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1							
2	State of California						
3	Department of General Services						
4	IT Hardware Enterprise eRFP# DGS 5008 - Addendum #3						
5	Pricing Worksheet #4 - Disk Storage Systems for Open Environment						
6	[Back to Table of Contents]						
7							
8		Cells highlighted in yellow are mandatory fields					
9	Bidder Name:	Northrop Grumman Computing Systems					
10	Submitted by:	Duane Fletcher					
11			Instructions: Bidders MUST provide specifications and pricing for ALL common configurations included on this subcategory with proposed models that will meet or exceed the specifications provided. In addition, bidders MUST provide pricing for ALL existing opti Manufacturer (OEM) which you will use across all configurations for this subcategory. Propose only consistent, enterprise-class machines with stable platforms. For upgrade options, propose the most cost-effective items that are consistent with the respective cor the product description information in the cell below, preferably both. The Index Price shall be the Index Price on the RFP release date as set forth in Section 6 of the eRFP. Bidders shall provide a verifiable record of the submitted Index Price.				
12							
13	Disk Storage Systems for Open Environments				Entry-level		
14		Product Specification	Minimum Requirements		Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs	
15	Common Configurations	RAID Controller:	Dual		Meets Requirements	Redundant hot swap storage controllers with non-Dual	
16		RAID Levels Supported:	1, 5, 10		Exceeds Requirements	Support for RAID 0, 1, 3, 5 and 10	1, 5, 10
17		Cache Memory per Controller (Base):	128MB		Exceeds Requirements	2 GB of user adjustable mirrored cache.	512MB
18		Battery Backup for Cache	Yes		Exceeds Requirements	The CLARiiON includes a battery backup for the	Yes
19		Channel Type:	Fibre Channel		Meets Requirements	2 Gb per sec Fibre Channel	Fibre Channel
20		Host Adapters Interface:	2Gb/sec Fibre Channel		Meets Requirements	2 Gb per sec Fibre Channel interfaces	2Gb/sec Fibre Cha
21		Number of Channels (Base):	4		Meets Requirements	(4) 2 Gb per second Fibre Channels	4
22		Drive Interface:	Fibre Channel		Exceeds Requirements	(2) 2 Gb per second back-end Fibre Channel bus	Fibre Channel
23		Supported Drives:	Universal FC hard disk drives (72/146/300GB 10K RPM and 72/146 15K RPM)		Exceeds Requirements	Supports 73/146/300 GB 10K and 36/73/146 GB	Universal FC hard
24		Minimum Physical Storage Capacity (in TB)	2.0TB		Exceeds Requirements	Upgradeable to 60 drives	7.0TB
25		Global Spare Hard Drives (Base)	2		Exceeds Requirements	User selectable hot spares, limited only by the nu	2
26		High-availability Features:	Non-disruptive controllers firmware upgrades / No-disruptive installation of cache, channels or hard drives / No single point of fa		Exceeds Requirements	No single point of failure. Non-disruptive software	Non-disruptive con
27		Power Supplies and Fans:	Redundant Hot-Swappable Power Supply and Cooling		Exceeds Requirements	Hot swappable power supplies and n+1 fans that	Redundant Hot-Sw
28		Chassis:	Rack-Ready or Tower		Meets Requirements	Rack Mountable	Rack-Ready
29	Server Compatibility:	Certified on HP, Dell, IBM, Sun Servers among other enterprise-class servers		Exceeds Requirements	Supports: HP, Dell, IBM, Sun, NCR, NEC, Samsu	Certified on HP, De	
30	Operating System Supported:	At a minimum, but not limited to, Microsoft Windows, Novell NetWare, HP-UX, IBM-AIX and Sun Solaris.		Exceeds Requirements	The CLARiiON supports these and most major op	At a minimum, but	
31	Software Compatibility:	Extensive list of supported backup and storage management applications from vendors such as HP, CA, VERITAS, Yosemite, i		Exceeds Requirements	The CLARiiON supports a wide variety of backup	Extensive list of su	
32	Warranty:	3-year parts exchange, 8x5xNext-Business-Day response		Exceeds Requirements	Exceeds requirement with 5 Year onsite warranty	3-year parts excha	
33	Bidder's Proposed Model	OEM				EMC	
34		Model Name				CLARiiON CX300	
35		Model Number (SKU)				CAL-O-CX300-2TB	
36		Index Name (Retail, Website, etc.)				Website	
37		Index Name URL Address				www.shop.it.northropgrumman.com/StateOfCa/	
38		Current Index Price				14900	
39		Discount				78%	
40		RFP Price				3292.86	
41		Typical Duration Between Index Price Updates (Months)				30 days/1 Month	
42		Model Release Date				Feb-04	
43	Model Phase Out Date				No date scheduled		
44	Options	Change to Requirements Shown Above	OEM	Model Number (SKU)	Index Price	\$ (+ or -) Change to RFP Price Above	OEM
45	Optional Functionality	Data Protection (Backup + Restore Software)	EMC	LIC-002906 NetWorker Server Workgroup Edition	\$1,150.00	\$575.00	EMC
46		Data Management	EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost	EMC
47		Disk System Management	EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost	EMC
48		Storage Area Management	EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost	EMC
49		Storage Resource Management	EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost	EMC
50	Drive Interface	SCSI Interface to the Host and SCSI HDDs		Not Technically Available	Not Technically Available	Not Technically Available	
51	Cache	256MB Total Memory	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost	EMC
52		512MB Total Memory	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost	EMC
53		1GB Total Memory	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost	EMC
54		2GB Total Memory	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost	EMC
55		4GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available	
56		8GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available	
57		16GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available	
58		32GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available	
59	64GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available		
60	128GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available		
61	Other Accessories	Rack-mount Kit	EMC	Standard - Included in CLARiiON Platform	Included at no additional cost	Included at no additional cost	EMC
62	Support Services	Upgrade to 3-Y warranty 24x7x2	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost	EMC
63		Additional 1-Y warranty 24x7x2	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost	EMC
64		Additional 2-Y warranty 24x7x2	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost	EMC
65		Upgrade to 3-Y warranty 8x5x4	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost	EMC
66		Additional 1-Y warranty 8x5x4	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost	EMC
67		Additional 2-Y warranty 8x5x4	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost	EMC
68		Additional 1-Y warranty 8x5xNBD	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost	EMC
69		Additional 2-Y warranty 8x5xNBD	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost	EMC
70		Device Installation Services (\$/hr)	EMC	Included at no additional cost	Included at no additional cost	Included at no additional cost	EMC
71		Data Migration Services (\$/hr)	EMC	Associate Implementation Specialist		\$145	\$45

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11	Options that are technically available in the market for each common configuration. If an option is not technically available, please mark the cell as "Not Technically Available". If a bidder is a Value Added Reseller (VAR), you must select one Original Equipment Manufacturer (OEM) for each configuration. Bidders MUST submit a detailed product /specification sheet for each product that is proposed to the State. The product sheets should be submitted in hard copy format with the pricing proposal or by providing the URL's that link to the product sheets.		
12			
13	Midrange		
14	Minimum Requirements	Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs
15		Meets Requirements	Redundant hot swap storage controllers with non-volatile memory
16		Exceeds Requirements	Support for RAID 0, 1, 3, 5 and 10
17		Exceeds Requirements	2 GB of user adjustable mirrored cache.
18		Exceeds Requirements	The CLARiiON includes a battery backup for the controller
19		Meets Requirements	2 Gb per sec Fibre Channel
20	Channel	Meets Requirements	2 Gb per sec Fibre Channel interfaces
21		Meets Requirements	(4) 2 Gb per second Fibre Channels
22		Exceeds Requirements	(2) 2 Gb per second back-end Fibre Channel bus
23	disk drives (72/146/300GB 10K RPM and 72/146 15K RPM)	Exceeds Requirements	Supports 73/146/300 GB 10K and 36/73/146 GB 15K
24		Exceeds Requirements	Upgradeable to 60 drives
25		Exceeds Requirements	User selectable hot spares, limited only by the number of drives
26	controllers firmware upgrades / No-disruptive installation of cache, channels or hard drives / No single point of failure	Exceeds Requirements	No single point of failure. Non-disruptive software
27	Hot Swappable Power Supply and Cooling	Exceeds Requirements	Hot swappable power supplies and n+1 fans that support hot swap
28		Meets Requirements	Rack Mountable
29	Compatible with HP, IBM, Sun Servers among other enterprise-class servers	Exceeds Requirements	Supports: HP, Dell, IBM, Sun, NCR, NEC, Samsung, etc.
30	Operating System not limited to, Microsoft Windows, Novell NetWare, HP-UX, IBM-AIX and Sun Solaris	Exceeds Requirements	The CLARiiON supports these and most major operating systems
31	Supported backup and storage management applications from vendors such as HP, CA, VERITAS, Yosemite, Legato, Tivoli among other:	Exceeds Requirements	The CLARiiON supports a wide variety of backup and storage management applications
32	Response time: 8x5xNext-Business-Day response	Exceeds Requirements	Exceeds requirement with 5 Year onsite warranty
33			EMC
34			CLARiiON CX300
35			CAL-O-CX300-7TB
36			Website
37			www.shop.it.northropgrumman.com/StateOfCalifornia
38			14900
39			0.779
40			3292.86
41			30 days/1 Month
42			Feb-04
43			No date scheduled
44	Model Number (SKU)	Index Price	\$ (+ or -) Change to RFP Price Above
45	LIC-002906 NetWorker Server Workgroup Edition	\$1,150.00	\$575.00
46	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
47	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
48	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
49	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
50	Not Technically Available	Not Technically Available	Not Technically Available
51	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
52	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
53	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
54	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
55	Not Technically Available	Not Technically Available	Not Technically Available
56	Not Technically Available	Not Technically Available	Not Technically Available
57	Not Technically Available	Not Technically Available	Not Technically Available
58	Not Technically Available	Not Technically Available	Not Technically Available
59	Not Technically Available	Not Technically Available	Not Technically Available
60	Not Technically Available	Not Technically Available	Not Technically Available
61	Standard - Included in CLARiiON Platform	Included at no additional cost	Included at no additional cost
62	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
63	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
64	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
65	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
66	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
67	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
68	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
69	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
70	Included at no additional cost	Included at no additional cost	Included at no additional cost
71	Associate Implementation Specialist	\$145	\$45

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2	State of California					
3	Department of General Services					
4	IT Hardware Enterprise eRFP# DGS 5008 - Addendum #3					
5	Pricing Worksheet #4 - Disk Storage Systems for Open Environment					
6	Back to Table of Contents					
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8		Cells highlighted in yellow are mandatory fields				
9	Bidder Name:	Northrop Grumman Computing Systems				
10	Submitted by:	Duane Fletcher				
11		Instructions: Bidders MUST provide specifications and pricing for ALL common configurations included on this subcategory with proposed models that will meet or exceed the specifications provided. In addition, bidders MUST provide pricing for ALL existing optional configurations for this subcategory. Propose only consistent, enterprise-class machines with stable platforms. For upgrade options, propose the most cost-effective items that are consistent with the respective configuration specifications. Bidders MUST submit a Index Price on the RFP release date as set forth in Section 6 of the eRFP. Bidders shall provide a verifiable record of the submitted Index Price.				
12						
13	Disk Storage Systems for Open Environments		Enterprise Type A			
14		Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs	
15	Common Configurations	RAID Controller:	Dual	Meets Requirements	Redundant hot swap storage controllers with non-disruptive	
16		RAID Levels Supported:	1, 5, 10	Exceeds Requirements	Support for RAID 0, 1, 3, 5 and 10	
17		Cache Memory per Controller (Base):	1GB	Exceeds Requirements	2 GB of user adjustable mirrored cache.	
18		Battery Backup for Cache	Yes	Exceeds Requirements	The CLARiiON includes a battery backup for the controllers	
19		Channel Type:	Fibre Channel	Meets Requirements	2 Gb per sec Fibre Channel	
20		Host Adapters Interface:	2Gb/sec Fibre Channel	Meets Requirements	2 Gb per sec Fibre Channel interfaces	
21		Number of Channels (Base):	4	Meets Requirements	(4) 2 Gb per second Fibre Channels	
22		Drive Interface:	Fibre Channel	Exceeds Requirements	(2) 2 Gb per second back-end Fibre Channel buses Suppo	
23		Supported Drives:	Universal FC hard disk drives (72/146/300GB 10K RPM and 72/146 15K RPM)	Exceeds Requirements	Supports 73/146/300 GB 10K and 36/73/146 GB 15K Fibre	
24		Minimum Physical Storage Capacity (in TB)	16.0TB	Exceeds Requirements	Upgradeable to 60 drives	
25		Global Spare Hard Drives (Base)	4	Exceeds Requirements	User selectable hot spares, limited only by the number of d	
26		High-availability Features:	Non-disruptive controllers firmware upgrades / No-disruptive installation of cache, channels or hard drives / No single point of failure	Exceeds Requirements	No single point of failure. Non-disruptive software upgrade.	
27	Power Supplies and Fans:	Redundant Hot-Swappable Power Supply and Cooling	Exceeds Requirements	Hot swappable power supplies and n+1 fans that speed up		
28	Chassis:	Cabinet	Meets Requirements	Cabinet Included		
29	Server Compatibility:	Certified on HP, Dell, IBM, Sun Servers among other enterprise-class servers	Exceeds Requirements	Supports: HP, Dell, IBM, Sun, NCR, NEC, Samsung, Unisy		
30	Operating System Supported:	At a minimum, but not limited to, Microsoft Windows, Novell NetWare, HP-UX, IBM-AIX and Sun Solaris.	Exceeds Requirements	The CLARiiON supports these and most major operating s		
31	Software Compatibility:	Extensive list of supported backup and storage management applications from vendors such as HP, CA, VERITAS, Yosemite, Legato, Tiv	Exceeds Requirements	The CLARiiON supports a wide variety of backup and stora		
32	Warranty:	3-year parts exchange, 8x5xNext-Business-Day response	Exceeds Requirements	Exceeds requirement with 5 Year onsite warranty with resp		
33	Bidder's Proposed Model	OEM			EMC	
34		Model Name			CLARiiON CX300	
35		Model Number (SKU)			CAL-O-CX300-16TB	
36		Index Name (Retail, Website, etc.)			Website	
37		Index Name URL Address			www.shop.it.northropgrumman.com/StateOfCa/	
38		Current Index Price				20250
39		Discount				0.7953
40		RFP Price				4144.9
41		Typical Duration Between Index Price Updates (Months)				30 days/1 Month
42		Model Release Date				Feb-04
43	Model Phase Out Date				No date scheduled	
44	Options	Change to Requirements Shown Above	OEM	Model Number (SKU)	Index Price	\$ (+ or -) Change to RFP Price Above
45	Optional Functionality	Data Protection (Backup + Restore Software)	EMC	LIC-002906 NetWorker Server Workgroup Edition	\$1,150.00	\$575.00
46		Data Management	EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
47		Disk System Management	EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
48		Storage Area Management	EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
49		Storage Resource Management	EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
50	Drive Interface	SCSI Interface to the Host and SCSI HDDs		Not Technically Available		Not Technically Available
51	Cache	256MB Total Memory	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
52		512MB Total Memory	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
53		1GB Total Memory	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
54		2GB Total Memory	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
55		4GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available
56		8GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available
57		16GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available
58		32GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available
59	64GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available	
60	128GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available	
61	Other Accessories	Rack-mount Kit	EMC	Standard - Included in CLARiiON Platform	Included at no additional cost	Included at no additional cost
62	Support Services	Upgrade to 3-Y warranty 24x7x2	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
63		Additional 1-Y warranty 24x7x2	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
64		Additional 2-Y warranty 24x7x2	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
65		Upgrade to 3-Y warranty 8x5x4	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
66		Additional 1-Y warranty 8x5x4	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
67		Additional 2-Y warranty 8x5x4	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
68		Additional 1-Y warranty 8x5xNBD	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
69		Additional 2-Y warranty 8x5xNBD	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
70		Device Installation Services (\$/hr)	EMC	Included at no additional cost	Included at no additional cost	Included at no additional cost
71		Data Migration Services (\$/hr)	EMC	Associate Implementation Specialist	\$145	\$45

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11	ons that are technically available in the market for each common configuration. If an option is not technically available, please mark the cell as "Not Technically Available". If a bidder is a Value Added Reseller (VAR), you must select one Original Equipment Manufacturer (OEM) which you will use acc			
12	Detailed product /specification sheet for each product that is proposed to the State. The product sheets should be submitted in hard copy format with the pricing proposal or by providing the URL's that link to the product description information in the cell below, preferably both. The Index Price shall be			
13	Enterprise Type B			
14	Minimum Requirements		Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs
15	Dual		Exceeds Requirements	Redundant hot swap storage controllers with non-disruptive
16	1, 5, 10		Exceeds Requirements	Support for RAID 0, 1, 3, 5 and 10
17	1GB		Exceeds Requirements	8 GB of user adjustable mirrored cache.
18	Yes		Exceeds Requirements	The CLARiiON includes a battery backup for the controllers
19	Fibre Channel		Meets Requirements	2 Gb per sec Fibre Channel
20	2Gb/sec Fibre Channel		Meets Requirements	2 Gb per sec Fibre Channel interfaces
21	4		Meets Requirements	(8) 2 Gb per second Fibre Channels
22	Fibre Channel		Exceeds Requirements	(8) 2 Gb per second back-end Fibre Channel buses Suppo
23	Universal FC hard disk drives (72/146/300GB 10K RPM and 72/146 15K RPM)		Exceeds Requirements	Supports 73/146/300 GB 10K and 36/73/146 GB 15K Fibre
24	42.0TB		Exceeds Requirements	Upgradeable to 240 drives
25	6		Exceeds Requirements	User selectable hot spares, limited only by the number of d
26	Non-disruptive controllers firmware upgrades / No-disruptive installation of cache, channels or hard drives / No single point of failure		Exceeds Requirements	No single point of failure. Non-disruptive software upgrade.
27	Redundant Hot-Swappable Power Supply and Cooling		Exceeds Requirements	Hot swappable power supplies and n+1 fans that speed up
28	Cabinet		Meets Requirements	Configured with 40U Cabinets.
29	Certified on HP, Dell, IBM, Sun Servers among other enterprise-class servers		Exceeds Requirements	Supports: HP, Dell, IBM, Sun, NCR, NEC, Samsung, Unisy
30	At a minimum, but not limited to, Microsoft Windows, Novell NetWare, HP-UX, IBM-AIX and Sun Solaris.		Exceeds Requirements	The CLARiiON supports these and most major operating sy
31	Extensive list of supported backup and storage management applications from vendors such as HP, CA, VERITAS, Yosemite, Legato, Tivoli among others		Exceeds Requirements	The CLARiiON supports a wide variety of backup and stora
32	3-year parts exchange, 8x5Next-Business-Day response		Exceeds Requirements	Exceeds requirement with 5 Year onsite warranty with resp
33				EMC
34				CLARiiON CX700
35				CAL-O-CX700-42TB
36				Website
37				www.shop.it.northropgrumman.com/StateOfCa/
38				88950
39				0.9436
40				5014.29
41				30 Days/1 Month
42				Feb-04
43				No Date Scheduled
44	OEM	Model Number (SKU)	Index Price	\$ (+ or -) Change to RFP Price Above
45	EMC	LIC-002906 NetWorker Server Workgroup Edition	\$1,150.00	\$575.00
46	EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
47	EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
48	EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
49	EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
50		Not Technically Available	Not Technically Available	Not Technically Available
51	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
52	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
53	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
54	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
55	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
56	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
57		Not Technically Available	Not Technically Available	Not Technically Available
58		Not Technically Available	Not Technically Available	Not Technically Available
59		Not Technically Available	Not Technically Available	Not Technically Available
60		Not Technically Available	Not Technically Available	Not Technically Available
61	EMC	Standard - Included in CLARiiON Platform	Included at no additional cost	Included at no additional cost
62	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
63	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
64	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
65	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
66	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
67	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
68	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
69	EMC	Included at no additional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Included at no additional cost	Included at no additional cost
70	EMC	Included at no additional cost	Included at no additional cost	Included at no additional cost
71	EMC	Associate Implementation Specialist	\$145	\$45

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2	State of California					
3	Department of General Services					
4	IT Hardware Enterprise eRFP# DGS 5008 - Addendum #3					
5	Pricing Worksheet #4 - Disk Storage Systems for Open Environment					
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10	Submitted by:	Duane Fletcher				
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12						
13	SCSI HDD		SCSI HDD Type A		SCSI HDD Type B	
14	Common Configurations	Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements	Minimum Requirements	Meet, Exceed or Not Meet Requirements
15		Capacity (GB)	72.8GB	Not Technically Available	72.8GB	Not Technically Available
16		RPM	10K RPM	Not Technically Available	15K RPM	Not Technically Available
17		Form Factor	1"	Not Technically Available	1"	Not Technically Available
18		Interface	SCSI	Not Technically Available	SCSI	Not Technically Available
19	Bidder's Proposed Model	OEM		Not Technically Available		Not Technically Available
20		Model Name		Not Technically Available		Not Technically Available
21		Model Number (SKU)		Not Technically Available		Not Technically Available
22		Index Name (Retail, Website, etc.)		Not Technically Available		Not Technically Available
23		Index Name URL Address		Not Technically Available		Not Technically Available
24		Current Index Price		Not Technically Available		Not Technically Available
25		Discount		Not Technically Available		Not Technically Available
26		RFP Price		Not Technically Available		Not Technically Available
27		Typical Duration Between Index Price Updates (Months)		Not Technically Available		Not Technically Available
28		Model Release Date		Not Technically Available		Not Technically Available
29	Model Phase Out Date		Not Technically Available		Not Technically Available	
30	systems in the industry. The published EMC support matrix is in excess of 1000 pages					
31	ge management applications. The published EMC support matrix is in excess of 1000 pages					
32	onse times per Section 5.4.17 which can provide 24x7x2, 24x7x4 and 8x5xNBD depending upon geograph					
33						
34						
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36						
37						
38	FC HDD		FC HDD Type A		FC HDD Type B	
39	Common Configurations	Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements	Minimum Requirements	Meet, Exceed or Not Meet Requirements
40		Capacity (GB)	72.8GB	Meets Requirements	72.8GB	Meets Requirements
41		RPM	10K RPM	Meets Requirements	15K RPM	Meets Requirements
42		Form Factor	1"	Meets Requirements	1"	Meets Requirements
43		Interface	Fibre Channel	Meets Requirements	Fibre Channel	Meets Requirements
44	Bidder's Proposed Model	OEM		EMC		EMC
45		Model Name		CX 73GB 10K Drive		CX73GB 15K Drive
46		Model Number (SKU)		CX2G10-73		CX2G15-73
47		Index Name (Retail, Website, etc.)		Website		Website
48		Index Name URL Address		www.shop.it.northropgrumman.com/StateOfCa/		www.shop.it.northropgrumman.com/StateOfCa/
49		Current Index Price		870		1500
50		Discount		0.6575		0.6762
51		RFP Price		297.96		485.71
52	Typical Duration Between Index Price Updates (Months)		30 Days/1 Month		30 Days/1 Month	
53	Model Release Date		Q4-2002		Q1-2004	
54	Model Phase Out Date		No Date Scheduled		No Date Scheduled	
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2	State of California					
3	Department of General Services					
4	IT Hardware Enterprise eRFP# DGS 5008 - Addendum #3					
5	Pricing Worksheet #4 - Disk Storage Systems for Open Environment					
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12						
13	SCSI HDD		SCSI HDD Type C		SCSI HDD Type D	
14	Common Configurations	Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements	Minimum Requirements	Meet, Exceed or Not Meet Requirements
15		Capacity (GB)	146.8GB	Not Technically Available	146.8GB	Not Technically Available
16		RPM	10K RPM	Not Technically Available	15K RPM	Not Technically Available
17		Form Factor	1"	Not Technically Available	1"	Not Technically Available
18		Interface	SCSI	Not Technically Available	SCSI	Not Technically Available
19	Bidder's Proposed Model	OEM		Not Technically Available		Not Technically Available
20		Model Name		Not Technically Available		Not Technically Available
21		Model Number (SKU)		Not Technically Available		Not Technically Available
22		Index Name (Retail, Website, etc.)		Not Technically Available		Not Technically Available
23		Index Name URL Address		Not Technically Available		Not Technically Available
24		Current Index Price		Not Technically Available		Not Technically Available
25		Discount		Not Technically Available		Not Technically Available
26		RFP Price		Not Technically Available		Not Technically Available
27		Typical Duration Between Index Price Updates (Months)		Not Technically Available		Not Technically Available
28		Model Release Date		Not Technically Available		Not Technically Available
29		Model Phase Out Date		Not Technically Available		Not Technically Available
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36						
37						
38	FC HDD		FC HDD Type C		FC HDD Type D	
39	Common Configurations	Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements	Minimum Requirements	Meet, Exceed or Not Meet Requirements
40		Capacity (GB)	146.8GB	Meets Requirements	146.8GB	Meets Requirements
41		RPM	10K RPM	Meets Requirements	15K RPM	Meets Requirements
42		Form Factor	1"	Meets Requirements	1"	Meets Requirements
43		Interface	Fibre Channel	Meets Requirements	Fibre Channel	Meets Requirements
44	Bidder's Proposed Model	OEM		EMC		EMC
45		Model Name		CX146 GB 10K Drive		CX146 GB 15K Drive
46		Model Number (SKU)		CX2G10-146		CX2G15-146
47		Index Name (Retail, Website, etc.)		Website		Website
48		Index Name URL Address		www.shop.it.northropgrumman.com/StateOfCa/		www.shop.it.northropgrumman.com/StateOfCa/
49		Current Index Price		1540		2618
50		Discount		0.6658		0.7233
51		RFP Price		514.69		724.49
52		Typical Duration Between Index Price Updates (Months)		30 Days/1 Month		30 Days/1 Month
53		Model Release Date		Q1-2003		Q2-2005
54		Model Phase Out Date		No Date Scheduled		No Date Scheduled
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2	State of California			
3	Department of General Services			
4	IT Hardware Enterprise eRFP# DGS 5008 - Addendum #3			
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12				
13	SCSI HDD		SCSI HDD Type E	
14		Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements
15	Common Configurations	Capacity (GB)	300GB	Not Technically Available
16		RPM	10K rpm	Not Technically Available
17		Form Factor	1"	Not Technically Available
18		Interface	SCSI	Not Technically Available
19	Bidder's Proposed Model	OEM		Not Technically Available
20		Model Name		Not Technically Available
21		Model Number (SKU)		Not Technically Available
22		Index Name (Retail, Website, etc.)		Not Technically Available
23		Index Name URL Address		Not Technically Available
24		Current Index Price		Not Technically Available
25		Discount		Not Technically Available
26		RFP Price		Not Technically Available
27		Typical Duration Between Index Price Updates (Months)		Not Technically Available
28		Model Release Date		Not Technically Available
29		Model Phase Out Date		Not Technically Available
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38	FC HDD		FC HDD Type E	
39		Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements
40	Common Configurations	Capacity (GB)	300GB	Meets Requirements
41		RPM	10K rpm	Meets Requirements
42		Form Factor	1"	Meets Requirements
43		Interface	Fibre Channel	Meets Requirements
44	Bidder's Proposed Model	OEM		EMC
45		Model Name		CX 300 GB 10K Drive
46		Model Number (SKU)		CX2G10-300
47		Index Name (Retail, Website, etc.)		Website
48		Index Name URL Address		www.shop.it.northropgrumman.com/StateOfCa/
49		Current Index Price		2950
50		Discount		0.6468
51		RFP Price		1042.04
52		Typical Duration Between Index Price Updates (Months)		30 Days/1 Month
53		Model Release Date		Q2-2005
54		Model Phase Out Date		No Date Scheduled
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2	State of California									
3	Department of General Services									
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12										
13	Options and Accessories									
14	Options	Change to Requirements Shown Above	OEM	Model Name	Model Number (SKU)	Index Name (Retail, Website, etc.)	Index Name URL Address	Current Index Price	Discount	RFP Price
15	Cache Memory	256MB Memory Module		Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available
16		512MB Memory Module		Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available
17		1GB Memory Module		Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available
18		2GB Memory Module		Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available
19		4GB Memory Module		Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available
20		8GB Memory Module		Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available
21		16GB Memory Module		Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available
22		32GB Memory Module		Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available	Not Technically Available
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11	Instructions: Bidders MUST provide a discount-off-list for ANY options and/or accessories not specified on this pricing worksheet but the State may require for installed disk storage devices for open environments
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13	Discount-Off-List for ALL other Accessories and Parts Disk Storage Systems
14	20%
15	available
16	available
17	available
18	available
19	available
20	available
21	available
22	available
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