

Quote



EMC Corporation
176 South Street
HOPKINTON MA 01748
USA

Quote Prepared By: ROBERT LEETUN

Email: robert.leetun@dell.com

Quote #: 6002255774 V01

Date: 13.08.2018

Valid Until:

Contract #: NVP STORAGE-MNWNC-109 (FLORIDA)

CMC ID:

Payment Terms: NET 30

Sold To:	Bill To:	Ship To:	Install At:	End User:
CITY OF ORLANDO WATER RECLAMATION DIVISION	CITY OF ORLANDO WATER RECLAMATION DIVISION	CITY OF ORLANDO WATER RECLAMATION DIVISION	CITY OF ORLANDO WATER RECLAMATION DIVISION	CITY OF ORLANDO WATER RECLAMATION DIVISION
		Sonia Flores-Alba 321-231-5785		
6420 L B McLeod Rd ORLANDO FL 32811 USA	6420 L B McLeod Rd ORLANDO FL 32811 USA	6420 L B McLeod Rd ORLANDO FL 32811 USA	6420 L B McLeod Rd ORLANDO FL 32811 USA	6420 L B McLeod Rd ORLANDO FL 32811 USA

Item	Description	Qty	UOM	Total List Price (USD)	Total Contract Price (USD)	Discount	Extended Price (USD)	Months	Contract #
M600									
SYSTEM	DELL EMC ESA FOR VROPS	1							
458-002-352	DELL EMC ESA FOR VROPS=IC	1	EA	0.00	0.00	0.00%	0.00		
M-PS-SW-D3-001	PROSUPPORT W/NBD-SOFTWARE SUPPORT	1	EA	0.00	0.00	0.00%	0.00	60	
Software Sub-total				\$0.00	\$0.00	0.00%	\$0.00		
Software Wty and Maint Sub-total				\$0.00	\$0.00	0.00%	\$0.00		

Configuration Sub-total

Software Sub-total	\$0.00	\$0.00	0.00%	\$0.00
Prepaid SW Maintenance Sub-total	\$0.00	\$0.00	0.00%	\$0.00
Configuration Total	\$0.00	\$0.00	0.00%	\$0.00

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		Sonia Flores-Alba 321-231-5785		
6420 L B McLeod Rd ORLANDO FL 32811 USA	6420 L B McLeod Rd ORLANDO FL 32811 USA	6420 L B McLeod Rd ORLANDO FL 32811 USA	6420 L B McLeod Rd ORLANDO FL 32811 USA	6420 L B McLeod Rd ORLANDO FL 32811 USA

Item	Description	Qty	UOM	Total List Price (USD)	Total Contract Price (USD)	Discount	Extended Price (USD)	Months	Contract #
SYSTEM	AVAMAR SOLUTION	1							
AVMFIELDKITG4TD	AVAMAR G4T FIELD KIT COBRANDED	1	EA	0.00	0.00	0.00%	0.00		
AVMA600FG4TD	AVAMAR G4T M600 SVR FLD INSTL	1	EA	14,250.00	10,402.50	66.99%	4,703.26		MNWNC-109
AVM10GBMCU	AVAMAR G4T QUAD 10GB CU MANF INSTL	2	EA	0.00	0.00	0.00%	0.00		
PC-NA120V-1	POWER CORD NORAMERICA120V 5-15P C13 2M	2	EA	0.00	0.00	0.00%	0.00		
W-PS-HW-001	PROSUPPORT W/NBD-HARDWARE WARRANTY	1	EA	0.00	0.00	0.00%	0.00	24	
M-PS-HW-DP-M1	PROSUPPORT W/NBD HARDWARE SUPPORT	1	EA	2,992.68	2,184.48	66.99%	987.74	36	MNWNC-109
Hardware Sub-total				\$14,250.00	\$10,402.50	66.99%	\$4,703.26		
Hardware Wty and Maint Sub-total				\$2,992.68	\$2,184.48	66.99%	\$987.74		
458-001-769	OPENSTACK DP EXTN	1	EA	0.00	0.00	0.00%	0.00		
456-111-636	OPENSTACK DP EXTN FOR AV=IA	1	EA	0.00	0.00	0.00%	0.00		
M-PS-SW-DD-H1	PROSUPPORT W/NBD-SOFTWARE SUPPORT	1	EA	0.00	0.00	0.00%	0.00	60	
458-002-385	DATA PROTECTION CENTRAL HIGH=CA	1	EA	0.00	0.00	0.00%	0.00		
M-PS-SW-DD-H1	PROSUPPORT W/NBD-SOFTWARE SUPPORT	1	EA	0.00	0.00	0.00%	0.00	60	

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Item	Description	Qty	UOM	Total List Price (USD)	Total Contract Price (USD)	Discount	Extended Price (USD)	Months	Contract #
	Software Sub-total			\$0.00	\$0.00	0.00%	\$0.00		
	Software Wty and Maint Sub-total			\$0.00	\$0.00	0.00%	\$0.00		

Configuration Sub-total

Hardware Sub-total	\$14,250.00	\$10,402.50	66.99%	\$4,703.26
Software Sub-total	\$0.00	\$0.00	0.00%	\$0.00
Prepaid HW Maintenance Sub-total	\$2,992.68	\$2,184.48	66.99%	\$987.74
Prepaid SW Maintenance Sub-total	\$0.00	\$0.00	0.00%	\$0.00
Warranty and Warranty Upgrades Sub-total	\$0.00	\$0.00	0.00%	\$0.00
Configuration Total	\$17,242.68	\$12,586.98	66.99%	\$5,691.00

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Item	Description	Qty	UOM	Total List Price (USD)	Total Contract Price (USD)	Discount	Extended Price (USD)	Months	Contract #
M600 Sub-total									

Hardware Sub-total	\$14,250.00	66.99%	\$4,703.26
Prepaid HW Maintenance Sub-total	\$2,992.68	66.99%	\$987.74
Configuration Total	\$17,242.68	66.99%	\$5,691.00

Proposal Summary

Hardware Summary	\$14,250.00	\$10,402.50	66.99%	\$4,703.26
Software Summary	\$0.00	\$0.00	0.00%	\$0.00

Prepaid HW Maintenance Summary	\$2,992.68	\$2,184.48	66.99%	\$987.74
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Item	Description	Qty	UOM	Total List Price (USD)	Total Contract Price (USD)	Discount	Extended Price (USD)	Months	Contract #
	Prepaid SW Maintenance Summary			\$0.00	\$0.00	0.00%	\$0.00		
	Warranty and Warranty Upgrades Summary			\$0.00	\$0.00	0.00%	\$0.00		
Total Products and Services (USD)							\$5,691.00		
Total Freight (USD)							\$48.86		
Total Price (USD)							\$5,739.86		

Notes:

Draft Quote is for information and discussion purposes only.

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Quote Prepared By: ROBERT LEETUN

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Quote #: 6002216377 V01

Date: 25.07.2018

Valid Until:

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CMC ID:

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Item	Description	Qty	UOM	Total List Price (USD)	Total Contract Price (USD)	Discount	Extended Price (USD)	Months	Contract #	Annual Maintenance Renewal Price (USD)	Renewal Price Validity Period
6300											
SYSTEM	DD6300 SOLUTION	1									
C-FLDIN6300	DD6300 OPTION - FIELD INSTALL KIT	1	EA	0.00	0.00	0.00%	0.00				
C-10GBTM4P-NF	DD 10GBASE T IO MODULE 4PORT	1	EA	4,050.00	3,361.50	70.00%	1,215.02		MNWNC-109		
DD6300	SYSTEM DD6300 NFS CIFS	1	EA	0.00	0.00	0.00%	0.00				
DD6300-34TB	SYSTEM DD6300-12X4 34TB NFS CIFS	1	EA	54,900.00	45,567.00	70.00%	16,470.30		MNWNC-109		
M-PS-HW-DD-DD1	PROSUPPORT W/NBD-HARDWARE SUPPORT	1	EA	27,450.00	22,783.80	70.00%	8,235.15	60	MNWNC-109	2,305.84	EOPS
Hardware Sub-total				\$58,950.00	\$48,928.50	70.00%	\$17,685.32				
Hardware Wty and Maint Sub-total				\$27,450.00	\$22,783.80	70.00%	\$8,235.15				
DDOS-60	DOCS DD OS DOC 6=IA	1	EA	0.00	0.00	0.00%	0.00				
458-001-335	DD6300 OPERATING ENVIRONMENT SOFTWARE	1	EA	0.00	0.00	0.00%	0.00				
456-109-424	LICENSE BASE DD OE DD6300=IA	1	EA	16,200.00	13,446.00	70.00%	4,860.09		MNWNC-109		
M-PS-SW-DD-DD1	PROSUPPORT W/NBD-SOFTWARE SUPPORT	1	EA	8,100.00	6,723.00	70.00%	2,430.04	60	MNWNC-109	680.41	EOPS
458-002-006	DD BOOST/REPLICATION AIO ENABLER=CB	1	EA	0.00	0.00	0.00%	0.00				
M-PS-SW-DD-DD1	PROSUPPORT W/NBD-SOFTWARE SUPPORT	1	EA	0.00	0.00	0.00%	0.00	60			
458-001-929	DD6300 SSD CAPACITY LICENSE	1	EA	0.00	0.00	0.00%	0.00				
456-111-330	FS 800GB 0.8TB RAW=CF	1	EA	0.00	0.00	0.00%	0.00				
M-PS-SW-DD-DD1	PROSUPPORT W/NBD-SOFTWARE SUPPORT	1	EA	0.00	0.00	0.00%	0.00	60			
Software Sub-total				\$16,200.00	\$13,446.00	70.00%	\$4,860.09				
Software Wty and Maint Sub-total				\$8,100.00	\$6,723.00	70.00%	\$2,430.04				

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Item	Description	Qty	UOM	Total List Price (USD)	Total Contract Price (USD)	Discount	Extended Price (USD)	Months	Contract #	Annual Maintenance Renewal Price (USD)	Renewal Price Validity Period
6300 Sub-total											

Hardware Sub-total	\$58,950.00	\$48,928.50	70.00%	\$17,685.32
Software Sub-total	\$16,200.00	\$13,446.00	70.00%	\$4,860.09
Prepaid HW Maintenance Sub-total	\$27,450.00	\$22,783.80	70.00%	\$8,235.15
Prepaid SW Maintenance Sub-total	\$8,100.00	\$6,723.00	70.00%	\$2,430.04
Configuration Total	\$110,700.00	\$91,881.30	70.00%	\$33,210.60

6300

SYSTEM	DD6300 SOLUTION	1									
C-FLDIN6300	DD6300 OPTION - FIELD INSTALL KIT	1	EA	0.00	0.00	0.00%	0.00				
C-10GBTM4P-NF	DD 10GBASE T IO MODULE 4PORT	1	EA	4,050.00	3,361.50	70.00%	1,215.02		MNWNC-109		
DD6300	SYSTEM DD6300 NFS CIFS	1	EA	0.00	0.00	0.00%	0.00				
DD6300-34TB	SYSTEM DD6300-12X4 34TB NFS CIFS	1	EA	54,900.00	45,567.00	70.00%	16,470.30		MNWNC-109		
M-PS-HW-DD-DD1	PROSUPPORT W/NBD-HARDWARE SUPPORT	1	EA	27,450.00	22,783.80	70.00%	8,235.15	60	MNWNC-109	2,305.84	EOPS
Hardware Sub-total				\$58,950.00	\$48,928.50	70.00%	\$17,685.32				
Hardware Wty and Maint Sub-total				\$27,450.00	\$22,783.80	70.00%	\$8,235.15				

DDOS-60	DOCS DD OS DOC 6=IA	1	EA	0.00	0.00	0.00%	0.00				
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458-001-335	DD6300 OPERATING ENVIRONMENT SOFTWARE	1	EA	0.00	0.00	0.00%	0.00				
456-109-424	LICENSE BASE DD OE DD6300=IA	1	EA	16,200.00	13,446.00	70.00%	4,860.09		MNWNC-109		
M-PS-SW-DD-DD1	PROSUPPORT W/NBD-SOFTWARE SUPPORT	1	EA	8,100.00	6,723.00	70.00%	2,430.04	60	MNWNC-109	680.41	EOPS
458-002-006	DD BOOST/REPLICATION AIO ENABLER=CB	1	EA	0.00	0.00	0.00%	0.00				
M-PS-SW-DD-DD1	PROSUPPORT W/NBD-SOFTWARE SUPPORT	1	EA	0.00	0.00	0.00%	0.00	60			
458-001-929	DD6300 SSD CAPACITY LICENSE	1	EA	0.00	0.00	0.00%	0.00				
456-111-330	FS 800GB 0.8TB RAW=CF	1	EA	0.00	0.00	0.00%	0.00				
M-PS-SW-DD-DD1	PROSUPPORT W/NBD-SOFTWARE SUPPORT	1	EA	0.00	0.00	0.00%	0.00	60			
Software Sub-total				\$16,200.00	\$13,446.00	70.00%	\$4,860.09				
Software Wty and Maint Sub-total				\$8,100.00	\$6,723.00	70.00%	\$2,430.04				

6300 Sub-total

Hardware Sub-total	\$58,950.00	\$48,928.50	70.00%	\$17,685.32
Software Sub-total	\$16,200.00	\$13,446.00	70.00%	\$4,860.09
Prepaid HW Maintenance Sub-total	\$27,450.00	\$22,783.80	70.00%	\$8,235.15
Prepaid SW Maintenance Sub-total	\$8,100.00	\$6,723.00	70.00%	\$2,430.04
Configuration Total	\$110,700.00	\$91,881.30	70.00%	\$33,210.60

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SYSTEM	DD6300 SOLUTION	1									
C-FLDIN6300	DD6300 OPTION - FIELD INSTALL KIT	1	EA	0.00	0.00	0.00%	0.00				
C-10GBTM4P-NF	DD 10GBASE T IO MODULE 4PORT	1	EA	4,050.00	3,361.50	70.00%	1,215.02		MNWNC-109		
DD6300	SYSTEM DD6300 NFS CIFS	1	EA	0.00	0.00	0.00%	0.00				
DD6300-34TB	SYSTEM DD6300-12X4 34TB NFS CIFS	1	EA	54,900.00	45,567.00	70.00%	16,470.30		MNWNC-109		
M-PS-HW-DD-DD1	PROSUPPORT W/NBD-HARDWARE SUPPORT	1	EA	27,450.00	22,783.80	70.00%	8,235.15	60	MNWNC-109	2,305.84	EOPS
Hardware Sub-total				\$58,950.00	\$48,928.50	70.00%	\$17,685.32				
Hardware Wty and Maint Sub-total				\$27,450.00	\$22,783.80	70.00%	\$8,235.15				
DDOS-60	DOCS DD OS DOC 6=IA	1	EA	0.00	0.00	0.00%	0.00				
458-001-335	DD6300 OPERATING ENVIRONMENT SOFTWARE	1	EA	0.00	0.00	0.00%	0.00				
456-109-424	LICENSE BASE DD OE DD6300=IA	1	EA	16,200.00	13,446.00	70.00%	4,860.09		MNWNC-109		
M-PS-SW-DD-DD1	PROSUPPORT W/NBD-SOFTWARE SUPPORT	1	EA	8,100.00	6,723.00	70.00%	2,430.04	60	MNWNC-109	680.41	EOPS
458-002-006	DD BOOST/REPLICATION AIO ENABLER=CB	1	EA	0.00	0.00	0.00%	0.00				
M-PS-SW-DD-DD1	PROSUPPORT W/NBD-SOFTWARE SUPPORT	1	EA	0.00	0.00	0.00%	0.00	60			
458-001-929	DD6300 SSD CAPACITY LICENSE	1	EA	0.00	0.00	0.00%	0.00				
456-111-330	FS 800GB 0.8TB RAW=CF	1	EA	0.00	0.00	0.00%	0.00				
M-PS-SW-DD-DD1	PROSUPPORT W/NBD-SOFTWARE SUPPORT	1	EA	0.00	0.00	0.00%	0.00	60			
Software Sub-total				\$16,200.00	\$13,446.00	70.00%	\$4,860.09				
Software Wty and Maint Sub-total				\$8,100.00	\$6,723.00	70.00%	\$2,430.04				

6300 Sub-total

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	Software Sub-total			\$16,200.00	\$13,446.00	70.00%	\$4,860.09				
	Prepaid HW Maintenance Sub-total			\$27,450.00	\$22,783.80	70.00%	\$8,235.15				
	Prepaid SW Maintenance Sub-total			\$8,100.00	\$6,723.00	70.00%	\$2,430.04				
	Configuration Total			\$110,700.00	\$91,881.30	70.00%	\$33,210.60				
CE-AVAXIADMIN	EMC AVAMAR ADMINISTRATION VALUEPAK	1	EA	3,300.00	3,234.00	15.00%	2,805.00		MNWNC-109		
PS-BAS-DD00	IMPL FOR DD 0 SHELF QS	1	EA	2,500.00	2,450.00	25.00%	1,875.02		MNWNC-109		
PS-BAS-AVE	IMPLEMENTATION FOR AVE BASIC	1	EA	5,510.00	5,399.80	25.00%	4,132.55		MNWNC-109		
PS-BAS-AVVADP	AV VADP INTEGRATION QS	1	EA	9,640.00	9,447.20	25.00%	7,230.09		MNWNC-109		
PS-BAS-SABRS	BRS SOL ARCHITECT 4 HOURS QS	1	EA	1,970.00	1,930.60	25.00%	1,477.52		MNWNC-109		
	Services Sub-total			\$22,920.00	\$22,461.60	23.56%	\$17,520.18				

Proposal Summary

Hardware Summary	\$176,850.00	\$146,785.50	70.00%	\$53,055.96
Software Summary	\$48,600.00	\$40,338.00	70.00%	\$14,580.27
Services Summary	\$22,920.00	\$22,461.60	23.56%	\$17,520.18

Quote



EMC Corporation
176 South Street
HOPKINTON MA 01748
USA

Quote Prepared By: ROBERT LEETUN
Email: robert.leetun@ dell.com
Quote #: 6002216377 V01
Date: 25.07.2018
Valid Until:
Contract #: NVP STORAGE-MNWNC-109 (FLORIDA)
CMC ID:
Payment Terms: NET 30

Sold To:	Bill To:	Ship To:	Install At:	End User:
CITY OF ORLANDO WATER RECLAMATION DIVISION	CITY OF ORLANDO WATER RECLAMATION DIVISION	CITY OF ORLANDO WATER RECLAMATION DIVISION	CITY OF ORLANDO WATER RECLAMATION DIVISION	CITY OF ORLANDO WATER RECLAMATION DIVISION
		Sonia Flores-Alba 321-231-5785		
6420 L B McLeod Rd ORLANDO FL 32811 USA	6420 L B McLeod Rd ORLANDO FL 32811 USA	6420 L B McLeod Rd ORLANDO FL 32811 USA	6420 L B McLeod Rd ORLANDO FL 32811 USA	6420 L B McLeod Rd ORLANDO FL 32811 USA

Item	Description	Qty	UOM	Total List Price (USD)	Total Contract Price (USD)	Discount	Extended Price (USD)	Months	Contract #	Annual Maintenance Renewal Price (USD)	Renewal Price Validity Period
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Prepaid HW Maintenance Summary	\$82,350.00	\$68,351.40	70.00%	\$24,705.45
Prepaid SW Maintenance Summary	\$24,300.00	\$20,169.00	70.00%	\$7,290.12

Total Products and Services (USD)	\$117,151.98
Total Freight (USD)	\$209.90
Total Price (USD)	\$117,361.88

Notes:
Draft Quote is for information and discussion purposes only.

Quote



EMC Corporation
176 South Street
HOPKINTON MA 01748
USA

Quote Prepared By: ROBERT LEETUN
Email: robert.leetun@dell.com
Quote #: 6002255869 V01
Date: 13.08.2018
Valid Until:
Contract #: NVP STORAGE-MNWNC-109 (FLORIDA)
CMC ID:
Payment Terms: NET 30

Sold To:	Bill To:	Ship To:	Install At:	End User:
CITY OF ORLANDO WATER RECLAMATION DIVISION	CITY OF ORLANDO WATER RECLAMATION DIVISION	CITY OF ORLANDO WATER RECLAMATION DIVISION	CITY OF ORLANDO WATER RECLAMATION DIVISION	CITY OF ORLANDO WATER RECLAMATION DIVISION
		Sonia Flores-Alba 321-231-5785		
6420 L B McLeod Rd ORLANDO FL 32811 USA	6420 L B McLeod Rd ORLANDO FL 32811 USA	6420 L B McLeod Rd ORLANDO FL 32811 USA	6420 L B McLeod Rd ORLANDO FL 32811 USA	6420 L B McLeod Rd ORLANDO FL 32811 USA

Item	Description	Qty	UOM	Total List Price (USD)	Total Contract Price (USD)	Discount	Extended Price (USD)	Months	Billing Frequency	Contract #
DPS										
SYSTEM										
DPS R3 SUBSCRIPTION										
SU-458-001-003	CLOUDBOOST AZURE IMAGE=CA	1	EA	0.00	0.00	0.00%	0.00	12	One-Time	
SU-458-000-929	CLOUDBOOST AMAZON IMAGE=CA	2	EA	0.00	0.00	0.00%	0.00	12	One-Time	
SU-458-000-604	DPS FOR VMWARE RPVM SUBSCRIPTION=IB	90	EA	0.00	0.00	0.00%	0.00	12	One-Time	
SU-458-000-334	DPS VMWARE 1YR SUB=IA	12	EA	15,615.36	0.00	70.00%	4,685.00	12	One-Time	MNWNC-109
SU-458-000-646	DPS FOR VMWARE AVAMAR SUBSCRIPTION=CA	2	EA	0.00	0.00	0.00%	0.00	12	One-Time	
SU-458-000-647	DPS SUITE FOR VMWARE SUB ENABLERS=CC	1	EA	0.00	0.00	0.00%	0.00	12	One-Time	

Software Sub-total	\$15,615.36	\$0.00	70.00%	\$4,685.00
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Configuration Sub-total

Software Sub-total	\$15,615.36	\$0.00	70.00%	\$4,685.00
Configuration Sub-total	\$15,615.36	\$0.00	70.00%	\$4,685.00

Quote



EMC Corporation
176 South Street
HOPKINTON MA 01748
USA

Quote Prepared By: ROBERT LEETUN
Email: robert.leetun@dell.com
Quote #: 6002255869 V01
Date: 13.08.2018
Valid Until:
Contract #: NVP STORAGE-MNWNC-109 (FLORIDA)
CMC ID:
Payment Terms: NET 30

Sold To:	Bill To:	Ship To:	Install At:	End User:
CITY OF ORLANDO WATER RECLAMATION DIVISION	CITY OF ORLANDO WATER RECLAMATION DIVISION	CITY OF ORLANDO WATER RECLAMATION DIVISION	CITY OF ORLANDO WATER RECLAMATION DIVISION	CITY OF ORLANDO WATER RECLAMATION DIVISION
6420 L B McLeod Rd ORLANDO FL 32811 USA	6420 L B McLeod Rd ORLANDO FL 32811 USA	Sonia Flores-Alba 321-231-5785 6420 L B McLeod Rd ORLANDO FL 32811 USA	6420 L B McLeod Rd ORLANDO FL 32811 USA	6420 L B McLeod Rd ORLANDO FL 32811 USA

Item	Description	Qty	UOM	Total List Price (USD)	Total Contract Price (USD)	Discount	Extended Price (USD)	Months	Billing Frequency	Contract #
Proposal Summary										
Software Summary				\$15,615.36	\$0.00	70.00%	\$4,685.00			
Total Products and Services (USD)								\$4,685.00		
Total Price (USD)								\$4,685.00		

Notes:
Draft Quote is for information and discussion purposes only.