LANAIR Group, LLC

330 N. Brand Blvd. Suite 600
Glendale, CA 91203
Tel: 877-LANAIR1 (526-2471) / Fax: 323-908-7266
20-4887462

Quotation

PREPARED FOR:
City of Carson
Kevin Kennedy
701 E. Carson St
Carson, CA 90745
Tel: (310) 830-7600

PROJECT	DATE	EXPIRES
Nutanix Infrastructure Refresh - PRO License Life of Device - 3 Years of Hardware Support Included	07/10/2019	07/31/2019

REP ID	TERMS	QUOTE NO.
cprice@lanairgroup.com	See Below	021202 v1

Notes: **Nutanix Deployment - PRO License Life of Device - 3 Years of Hardware Support Included**

If you choose to use native Nutanix Hypervisor (AHV) it is included as part of this quote. If you choose to use VMWare, additional licensing fees may apply directly with VMWare.

Please note:
1. Special Preferred Pricing - Must be ordered prior to cob July 31, 2019.

2. Financing subject to credit approval.

CATEGORY	DESCRIPTION	QTY	PRICE	TOTAL
Hardware				
Nutanix Hardware - 3 Nodes (Server Chassis)		1	$ 53,388.75	$ 53,388.75

Hardware Model

- Nutanix NX-1175S-G6

Storage Capacity & RAM

- 16 TB HDD + SSD Usable
  - 5.76 TB SSD Cache
- 576 GB RAM Total (384 at N+1)

Per Node

- Intel 12 Core Skylake Processor 4116 (2.1 GHz)
- 6 x 32 GB DDR4 Memory Module (192 GB/ Node)
- 2 x 6 TB 3.5" HDD
- 2 x 960 GB 3.5" SSD
- 2-port 10 GbE Dual SFP+ Network Adapter

		Hardware Total	$	53,388.75

CATEGORY	DESCRIPTION	QTY	PRICE	TOTAL
Software				
Nutanix Software		1	$ 6,405.00	$ 6,405.00

Nutanix Pro Software License - Life of Device

Includes:

- Enterprise Storage
- Data Redundancy
- Data Protection
- System Security

CATEGORY	DESCRIPTION	QTY	PRICE	TOTAL

Software

- Console Management & Analytics
- Built-in Virtualization (Nutanix Hypervisor)
  - Supports ESXi if desired

For more detailed information about the Nutanix Pro Software License please visit:

www.nutanix.com/products/software-options/

	Software Total	$	6,405.00

Support

Nutanix Hardware Support   1 $ 20,182.50 $ 20,182.50

<u>3 Years Nutanix Production 24/7 Hardware & Software Support</u>

Includes:

- 24/7 priority call and case handling
- Next business day on-site service
- Field engineering for parts replacement
- Major & minor system maintenance updates
- Software patch releases and upgrades

For more detailed information about the Nutanix Production 24/7 Hardware & Software Support please visit:

www.nutanix.com/support-services/product-support/product-support-programs/

	Support Total	$	20,182.50

LANAIR Professional Services

Professional Services   1 $ 5,900.00 $ 5,900.00

OVERVIEW

1. LANAIR will conduct the Nutanix Cluster Implementation ("Service") on-site at the Customer's work location(s) to include physical installation, configuration, As-Built, and customer acceptance.
2. LANAIR will provide standard As-Built Configuration Documentation.
3. Engagement success is contingent on Customer adherence to "Customer Responsibilities" as stated in this document as well as any applicable restrictions in product documentation.
4. LANAIR will build and implement the base Nutanix Cluster Infrastructure, along with the associated Nutanix supported hypervisors on Nutanix supported hardware. This infrastructure serves as the foundation for Customer workload components.
5. <u>LANAIR will work with the Customer on a collaborative approach, allowing the Customer to gather knowledge and experience with provisioning Nutanix infrastructure and use of management console. The Nutanix software and associated hypervisor will be implemented in accordance with the tasks listed below.</u>

GOALS

1. Nutanix cluster(s) deployed and is ready to run VMs
2. As-built configuration spreadsheet completed
3. Nutanix management console configured

DESIGN NOTES

1. The new cluster will be deployed via 10G connections to existing Core Stack.

2. Customer will confirm the following Network Requirements are configured prior to physical installation:
    - 6 x 10GB network switch ports
    - 2 x 110V power outlets
    - 1 dedicated VLAN for the Nutanix system on the existing switch
    - LANAIR will require remote access to Nutanix cluster throughout project until customer acceptance is received.
3. The customer will confirm the following Rackspace Requirements are met prior to physical installation:
    - 3 rack units of available space
    - 9 x network cables
4. The cluster will run Nutanix Hypervisor or VMWare
5. LANAIR will deploy equipment to Install Site(s) below.

INSTALL SITE(S)

1. HQ – 701 E. Carson Street, Carson, CA 90745.

IN SCOPE ITEMS

KEY DELIVERABLES
1. Onsite installation, configuration, validation, and As-Built review of new Nutanix Cluster at the datacenter
2. Onsite installation and configuration of PRISM CENTRAL for management of the NUTANIX cluster at the datacenter

AS-BUILT AND CLOSEOUT
1. Remote provide up to 1 hours of As-Built Review on the installed systems
2. Provide the CUSTOMER with Project Closeout documentation

PROJECT ADMINISTRATION
1. LANAIR will assign a technical lead to the project
2. LANAIR will coordinate and conduct a Project Discovery Meeting with the assigned technical lead to review the project in detail, discuss the existing environment, gather information for Design, and discuss the initial deployment timeline
3. LANAIR will conduct weekly project status calls throughout the Delivery Phases of the project and a weekly technical review call during critical phases of the project
4. CUSTOMER will assign a business and a technical sponsor for the project
5. CUSTOMER agrees to grant LANAIR remote access to the environment for the purpose of remote configuration during business hours utilizing the LANAIR secure CPS agent on an existing CUSTOMER server

SALES HAND-OFF CALL
The LANAIR engagement team will lead CUSTOMER project sponsors and stakeholders in an engagement kickoff meeting to set expectations about the purpose of the engagement, the delivery approach and timelines, the amount of time and effort required from the participants, and the expected milestones and deliverables. The objectives of the meeting are focused on:
1. Introduction of the delivery team, roles, and responsibilities
2. Review project goals and purpose of engagement
3. Explanation of the expected engagement deliverables and work products

TECHNICAL DISCOVERY
LANAIR will conduct a pre-engagement planning call with CUSTOMER to initiate the project. Topics to be discussed include:
1. Project timelines and scheduling
2. Conduct detailed design sessions with key project stakeholders, functional groups and subject matter experts as necessary

3. Draft the architecture design, taking into account all project requirements and vendor best practices
4. Identification of key CUSTOMER project team members with whom LANAIR will work to accomplish the tasks defined in this SOW
5. Identification of any required hardware, software, networking, security, and information that CUSTOMER needs to provide to successfully complete this engagement

PRE-INSTALLATION

1. Prior to the installation of equipment, LANAIR will conduct a health and performance check on the existing systems as needed. Remediation of issues on existing system as a result of the health and performance checks is outside of this project scope of work
2. LANAIR will conduct a Pre-Installation Readiness Meeting to verify environment readiness prior to any onsite or remote work
3. The CUSTOMER will confirm rack space, outlets, power, cooling, cabling, and staff availability prior to any onsite installation of equipment
4. The CUSTOMER will confirm available ports and configurations are in place on existing network to support the connections from the equipment
5. The CUSTOMER will provide the required licensing and ISO's for the software that will be installed with the equipment

PRE-CONFIGURATION

NUTANIX CLUSTER

1. Configure Block and Node quantities
2. Configure IPMI IP range
3. Configure Hypervisor IP range
4. Configure CVM IP range
5. Configure Hypervisor Hostnames
6. Configure Cluster Name, Virtual IP, and Redundancy Factor
7. Configure IPMI Netmask and Gateway
8. Configure Hypervisor and CVM Netmask, Gateway and vRAM Allocation
9. Configure NTP, DNS, and Timezone
10. Configure IPMI Credentials
11. Validate Pre-Configuration

ONSITE INSTALLATION

NUTANIX EQUIPMENT INSTALLATION

1. Unbox and mount Nutanix equipment in rack
2. Connect Node DATA ports to top of rack switches with CUSTOMER provided CAT6
3. Connect Node MGMT port to top of rack switches with CUSTOMER provided CAT6
4. Connect power connections to CUSTOMER power distribution units
5. Power on installed Nodes
6. Install Nutanix Controller VM's on Nodes (If not pre-installed)

NUTANIX CLUSTER CONFIGURATION

1. Connect to CUSTOMER LAN and detect Nutanix Nodes
2. Configure Network Settings and Hostnames from Pre-Script
3. Upload Acropolis Operating System (AOS)
4. Install CUSTOMER provided Hypervisor OS on Nodes and apply patches
5. Apply CUSTOMER provided hypervisor license keys
6. Create Nutanix cluster, configure vSwitches, and VLAN port groups
7. Apply administrative configuration (DNS, NTP, Syslog, AD, SNMP, SMTP)
8. Configure storage containers per Design Notes
9. Configure protection domains per Design Notes
10. Install and Configure Hypervisor Manager per Design Notes

NUTANIX SYSTEM VALIDATION
1. Execute Nutanix Cluster Check
2. Execute Nutanix Diagnostic Test
3. Verify Nutanix alerts received by Customer
4. Verify Nutanix Pulse (call home)

NUTANIX SYSTEM AS-BUILT REVIEW
1. Review installed Hypervisor Manager access, settings, and management
2. Review virtual machine creation process
3. Review storage settings and management
4. Review network settings and management

PROJECT CLOSEOUT
1. LANAIR will provide the CUSTOMER with systems orientation on the installed systems. LANAIR also recommends formal training on the installed systems separate from this scope of work
2. LANAIR will provide the CUSTOMER with a closeout package to include Project Closeout and Completed Project Deliverables forms to be signed by CUSTOMER
3. <u>LANAIR will provide the CUSTOMER with access to the installed systems after approval of all Project Closeout documentation</u>

POST PROJECT CUSTOMER RESPONSIBILITIES
1. The CUSTOMER will complete any recommendations from health checks or post project observations reports
2. The CUSTOMER will migrate any remaining physical and / or virtual servers to the new environment
3. The CUSTOMER will deploy new backup solution agents to remaining servers needing protection
4. The CUSTOMER will complete new backup solution replication to the DR site
5. The CUSTOMER will complete storage replication to the DR site
6. The CUSTOMER will be responsible for configuring system maintenance to include monitoring systems, updates, anti-virus, security policies, backups, etc
7. The CUSTOMER will obtain any necessary training from relevant vendors to ensure the ability to manage installed systems

<u>OUT OF SCOPE ITEMS</u>
The below items are excluded from this project scope of work unless otherwise stated in the above "IN SCOPE ITEMS" section:
1. Any services, tasks or activities other than those specifically noted in this SOW.
2. Any LANAIR training or certification services not specifically described in this SOW.
3. Troubleshooting or remediation of any issues with existing systems or hardware
4. Network troubleshooting or tools-based remediation. The existing networking infrastructure and its supporting services are considered "healthy" for the duration of the delivery of the Services.
5. Identification of applications compatible with virtualization and analysis of interdependencies other than what is outlined in the scope of work.
6. Software licensing not identified in the professional services or hardware quotes.
7. The project will involve As-Built Review, Proof of Concept, and Product Orientation on the newly configured systems. Customers without previous experience in the technology should not expect to become proficient as a result of the Product Orientation. Proficiency can only be achieved through formal training and experience.
8. Performance and Regression testing of existing network infrastructure.
9. Regression testing of new infrastructure.
10. Testing or validating performance for remote site user workloads.
11. Configuration of Microsoft License Infrastructure
12. Performance and Scalability validation of existing server and network infrastructure.
13. Physical to virtual (P2V) conversions of existing environment unless stated in the

LANAIR Professional Services

Systems Configuration sections.

14. Application support including installation, de-installation, troubleshooting, and compatibility validation not detailed in the Systems Configuration sections.
15. Consultation for configurations outside of the Key Deliverables section of this scope of work
16. Support for workstation and end point devices
17. Data migration including user data, databases, file shares, applications, and mailboxes unless otherwise stated
18. Support for ISP related issues
19. Customer understands that the performance usability of the quoted system is dependent on existing systems that are outside the control and responsibility of LANAIR.
20. Customer is responsible for all configurations on existing switches, firewall and networking equipment to support the installation of the new equipment unless otherwise stated in the above Systems Configurations sections
21. Customer will be responsible for site readiness including server room, racks, power, and cooling for the new systems

SPECIAL NOTES
1. Prior to the start of this scope of work, Customer will indicate to LANAIR in writing a person to be the single point of contact, according to project plan, to ensure that all tasks can be completed within the specified time period. All Services communications will be addressed to such point of contact. Failure to do so might result in an increase in project hours and/or length in schedule.
2. The Customer will obtain and provide project requirements, information, data, decisions and approvals within one working day of the request, unless both parties agree to a different response time.
3. The Customer will ensure the LANAIR services personnel have reasonable access to the installation site, a safe working environment, an adequate working space, and parking as required.
4. Customer is responsible for providing the necessary hardware, software, internet access, and facilities for the successful completion of the Services. Facilities and power must meet LANAIR's requirements for the products and Services purchased.
5. During the term of this SOW, Customer is responsible for promptly notifying LANAIR in writing of any changes Customer makes to its information technology environment that may impact LANAIR's delivery of the Services
6. Customer will maintain a backup of all data and programs on affected systems prior to LANAIR performing the Services and during the term of the SOW. LANAIR will have no liability for loss or recovery of data, programs or loss of use of system(s) arising out of or in connection with the Services provided under this SOW.
7. Customer will provide Domain Administrator access to the network and servers utilized in these Services.
8. Customer is responsible for troubleshooting, resolving, and servicing of issues with existing hardware including warranty support
9. Customer will ensure deployment of connected and dependent systems prior to the start of the project
10. Customer will assign a Business sponsor to the project
11. Customer will ensure staff availability throughout the project schedule
12. Customer will grant LANAIR remote access to the network through the installation of LANAIR's CPS agent
13. Customer will be responsible for disposing of any decommissioned equipment.

	LANAIR Professional Services Total		$	5,900.00

Quote Sub-Totals:

Hardware	$	53,388.75
Software	$	6,405.00
Support	$	20,182.50
LANAIR Professional Services	$	5,900.00

Shipping/Handling	$	900.00
Subtotal	$	86,776.25
Tax	$	5,071.93
Total	$	91,848.18

Payment Options

DESCRIPTION	PAYMENTS	INTERVAL	AMOUNT
Lease Options (plus applicable taxes)			
☐ 36 Months, $1 Lease, 0 Advance Payments	36	Monthly	$2,833.33
☐ 60 Months, $1 Lease, 0 Advance Payments	60	Monthly	$1,814.40

Financing subject to credit approval.

Terms:

Thank you for the opportunity to provide your organization with an Estimate from LANAIR Group, LLC.
Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

Terms and Conditions are as follows:
1. For projects greater than $1,000, a payment of 50% of the above Price is required to undertake the project.
2. The balance due for Hardware, Software, and Licensing, including any applicable sales tax, is due upon delivery.
3. LANAIR Group, LLC, reserves the right to require 100% of Software and Licensing in order to undertake procurement.
4. The balance due for professional services is due upon rendering of services.
5. Estimates are valid for 14 days from the above date.
6. LANAIR Group, LLC, reserves the right to require a 100% of the Estimate to undertake the project, depending on the Customer's Credit Status.
7. Your signature below signifies acceptance to the above Terms and Conditions

Signature: _____   Date: _____

Name: _____   PO Number: _____