



Board of County Commissioners Agenda Request

10A
Agenda Item #

Requested Meeting Date: 03/26/2024

Title of Item: Backup Solutions

<input checked="" type="checkbox"/> REGULAR AGENDA	Action Requested:	<input type="checkbox"/> Direction Requested
<input type="checkbox"/> CONSENT AGENDA	<input checked="" type="checkbox"/> Approve/Deny Motion	<input type="checkbox"/> Discussion Item
<input type="checkbox"/> INFORMATION ONLY	<input type="checkbox"/> Adopt Resolution (attach draft)	<input type="checkbox"/> Hold Public Hearing* <i>*provide copy of hearing notice that was published</i>

Submitted by: Chris Sutch	Department: IT
-------------------------------------	--------------------------

Presenter (Name and Title): Chris Sutch	Estimated Time Needed: 15 Minutes
---	---

Summary of Issue:

Aitkin County's current backup solution is at the end of both its life cycle and capacity. I propose the solution from Rubrik will best fit the County's needs as a replacement. The cost of the proposal is \$217,745.45; This cost includes 3 years of maintenance. Rubrik is a backup solution as well as a cyber security appliance. This consists of an appliance that will be installed in Aitkin's data center. This will provide an immutable backup copy on-premise while also uploading to Rubrik's Azure cloud. Additionally, Rubrik's enterprise subscription offers data analytics that can help us recover from threats such as a ransomware attack faster and with less difficulty. Among these analytics is anomaly detection within the backup enabling us to determine a clean backup point avoiding reinfection by restoring infected files. In addition, this would enable us to determine what specific information may have been exfiltrated. Furthermore, in the event of a ransomware attack, Rubrik provides a Ransomware response team to assist with recovery.

We estimate that cloud storage will cost around \$32,000 per year, however the first year of cloud storage provides 100TB free and the remaining cost for year 1 of cloud storage will be \$12,847.25 which is included in the total listed above.

Alternatives, Options, Effects on Others/Comments:

An alternative proposal IT has reviewed is a software package called Veeam(\$31,802 for 3 years), with an Exagrid storage array(\$112,000) Adopting this would also require adding a cloud storage at an estimated \$46,000/year (estimated based on 165TB in Amazon S3 cloud - at \$23/TB/month) for a total of \$189,802 - Exagrid would provide the immutability, but not the additional analytics to determine clean restore points/exfiltrated data. +

Recommended Action/Motion:

Approve the purchase of Rubrik in the amount of \$217,745.45

Financial Impact:

Is there a cost associated with this request? Yes No

What is the total cost, with tax and shipping? \$ 217,745.45

Is this budgeted? Yes No *Please Explain:*

IT has budgeted 40,000 and planned use 20,000 of Recorder Tech funds. I request the balance of \$157,745.45 to paid utilizing FRF dollars. IT did under budget for this project, I had failed to anticipate Aitkin's substantial data growth from approximately 16TB to over 35TB.



Pricing Proposal
Quotation #: 24617516
Created On: 3/14/2024
Valid Until: 4/6/2024

MN-County of Aitkin

Chris Sutch

209 Second Street NW
Aitkin, MN 56431
United States
Phone: 218-927-7318
Fax:
Email: chris.sutch@co.aitkin.mn.us

Inside Account Executive

Robert D'Addario

290 Davidson Ave
Somerset, NJ, 08873
Phone: 732-317-6967
Fax:
Email: robert_daddario@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 PROFESSIONAL SVCS ONSITE SVCS INSTALLATION Rubrik - Part#: RA-PS-INST-ONST Contract Name: Open Market Contract #: Open Market Note: Onsite Install	1	\$7,500.00	\$7,500.00
2 SC GOVERNMENT ENTERPRISE EDITIOCLDS N /USABLE BETB PREMIUM SUPPORT PR Rubrik - Part#: RS-BT-EE-RSCG-PE-PP Contract Name: Open Market Contract #: Open Market Note: 3 Year Term	60	\$2,414.12	\$144,847.20
3 PREM SUP FOR R6000S HARDWARE SVCS PREPAY Rubrik - Part#: RS-HW-SVC-PE-S2 Contract Name: Open Market Contract #: Open Market Note: 3 Year Term	1	\$11,139.00	\$11,139.00
4 CV GOVC BACKUP/BETB PREMIUM SUPLICS BACKUP/BETB PREMIUM SUPPORT PREPAY Rubrik - Part#: RS-BT-CVB-G-PE-PP Contract Name: Open Market Contract #: Open Market Note: 1 Year	100	\$0.00	\$0.00
5 SECURITY CLD GOV M365 PROTECT CLDS FOUNDATION PREM SUP PREPAY Rubrik - Part#: RS-UR-FE-MDG-PE-PP Contract Name: Open Market Contract #: Open Market	500	\$40.66	\$20,330.00
6 CV GOVC BACKUP/BETB PREMIUM SUPLICS BACKUP/BETB PREMIUM SUPPORT PREPAY Rubrik - Part#: RS-BT-CVB-G-PE-PP Contract Name: Open Market Contract #: Open Market Note: 1 Year	65	\$197.65	\$12,847.25

7	R6408S APPLIANCE 96TB 96GB PERP 10GBASE-T SMC Rubrik - Part#: RHA-6408S-02 Contract Name: Open Market Contract #: Open Market Note: Hardware	1	\$21,082.00	\$21,082.00
---	---	---	-------------	-------------

			Total	\$217,745.45
--	--	--	-------	--------------

Additional Comments

Rubrik has a no returns policy.

Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

The products offered under this proposal are Open Market and resold in accordance with the terms and conditions at [SHI Online Customer Resale Terms and Conditions](#).



Pricing Proposal
 Quotation #: 24414949
 Created On: 1/24/2024
 Valid Until: 2/22/2024

MN-County of Aitkin

Inside Account Executive

Chris Sutch

209 Second Street NW
 Aitkin, MN 56431
 United States
 Phone:
 Fax:
 Email: chris.sutch@co.aitkin.mn.us

Robert D'Addario

290 Davidson Ave
 Somerset, NJ, 08873
 Phone: 732-317-6967
 Fax:
 Email: robert_daddario@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 VEEAM DATA PLATFORM FOUNDATION UNIVERSAL SUBSCRIPTION LICENSE. INCLUDES ENTERPRISE PLUS EDITION FEATURES. 10 INSTANCE PACK. 3 YEARS SUBSCRIPTION UPFRONT BILLING & PRODUCTION (24/7) SUPPORT. PUBLIC SECTOR. Veeam - Part#: P-FDNVUL-0I-SU3YP-00 Contract Name: Open Market Contract #: Open Market Note: 3 Year	7	\$2,936.00	\$20,552.00
2 VEEAM BACKUP FOR MICROSOFT 365. 3 YEARS SUBSCRIPTION UPFRONT BILLING & PRODUCTION (24/7) SUPPORT. PUBLIC SECTOR. Veeam - Part#: P-VBO365-0U-SU3YP-00 Contract Name: Open Market Contract #: Open Market Note: 3 Year	250	\$45.00	\$11,250.00
		Total	\$31,802.00

Additional Comments

Veeam has a no returns policy.

Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

The products offered under this proposal are Open Market and resold in accordance with the terms and conditions at [SHI Online Customer Resale Terms and Conditions](#).



Customer	Aitkin
Quote Date	February 2, 2024

Pricing is only valid until March 31, 2024

All quotes from reseller to end user must also include pricing expiration date - indicated above.

Model Number	Part Number	Product Description	Qty.	List Price	Discount Price	Extended Price
EX54-SEC	EX54-SEC	Disk Capacity: Raw: 162 TB, Useable: 108 TB. 54 TB Full Backup. Includes 1 10 Gigabit Add on Card Disks are encrypted	1	\$ 101,482	\$ 51,248	\$ 51,248.41
EX27-SEC	EX27-SEC	Disk Capacity: Raw: 72 TB, Useable: 54 TB. 27 TB Full Backup. Disks are encrypted.	1	\$ 54,837	\$ 27,693	\$ 27,692.67
EX-10GBE-OPTICAL	EX-10GBE-OPTICAL	10 Gigabit Ethernet Dual Port SFP+ Optical Option for all ExaGrid models. Includes two qualified SFP+ short-range Modules.	2	\$ 2,700	\$ -	\$ -

Total System Cost			List Price	Extended Price
	System Cost		\$ 161,719	\$ 78,941.08
3YR-S-M&S	EX-3YR-MS-S	Three year 5 x 8 Customer Support and product Maintenance	\$ 66,305	\$ 32,365.84
Total with Three year 5 x 8 Customer Support and product Maintenance			\$ 228,024	\$ 111,306.93

Maintenance and Support

- Point releases
- Full version releases
- Phone support (5x8) - 2 hour business day response
- Email support (5x8) - 2 hour business day response
- Alert notification and remote reconciliation
- HW repair: replacement part shipped for next business day delivery (customer replaceable)
- Option for 7x24 support

Quote Terms

- Payment is due Net 30 days from shipment
- Freight - FOB point of shipment
- All amounts are in US dollars
- Customer is responsible for applicable taxes and shipping (NOT included in the quote).
- Subsequent year maintenance renewals can be increased by up to 3% per year