



AGENDA ITEM ANALYSIS

Project/Issue Name: 25-R-08 A Resolution of the City Council Authorizing the City Administrator to Engage Storcom Inc. for the Provision of Storage Area Network (SAN) Solutions Upgrades and Ongoing SAN Support.

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Date: 2-10-2025

Issue Statement

Our current Storage Area Network (SAN) is reaching its capacity and lifespan for business-critical applications, impacting system efficiency, scalability, and disaster recovery capabilities. As data demands continue to grow the existing infrastructure limits future growth, leading to potential slowdowns, increased likelihood of down time, and reduced resilience. Upgrading the SAN will enhance performance, ensure data integrity, support future growth, and align with evolving business and security requirements.

Discussion and/or Analysis

The current SAN is nearing capacity, causing limitations in existing systems, increased maintenance costs, and scalability limitations. Aging infrastructure also raises security and compliance risks.

Benefits of Upgrade

- **Improved Performance** – Faster data access and lower latency.
- **Scalability** – Supports future growth without disruption.
- **Reliability** – Enhanced redundancy and disaster recovery.
- **Cost Efficiency** – Reduced maintenance and energy costs.
- **Security & Compliance** – Modern encryption and access controls.
- **Expansion of Systems** – For example, allow for longer retention and better quality of security camera footage.

Key Considerations

- **Budget** – Balancing costs with performance and needs of the City.
- **Integration** – Compatibility with existing systems.
- **Migration** – Minimizing downtime during deployment.
- **Vendor Selection** – Ensuring reliability and scalability while meeting future needs.



- **Future Needs** – Looked at needs of future growth for normal operations, plus with the creation of the Data Analytics Department.
- **Improve on Existing Performance** – Looks for a system that increases performance and storage from existing system.

Options Review

- 3 rounds of bids (RFP) occurred
- 1st and 2nd round no vendor met all requirements.
- Round 3 was an addendum to clarify and talk to all vendors that had bid in round 2 to ensure they understood the requirements.
- From there we received 11 bids.
- 3 of those bids were disqualified for a price outside of budget.
- The other 8 were scored by Michael Sallee and James Strathdee, and the results were discussed to conclude our recommendation.

Recommended Action

We recommend purchasing the StorCom system quoted in **Quote# TJ013125D** for **\$95,434.24**. This solution meets all City requirements while providing:

- **Increased Storage & Performance** – ~70TB of fast storage (before deduplication) to support future growth.
- **Comprehensive Support** – Includes a 5-year, 24/7 support plan with same-day hardware replacement.
- **Enhanced Security** – Encryption of data at rest, improved cybersecurity, and ongoing patching.
- **Reliability & Redundancy** – Ensures system resilience with built-in redundancy.
- **Installation & Documentation** – Full implementation and documentation included.

Additionally, the existing system can be repurposed for security camera storage, enhancing video quality and retention.