwise provided in writing.

**23) ENTIRE AGREEMENT.** This is the entire agreement of the parties respecting the sale of the products or services, sold by Seller to Buyer. No modification, addition, or amendment shall be binding unless in writing and signed by both parties.

Buyer accepts these Standard Terms and Conditions as a condition of Buyer's purchase of services and/or products from Heartland.

STC.2018.v2.0