



MEMO

TO: Cass County Commission
FROM: Bob Henderson, IT Director
DATE: Jan 12, 2022
SUBJECT: Purchase of Computer Backup Software.

Dear Commissioners,

Enclosed is a quote for the Veeam Backup solution, to replace our existing Microsoft DPM Backup Solution.

Background: Our existing **on-premise** backup solution has been included with our ongoing Microsoft licensure for years. In its current status, it is not confirmed to have 100% coverage of our existing network size, nor is it capable of scaling quickly to any changes in our environment. Due to limitations inherent to the platform, in the event of a catastrophic disaster (tornado/fire/100-year flood) that had a large impact at the Courthouse, we are unable to confirm we would be able to restore in a timely manner nor with 100% coverage. This includes some of our critical, on premise applications such as BSI, ArcGIS, H: Drives, and Laserfiche. Robust backup solutions are a requirement of our Cyber Insurance renewal and was pointed out to us as their 3rd highest concern on our renewals in our last meeting.

What I have proposed is the purchase of a software called **Veeam**, which I have used at my past two employers successfully. It addresses our shortcomings in a quick fashion, allowing us to have a much faster and robust Return-to-Operation (RTO) timeline compared to our existing solution. The annual cost of this software is **\$9,490** for 100 licenses, which allows us to backup our existing on-prem solution as well as 10% growth, to allow flexibility as we develop new tools and servers.

There is no line item in the IT budget for this expense at this time. However, looking at line item 101-1801-412.43-12, there is a line item for "Azure Cloud Services" for \$10,000 that I believe was setup for cloud storage to be used as needed. At this time, there are no plans for using Cloud storage with existing projects, and would propose using this funding to pay for this item this year, allocating it as a separate renewal line item in the following calendar years.

SUGGESTED MOTION:

Move to authorize the IT Director to purchase Veeam backup software on a 1 year subscription rate for \$9,490 using funds within the current budget.

Bob Henderson
Information Technology Department

Veeam Licensing

Prepared for:

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Subscription 3yr

Qty	Item	Description	Price	Ext. Price
10	P-VBRVUL-0I-SU3YP-00	VEEAM BCK AND RPL VUL SUB 3YR MLIC UPFRONT BILLING SKU	\$2,704.00	\$27,040.00

Subtotal: \$27,040.00

Perpetual 3yr

***Optional Items**

Qty	Item	Description	Price	Ext. Price
10	P-VBRVUL-0I-PP000-00	VBR VUL PERPETUAL NEW LICS WITHSLIC 1YR SUP	\$2,846.00	\$28,460.00
10	V-VBRVUL-0I-P02PP-00	VBR VUL PERPETUAL 2YRS OF MLIC PREPAID MAINT	\$1,908.00	\$19,080.00

***Optional Amount:** \$47,540.00

Subscription 1yr

***Optional Items**

Qty	Item	Description	Price	Ext. Price
10	P-VBRVUL-0I-SU1YP-00	Veeam Backup & Replication Universal Subscription License. Includes Enterprise Plus Edition features. 1 Year Subscription Upfront Billing & Production (24/7) Support. Public Sector.	\$949.00	\$9,490.00

***Optional Amount:** \$9,490.00

Perpetual 1yr

***Optional Items**

Qty	Item	Description	Price	Ext. Price
10	P-VBRVUL-0I-PP000-00	VBR VUL PERPETUAL NEW LICS WITHSLIC 1YR SUP	\$2,846.00	\$28,460.00

***Optional Amount:** \$28,460.00

Quote Summary

Description	Amount
Subscription 3yr	\$27,040.00

Total: \$27,040.00

***Optional Items**

Description	Amount
Perpetual 3yr	\$47,540.00
Subscription 1yr	\$9,490.00
Perpetual 1yr	\$28,460.00

Optional Subtotal: \$85,490.00

For questions related to your quotation, please contact us using the information above. By signing below, the undersigned accepts High Point Networks Master Service Agreement and represents that he or she is authorized to execute the agreement on behalf of the customer. Acceptance of the quote online is considered acceptance of an offer and binding. All quotes are subject to shipping costs that may not be listed on the quote. Prices quoted are valid for 30 days from Quotation Date. Limitation of Liability for Consequential Damages. High Point Networks, LLC shall not be liable for any indirect, incidental, consequential, exemplary, or punitive damages of any kind or nature. All product will be invoiced once confirmation of shipment is received. All licensing and subscription orders will be invoiced immediately upon customer approval. Payment for all other orders are due in 30 days subject to credit approval. Credit card usage as a form of payment may be accepted on pre-approval basis and may be subject to a convenience fee. "Optional" items on the above quote are not included in the total pricing at the bottom of the quote. This offer to sell the listed products is subject to product availability and High Point Networks standard terms and condition and prices are subject to change without notice. Please consult your Account Representative prior to placing an order for timely, updated pricing. High Point Networks reserves the right to adjust pricing based on any error or omission. Note: Once product is ordered and shipped there is NO right of return and may be subject to a restocking fee. Product cannot be returned if ordered in error. Product cannot be returned if next generation product has been released.

Signature _____

Date _____