

State of California  
 Department of General Services  
 IT Hardware Enterprise eRFP# DGS 5008 - Addendum #3  
 Pricing Worksheet #4 - Disk Storage Systems for Open Environment  
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<b>Cells highlighted in yellow are mandatory fields</b>	
Bidder Name:	Verizon
Submitted by:	Keith Nagel

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 optic 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 con 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.

Disk Storage Systems for Open Environments		Entry-level				
Common Configurations	Product Specification	Minimum Requirements		Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs	
		RAID Controller:	Dual		Meets Requirements	Redundant hot swap storage controllers with non-Dual
	RAID Levels Supported:	1, 5, 10		Exceeds Requirements	Support for RAID 0, 1, 3, 5 and 10	
	Cache Memory per Controller (Base):	128MB		Exceeds Requirements	2 GB of user adjustable mirrored cache.	
	Battery Backup for Cache	Yes		Exceeds Requirements	The CLARiiON includes a battery backup for the cache	
	Channel Type:	Fibre Channel		Meets Requirements	2 Gb per sec Fibre Channel	
	Host Adapters Interface:	2Gb/sec Fibre Channel		Meets Requirements	2 Gb per sec Fibre Channel interfaces	
	Number of Channels (Base):	4		Meets Requirements	(4) 2 Gb per second Fibre Channels	
	Drive Interface:	Fibre Channel		Exceeds Requirements	(2) 2 Gb per second back-end Fibre Channel bus	
	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	
	Minimum Physical Storage Capacity (in TB)	2.0TB		Exceeds Requirements	Upgradeable to 60 drives	
	Global Spare Hard Drives (Base)	2		Exceeds Requirements	User selectable hot spares, limited only by the number of drives	
	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	
	Power Supplies and Fans:	Redundant Hot-Swappable Power Supply and Cooling		Exceeds Requirements	Hot swappable power supplies and n+1 fans that are redundant	
	Chassis:	Rack-Ready or Tower		Meets Requirements	Rack Mountable	
	Server Compatibility:	Certified on HP, Dell, IBM, Sun Servers among other enterprise-class servers		Exceeds Requirements	Supports: HP, Dell, IBM, Sun, NCR, NEC, Samsun, etc.	
	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 systems	
	Software Compatibility:	Extensive list of supported backup and storage management applications from vendors such as HP, CA, VERITAS, Yosemite, etc.		Exceeds Requirements	The CLARiiON supports a wide variety of backup software	
	Warranty:	3-year parts exchange, 8x5xNext-Business-Day response		Exceeds Requirements	Exceeds requirement with 5 Year onsite warranty	
Bidder's Proposed Model	OEM				EMC	
	Model Name				CLARiiON CX300	
	Model Number (SKU)				CAL-O-CX300-2TB	
	Index Name (Retail, Website, etc.)				www.verizon.ca.ssicatalog.com	
	Index Name URL Address					
	Current Index Price				14900	
	Discount				78%	
	RFP Price				3227	
	Typical Duration Between Index Price Updates (Months)				30 days/1 Month	
	Model Release Date				Feb-04	
Model Phase Out Date				No date scheduled		
Options	<b>Change to Requirements Shown Above</b>	<b>OEM</b>	<b>Model Number (SKU)</b>	<b>Index Price</b>	<b>\$(+ or -) Change to RFP Price Above</b>	<b>OEM</b>
	Data Protection (Backup + Restore Software)	EMC	LIC-002906 NetWorker Server Workgroup Edition	\$1,150.00	\$575.00	EMC
Optional Functionality	Data Management	EMC	SE-CLAR-STD5	Included at no additional cost	Included at no additional cost	EMC
	Disk System Management	EMC	SE-CLAR-STD5	Included at no additional cost	Included at no additional cost	EMC
	Storage Area Management	EMC	SE-CLAR-STD5	Included at no additional cost	Included at no additional cost	EMC
	Storage Resource Management	EMC	SE-CLAR-STD5	Included at no additional cost	Included at no additional cost	EMC
	SCSI Interface to the Host and SCSI HDDs		Not Technically Available	Not Technically Available	Not Technically Available	
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
	512MB Total Memory	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost	EMC
	1GB Total Memory	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost	EMC
	2GB Total Memory	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost	EMC
	4GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available	
	8GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available	
	16GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available	
	32GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available	
Support Services	64GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available	
	128GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available	
	Rack-mount Kit	EMC	Standard - Included in CLARiiON Platform	Included at no additional cost	Included at no additional cost	EMC
	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
	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
	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
	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
	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
	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
	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
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	
Device Installation Services (\$/hr)	EMC	Included at no additional cost	Included at no additional cost	Included at no additional cost	EMC	
Data Migration Services (\$/hr)	EMC	Associate Implementation Specialist		\$145	\$45	EMC

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 Equip  
figuration specifications. 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 lir

Midrange		
Minimum Requirements	Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs
	Meets Requirements	Redundant hot swap storage controllers with non-
	Exceeds Requirements	Support for RAID 0, 1, 3, 5 and 10
	Exceeds Requirements	2 GB of user adjustable mirrored cache.
	Exceeds Requirements	The CLARiiON includes a battery backup for the c
	Meets Requirements	2 Gb per sec Fibre Channel
nnel	Meets Requirements	2 Gb per sec Fibre Channel interfaces
	Meets Requirements	(4) 2 Gb per second Fibre Channels
	Exceeds Requirements	(2) 2 Gb per second back-end Fibre Channel bus
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
	Exceeds Requirements	Upgradeable to 60 drives
	Exceeds Requirements	User selectable hot spares, limited only by the nu
rollers 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
ppable Power Supply and Coolin	Exceeds Requirements	Hot swappable power supplies and n+1 fans that
	Meets Requirements	Rack Mountable
ll, IBM, Sun Servers among other enterprise-class servers	Exceeds Requirements	Supports: HP, Dell, IBM, Sun, NCR, NEC, Samsu
not limited to, Microsoft Windows, Novell NetWare, HP-UX, IBM-AIX and Sun Solaris	Exceeds Requirements	The CLARiiON supports these and most major op
ported 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
nge, 8x5xNext-Business-Day response	Exceeds Requirements	Exceeds requirement with 5 Year onsite warranty
		EMC
		CLARiiON CX300
		CAL-O-CX300-7TB
		website
		www.verizon.ca.sscatalog.com
		14900
		78
		3227
		30 days/1 Month
		Feb-04
		No date scheduled
Model Number (SKU)	Index Price	\$ (+ or -) Change to RFP Price Above
LIC-002906 NetWorker Server Workgroup Edition	\$1,150.00	\$575.00
SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
Not Technically Available	Not Technically Available	Not Technically Available
Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
Not Technically Available	Not Technically Available	Not Technically Available
Not Technically Available	Not Technically Available	Not Technically Available
Not Technically Available	Not Technically Available	Not Technically Available
Not Technically Available	Not Technically Available	Not Technically Available
Not Technically Available	Not Technically Available	Not Technically Available
Not Technically Available	Not Technically Available	Not Technically Available
Standard - Included in CLARiiON Platform	Included at no additional cost	Included at no additional cost
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
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
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
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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
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
Included at no additional cost	Included at no additional cost	Included at no additional cost
Associate Implementation Specialist	\$145	\$45

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 Submitted by:

Cells highlighted in yellow are mandatory fields	
Verizon	
Keith Nagel	

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 Current 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.

Disk Storage Systems for Open Environments		Enterprise Type A			
Common Configurations	Product Specification	Minimum Requirements		Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs
		RAID Controller:	Dual		Meets Requirements
	RAID Levels Supported:	1, 5, 10		Exceeds Requirements	Support for RAID 0, 1, 3, 5 and 10
	Cache Memory per Controller (Base):	1GB		Exceeds Requirements	2 GB of user adjustable mirrored cache.
	Battery Backup for Cache	Yes		Exceeds Requirements	The CLARiiON includes a battery backup for the controllers
	Channel Type:	Fibre Channel		Meets Requirements	2 Gb per sec Fibre Channel
	Host Adapters Interface:	2Gb/sec Fibre Channel		Meets Requirements	2 Gb per sec Fibre Channel interfaces
	Number of Channels (Base):	4		Meets Requirements	(4) 2 Gb per second Fibre Channels
	Drive Interface:	Fibre Channel		Exceeds Requirements	(2) 2 Gb per second back-end Fibre Channel buses Suppo
	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
	Minimum Physical Storage Capacity (in TB)	16.0TB		Exceeds Requirements	Upgradeable to 60 drives
	Global Spare Hard Drives (Base)	4		Exceeds Requirements	User selectable hot spares, limited only by the number of d
	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.
	Power Supplies and Fans:	Redundant Hot-Swappable Power Supply and Cooling		Exceeds Requirements	Hot swappable power supplies and n+1 fans that speed up
	Chassis:	Cabinet		Meets Requirements	Cabinet Included
	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
	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
	Software Compatibility:	Extensive list of supported backup and storage management applications from vendors such as HP, CA, VERITAS, Yosemite, Legato, Tivoli		Exceeds Requirements	The CLARiiON supports a wide variety of backup and stora
	Warranty:	3-year parts exchange, 8x5Next-Business-Day response		Exceeds Requirements	Exceeds requirement with 5 Year onsite warranty with resp
Bidder's Proposed Model	OEM				EMC
	Model Name				CLARiiON CX300
	Model Number (SKU)				CAL-O-CX300-16TB
	Index Name (Retail, Website, etc.)				website
	Index Name URL Address				www.verizon.ca.sscatalog.com
	Current Index Price				20250
	Discount				80
	RFP Price				4062
	Typical Duration Between Index Price Updates (Months)				30 days/1 Month
	Model Release Date				Feb-04
Model Phase Out Date				No date scheduled	
Options	Change to Requirements Shown Above	OEM	Model Number (SKU)	Index Price	\$ (+ or -) Change to RFP Price Above
Optional Functionality	Data Protection (Backup + Restore Software)	EMC	LIC-002906 NetWorker Server Workgroup Edition	\$1,150.00	\$575.00
	Data Management	EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
	Disk System Management	EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
	Storage Area Management	EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
	Storage Resource Management	EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
Drive Interface	SCSI Interface to the Host and SCSI HDDs		Not Technically Available	Not Technically Available	Not Technically Available
Cache	256MB Total Memory	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
	512MB Total Memory	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
	1GB Total Memory	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
	2GB Total Memory	EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
	4GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available
	8GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available
	16GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available
	32GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available
64GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available	
128GB Total Memory		Not Technically Available	Not Technically Available	Not Technically Available	
Support Services	Rack-mount Kit	EMC	Standard - Included in CLARiiON Platform	Included at no additional cost	Included at no additional cost
	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
	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
	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
	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
	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
	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
	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
	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
	Device Installation Services (\$/hr)	EMC	Included at no additional cost	Included at no additional cost	Included at no additional cost
Data Migration Services (\$/hr)	EMC	Associate Implementation Specialist	\$145	\$45	

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 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

Enterprise Type B		
Minimum Requirements	Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs
Dual	Exceeds Requirements	Redundant hot swap storage controllers with non-disruptive
1, 5, 10	Exceeds Requirements	Support for RAID 0, 1, 3, 5 and 10
1GB	Exceeds Requirements	8 GB of user adjustable mirrored cache.
Yes	Exceeds Requirements	The CLARiiON includes a battery backup for the controllers
Fibre Channel	Meets Requirements	2 Gb per sec Fibre Channel
2Gb/sec Fibre Channel	Meets Requirements	2 Gb per sec Fibre Channel interfaces
4	Meets Requirements	(8) 2 Gb per second Fibre Channels
Fibre Channel	Exceeds Requirements	(8) 2 Gb per second back-end Fibre Channel buses Suppo
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
42.0TB	Exceeds Requirements	Upgradeable to 240 drives
6	Exceeds Requirements	User selectable hot spares, limited only by the number of d
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.
Redundant Hot-Swappable Power Supply and Cooling	Exceeds Requirements	Hot swappable power supplies and n+1 fans that speed up
Cabinet	Meets Requirements	Configured with 40U Cabinets.
Certified on HP, Dell, IBM, Sun Servers among other enterprise-class servers	Exceeds Requirements	Supports: HP, Dell, IBM, Sun, NCR, NEC, Samsung, Unisy
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
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
3-year parts exchange, 8x5xNext-Business-Day response	Exceeds Requirements	Exceeds requirement with 5 Year onsite warranty with resp

	EMC		
	CLARiiON CX700		
	CAL-O-CX700-42TB		
	website		
	www.verizon.ca.sscatalog.com		
		88950	
		94	
		4914	
		30 Days/1 Month	
		Feb-04	
		No Date Scheduled	

OEM	Model Number (SKU)	Index Price	\$ (+ or -) Change to RFP Price Above
EMC	LIC-002906 NetWorker Server Workgroup Edition	\$1,150.00	\$575.00
EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
EMC	SE-CLAR-STDS	Included at no additional cost	Included at no additional cost
	Not Technically Available	Not Technically Available	Not Technically Available
EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
EMC	Standard - Included at no additional cost in CLARiiON Platform	Included at no additional cost	Included at no additional cost
	Not Technically Available	Not Technically Available	Not Technically Available
	Not Technically Available	Not Technically Available	Not Technically Available
	Not Technically Available	Not Technically Available	Not Technically Available
	Not Technically Available	Not Technically Available	Not Technically Available
EMC	Standard - Included in CLARiiON Platform	Included at no additional cost	Included at no additional cost
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	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	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	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	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	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	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	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	Included at no additional cost	Included at no additional cost	Included at no additional cost
EMC	Associate Implementation Specialist	\$145	\$45

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Submitted by:	Keith Nagel

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 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) 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 configuration specifications. 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 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 verified record of the submitted Index Price.

	SCSI HDD	SCSI HDD Type A	SCSI HDD Type B
	Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements
Common Configurations	Capacity (GB)	72.8GB	Not Technically Available
	RPM	10K RPM	Not Technically Available
	Form Factor	1"	Not Technically Available
	Interface	SCSI	Not Technically Available
Bidder's Proposed Model	OEM		Not Technically Available
	Model Name		Not Technically Available
	Model Number (SKU)		Not Technically Available
	Index Name (Retail, Website, etc.)		Not Technically Available
	Index Name URL Address		Not Technically Available
	Current Index Price		Not Technically Available
	Discount		Not Technically Available
	RFP Price		Not Technically Available
	Typical Duration Between Index Price Updates (Months)		Not Technically Available
	Model Release Date		Not Technically Available
Model Phase Out Date		Not Technically Available	

systems in the industry. The published EMC support matrix is in excess of 1000 pages  
 ige management applications. The published EMC support matrix is in excess of 1000 pages  
 onse times per Section 5.4.17 which can provide 24x7x2, 24x7x4 and 8x5xNBD depending upon geograph

	FC HDD	FC HDD Type A	FC HDD Type B
	Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements
Common Configurations	Capacity (GB)	72.8GB	Meets Requirements
	RPM	10K RPM	Meets Requirements
	Form Factor	1"	Meets Requirements
	Interface	Fibre Channel	Meets Requirements
Bidder's Proposed Model	OEM		EMC
	Model Name		CX 73GB 10K Drive
	Model Number (SKU)		CX2G10-73
	Index Name (Retail, Website, etc.)		website
	Index Name URL Address		www.verizon.ca.ssicatalog.com
	Current Index Price		870
	Discount		66
	RFP Price		292
	Typical Duration Between Index Price Updates (Months)		30 Days/1 Month
	Model Release Date		Q4-2002
Model Phase Out Date		No Date Scheduled	

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Cells highlighted in yellow are mandatory fields	
Bidder Name:	Verizon
Submitted by:	Keith Nagel

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 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) 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 configuration specifications. 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 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.

	SCSI HDD	SCSI HDD Type C	SCSI HDD Type D
	Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements
Common Configurations	Capacity (GB)	146.8GB	Not Technically Availalbe
	RPM	10K RPM	Not Technically Availalbe
	Form Factor	1"	Not Technically Availalbe
	Interface	SCSI	Not Technically Availalbe
Bidder's Proposed Model	OEM	Not Technically Availalbe	Not Technically Availalbe
	Model Name	Not Technically Availalbe	Not Technically Availalbe
	Model Number (SKU)	Not Technically Availalbe	Not Technically Availalbe
	Index Name (Retail, Website, etc.)	Not Technically Availalbe	Not Technically Availalbe
	Index Name URL Address	Not Technically Availalbe	Not Technically Availalbe
	Current Index Price	Not Technically Availalbe	Not Technically Availalbe
	Discount	Not Technically Availalbe	Not Technically Availalbe
	RFP Price	Not Technically Availalbe	Not Technically Availalbe
	Typical Duration Between Index Price Updates (Months)	Not Technically Availalbe	Not Technically Availalbe
	Model Release Date	Not Technically Availalbe	Not Technically Availalbe
	Model Phase Out Date	Not Technically Availalbe	Not Technically Availalbe

	FC HDD	FC HDD Type C	FC HDD Type D
	Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements
Common Configurations	Capacity (GB)	146.8GB	Meets Requirements
	RPM	10K RPM	Meets Requirements
	Form Factor	1"	Meets Requirements
	Interface	Fibre Channel	Meets Requirements
Bidder's Proposed Model	OEM	EMC	EMC
	Model Name	CX146 GB 10K Drive	CX146 GB 15K Drive
	Model Number (SKU)	CX2G10-146	CX2G15-146
	Index Name (Retail, Website, etc.)	website	website
	Index Name URL Address	www.verizon.ca.ssicatalog.com	www.verizon.ca.ssicatalog.com
	Current Index Price	1540	2618
	Discount	67	73
	RFP Price	504	710
	Typical Duration Between Index Price Updates (Months)	30 Days/1 Month	30 Days/1 Month
	Model Release Date	Q1-2003	Q2-2005
	Model Phase Out Date	No Date Scheduled	No Date Scheduled

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<b>Submitted by:</b>	Keith Nagel

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SCSI HDD		SCSI HDD Type E	
	Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements
<b>Common Configurations</b>	Capacity (GB)	300GB	Not Technically Availalbe
	RPM	10K rpm	Not Technically Availalbe
	Form Factor	1"	Not Technically Availalbe
	Interface	SCSI	Not Technically Availalbe
<b>Bidder's Proposed Model</b>	OEM		Not Technically Availalbe
	Model Name		Not Technically Availalbe
	Model Number (SKU)		Not Technically Availalbe
	Index Name (Retail, Website, etc.)		Not Technically Availalbe
	Index Name URL Address		Not Technically Availalbe
	Current Index Price		Not Technically Availalbe
	Discount		Not Technically Availalbe
	RFP Price		Not Technically Availalbe
	Typical Duration Between Index Price Updates (Months)		Not Technically Availalbe
	Model Release Date		Not Technically Availalbe
Model Phase Out Date		Not Technically Availalbe	

FC HDD		FC HDD Type E	
	Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements
<b>Common Configurations</b>	Capacity (GB)	300GB	Meets Requirements
	RPM	10K rpm	Meets Requirements
	Form Factor	1"	Meets Requirements
	Interface	Fibre Channel	Meets Requirements
<b>Bidder's Proposed Model</b>	OEM		EMC
	Model Name		CX 300 GB 10K Drive
	Model Number (SKU)		CX2G10-300
	Index Name (Retail, Website, etc.)		website
	Index Name URL Address		www.verizon.ca.sscatalog.com
	Current Index Price		2950
	Discount		65
	RFP Price		1021
	Typical Duration Between Index Price Updates (Months)		30 Days/1 Month
	Model Release Date		Q2-2005
Model Phase Out Date		No Date Scheduled	

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Options and Accessories									
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
Cache Memory	256MB Memory Module		N/A	N/A	N/A	N/A	N/A	N/A	N/A
	512MB Memory Module		N/A	N/A	N/A	N/A	N/A	N/A	N/A
	1GB Memory Module		N/A	N/A	N/A	N/A	N/A	N/A	N/A
	2GB Memory Module		N/A	N/A	N/A	N/A	N/A	N/A	N/A
	4GB Memory Module		N/A	N/A	N/A	N/A	N/A	N/A	N/A
	8GB Memory Module		N/A	N/A	N/A	N/A	N/A	N/A	N/A
	16GB Memory Module		N/A	N/A	N/A	N/A	N/A	N/A	N/A
	32GB Memory Module		N/A	N/A	N/A	N/A	N/A	N/A	N/A

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

Discount-Off-List for ALL other Accessories and Parts Disk Storage Systems	20%
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