



Prepared For: Livermore Valley USD
Customer #: 5361071
Attention: Geoff Warner
Project: Data Center
Date: February 16, 2023

Payment Type: Net30
Contract: Sourcewell

Submitted By: Justin Davenport
Executive Account Manager
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Quote #: QUO-14475821-R9Y6G2 -0

Remit To: CDW Government
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Pricing Summary

Date: 2/16/2023

Quote #: QUO-14475821-R9Y6G2 -0

Qty.	Description	Extended Sell
1	DL380	\$87,711.48
Total:		\$87,711.48
1	CDW Professional Services	\$15,145.00
Total:		\$15,145.00

Extended Sell

Solution Total:	\$102,856.48
Estimated Taxes:	\$8,990.43
Grand Total:	\$111,846.91

Prepared By: Sandra Vargas (SA Support Specialist)

Prices are contingent on final pricing approval from Manufacturer

Quote provided based on specification provided by customer. No workload validation has been done.

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Applicable Shipping not shown.



DL380 Detail



Date: 2/16/2023

Quote #: QUO-14475821-R9Y6G2 -0

Qty.	Part Numbers	Description	
4	P05172-B21	HPE DL380 Gen10+ 8SFF NC CTO Svr	
4	P05172-B21#ABA	HPE DL380 Gen10+ 8SFF NC CTO Svr	
8	P36923-B21	INT Xeon-S 4316 CPU for HPE	
64	P06033-B21	HPE 32GB 2Rx4 PC4-3200AA-R Smart Kit	
4	P37038-B21	HPE DL380 Gen10+ x8/x16/x8 Prim FIO Kit	
4	P10094-B21	HPE 10GbE 4P SFP+ QL41134 Adptr	
4	P12965-B21	HPE NS204i-p Gen10+ Boot Ctrlr	
4	P08449-B21	INT I350 1GbE 4p BASE-T OCP3 Adptr	
16	455883-B21	HPE BLc 10G SFP+ SR Transceiver	
4	P14608-B21	HPE DL38X Gen10+ Max Perf Fan Kit	
8	P38995-B21	HPE 800W FS Plat Ht Plg LH Pwr Sply Kit	
8	P38995-B21#0D1	HPE 800W II FS Plat HtPlg Pwr Supply Kit	
4	P13771-B21	HPE Gen10 Plus TPM BR Module Kit	
4	P22018-B21	HPE DL38X Gen10+ 2U SFF EI Rail Kit	
8	P27095-B21	HPE DL380 Gen10+ High Perf Heat Sink Kit	
			Extended Sell
Hardware Total:			\$64,127.28
4	BD505A	HPE iLO Adv 1-svr Lic 3yr Support	
1	HU4A6A5	HPE 5Y Tech Care Essential SVC	
4	HU4A6A5#ZSB	HPE Proliant DL380 Gen10+ Support	
4	HU4A6A5#R2M	HPE iLO Advanced Non Blade Support	
			Extended Sell
Support Total:			\$23,584.20
			Extended Sell
Solution Total:			\$87,711.48
Estimated Taxes:			\$8,990.43
Grand Total:			\$96,701.91

Pricing expires 30 calendar days from date on Proposal

Prepared By: Sandra Vargas (SA Support Specialist)

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Applicable Shipping not shown.

SERVICES PROPOSAL

PROJECT FUNDAMENTALS

Project Name:	HPE Implementation & vSphere 7.0 Standard Upgrade	Requested By (Sales): Jeff Mitchell 916-337-4717 jeffmit@cdw.com
Customer Name:	Livermore Valley USD	
CDW Affiliate:	CDW Government, LLC	
Effective Date:	February 23, 2023	Submitted By (SA/ISA): Zamar Khan, Besnik Zekiri
Version:	3.0	

CUSTOMER-DESIGNATED LOCATIONS

Location(s)	Service(s)		
Livermore Valley USD 685 E JACKLONDON BLVD LIVERMORE, CA 94551-1899 US	<input type="checkbox"/> Assessment <input checked="" type="checkbox"/> Configuration <input checked="" type="checkbox"/> Design <input checked="" type="checkbox"/> Implementation	<input checked="" type="checkbox"/> Knowledge Transfer <input checked="" type="checkbox"/> Project Management <input type="checkbox"/> Reconfiguration <input type="checkbox"/> Reinstallation	<input type="checkbox"/> Staff Augmentation <input type="checkbox"/> Support <input type="checkbox"/> Training <input type="checkbox"/> Custom Work

PROJECT SCOPE

SERVICES SUMMARY

- Remote HPE Installation and Startup of Four (4) HPE DL380 ProLiant servers
- Remote VMware vSphere 7.0 Upgrade

REMOTE INSTALLATION AND STARTUP OF FOUR (4) HPE DL380 PROLIANT SERVERS

HPE Installation and Startup of HPE ProLiant servers provides for the remote assistance with installing of your new HPE ProLiant server and eligible operating system. This service will assist you in bringing your new HPE ProLiant server and operating system into operation in a timely and professional manner.

Tasks which will be completed:

- Planning and Design
- Service deployment
- Installation verification tests (IVTs)
- Knowledge Transfer

DEPLOYMENT:

HARDWARE (REMOTE)

- Installation of the server: CDW will remotely assist the customer with inspecting it for damage, and installing it according to the product specifications (If the server is part of a rack system, it will be inserted into the rack.)
- Installation of hardware options: System hardware options purchased with the system will be installed at the same time
- Physical connection of the product to a LAN, as appropriate

SOFTWARE

Installation of one eligible Operating System. Eligible Operating Systems are defined below:

- For Microsoft® Windows Server
 - Installation of the operating system and the appropriate network protocols, as required
 - Creation of a Windows Server account with up to three user accounts
 - Creation and setup of one Windows Server file share on a local disk
 - For ProLiant DL380 Packaged Cluster only, installation and configuration of Microsoft Cluster software according to the product installation guide
- For Linux® server operating systems:*
 - Installation of the operating system and the appropriate network protocols, as required
 - Installation of HPE drivers, as applicable
 - Creation of a Linux server account with up to three user accounts

The supported Linux distributions for installation as part of this service are Red Hat® Enterprise Linux (RHEL) and SUSE Linux Enterprise Server (SLES).

For systems with multiple servers per chassis, one operating system (OS) image will be installed on one server node within the chassis. If an established HPE Insight Cluster Management Utility (CMU) or Microsoft WDS environment exists with a functional PXE boot environment and server provisioning capabilities to load an OS image, then the HPE installation engineer will load one OS image to all server nodes within the chassis.

Enable remote support to allow for automatic case creation for hardware failures, and for proactive deliverables provided under applicable service levels. This enablement is for supported devices only and is conditional on the existence of a foundational HPE remote support application already established in the Customer's server environment.

For more information on remote support, go to hpe.com/services/getconnected.

INSTALLATION VERIFICATION TEST (IVTs)

Seller will run the appropriate installation verification tests required for this service, such as Power-On Self-Tests (POSTs) specific to the product being installed, verification of product operation, and verification that the current device software and firmware are loaded.

KNOWLEDGE TRANSFER

Upon completion of the deployment activities, Seller will provide an orientation session, up to one hour, on the product and/or technology, to include information on basic hardware product usage and hardware features.

WORKLOAD MIGRATION

Migration up to five (5) VMs and Customer must have the new VM's created and VMDK storage attached

CUSTOMER RESPONSIBILITIES

Customer is responsible for the following:

1. Ensure you have read and completely understand the information in the "Site Readiness" document. This information in this document helps to ensure the environment is ready. Just a few of the things it gives you is the number of network drops and IPs you need, the number of rack units the systems require as well as the number of power supply connections.
2. If this statement of work includes the seller providing racking services, then ensure you have at least one (1) of our own employees selected to assist the Seller engineer with installing the hardware into the racks. The Seller will only provide one (1) engineer for racking services and it takes at least two (2) people to rack the hardware.
3. Ensure internal staff is present for any software installations or upgrades on production servers. The internal staff will be signing on and in control of the keyboard for the entire time software is being installed or upgraded on production servers. Seller engineers will develop the installation or upgrade plan that will be followed, and Seller engineers will be present for the entire installation or upgrade, however, internal staff will be performing the upgrade.
4. Ensure any production databases which will be migrated are backed up completely prior to the migration being started. If the customer can't or won't ensure a backup is done, then Seller reserves the right to refuse to migrate the database without refund. The backup is a final precaution should any issues arise that corrupt data during the migration process. We do not expect the backup to be needed but this doesn't eliminate the need for it to be done.

PROJECT ASSUMPTIONS

In addition to any other assumptions described in this SOW, Seller assumes the following:

1. The scope and objectives of this project will be jointly managed by you and Seller to better ensure completion of the project within the anticipated schedule.
2. If you require Seller to perform additional tasks that fall outside of this SOW additional charges may be incurred and will require Customer sign-off before additional tasks can be completed.
3. Services not specified in this SOW are considered out-of-scope and will be addressed with a separate SOW or Change Order.
4. Customer must provide valid licenses for all operating systems.
5. Customer will provide either a Project Manager or other consistent and knowledgeable resource familiar with the Customer environment, processes and procedures in order to facilitate the timely execution of the tasks Seller is expected to complete as part of this SOW.

6. The scope and objectives of this project will be jointly managed by you and Seller to better ensure completion of the project within the anticipated schedule.
7. You and Seller will follow Seller's Project Management Methodology for this project. Seller's Project Management Methodology is as follows: Customer will work with Seller to define roles and responsibilities, develop project and test plans, identify risks, maintain change management procedures and ensure management of open issues.
8. If you require Seller to perform additional tasks that fall outside of this SOW additional charges may be incurred and will require Customer sign-off before additional tasks can be completed.
9. Existing network is in good working order.
10. All discovery Services are best effort and are dependent on the network being fully functional.
11. Customer has knowledge about current environment, storage area network, networking infrastructure.
12. Customer resources committed to the engagement will be made available throughout the engagement.
13. Customer has acquired all necessary hardware and software required to fulfill this project. Delays in hardware and software delivery may increase costs or change the project timeline.
14. Project management tasks will be performed remotely.
15. Seller will not be liable for any loss, corruption, or any other damage to data or software involved in this project.
16. The number of VMs moved depends on migration window time and will be agreed upon by customer and seller prior to migration.
17. Customer and Seller agree that the total number of "servers" (VM's) involved in the migration is 10.
18. Any change in the number of servers to be migrated will require a Project Change Request to the original SOW approved by both Seller and Customer and may require Seller to modify the number of servers migrated, per session accordingly.
19. Additional licensing cost may be applied depending on the agreed upon migration strategy. Customer will be responsible for any additional costs.
20. Migration during normal business hours
21. 10Gbe connectivity between source and destination VMs
22. Project management and site readiness tasks will be performed remotely.

ACCEPTANCE CRITERIA

The acceptance criteria for this engagement are as follows:

1. Assessment
2. Planning/Design
3. Completion of data migration.

REMOTE VMWARE vSPHERE 7.0 UPGRADE

vSPHERE 7.0 UPGRADE

Seller will conduct a Remote VMware vSphere 7.0 Upgrade with Customer. This engagement will maximize your time and resources by helping you quickly use the new capabilities introduced in vSphere 7.0 in a production environment. This engagement will cover the upgrade of (one) 1 vCenter Server, up to fifteen (15) ESXi Hosts, and up to five (5) virtual machines from vSphere 6.7 to 7.0.

As part of this engagement, Seller will:

- Conduct initial design call to establish technical requirement and site preparation
- Provide a high-level overview of the current vSphere 7.0 deployment methodology
- Explain the capabilities of vSphere 7.0 including ESXi Server 7.0 and vCenter 7.0
- Identify and perform necessary pre-upgrade tasks to prepare the current VMware Infrastructure deployment for an upgrade to vSphere 7.0
 - Upgrade existing vCenter Server (vCenter) installation to vCenter 7.0
 - Integrate vSphere Update Manager into vCenter 7.0

- Demonstrate updated features of VMware Host Client
- Demonstrate updated features of vSphere Client (HTML5-based)
- Upgrade up to fifteen (15) existing VMware ESX or ESXi Servers to VMware ESXi Server 7.0, including latest patches leveraging Update Manager when possible.
- Upgrade up to fifteen (15) existing, upgraded VMware ESXi Servers On-Disk Format to vSAN 7.0 (if applicable).
- Upgrade VMware tools on up to five (5) existing virtual machines. This will require a brief amount of downtime for each guest system.
- Upgrade up to five (5) existing virtual machines to hardware version 17. This will require a brief amount of downtime scheduled for each guest system
- Discuss process to update VMFS volumes from VMFS 5 datastore to VMFS 6 datastores
- Perform high-level post-upgrade testing and overview of new VMware vSphere 7.0 features
- Mitigate risk by leveraging experienced Seller consultants and proven best practices

Note: This is not a training engagement. While we will cover general administration and configuration during implementation, the focus of this engagement is to successfully upgrade to VMware vSphere 7.0 in a production environment. We highly recommend customers take the VMware vSphere 5-day course at an authorized VMware Training Center in order to gain an in-depth overview of VMware vSphere.

TARGET AUDIENCE

- System engineers and administrators new to vSphere

AGENDA

- Pre-Engagement conference call
 - Introduce key participants
 - Review agenda
 - Review logistics
- Site readiness preparation
 - Remote hardware, storage, database, DNS and networking requirements discussion and planning
 - Review vCenter and ESX/ESXi hypervisor versions, configuration and overall status and capacity
 - Determine readiness of vCenter upgrade
 - Document expected workflow, naming standards, IP addresses, VLAN, service accounts and storage configurations
- vSphere upgrade tasks
 - Upgrade existing vCenter Server (vCenter) installation to vCenter 7.0 or deploy a new vCenter server appliance
 - vSphere Update Manager (Integration into vCenter 7.0)
 - Demonstrate updated features of VMware Host Client
 - Demonstrate updated features of vSphere Client (HTML5-based)
 - Upgrade up to fifteen (15) existing VMware ESXi Servers to VMware ESXi Server 7.0, including latest patches using Update Manager when possible.
 - Upgrade up to fifteen (15) existing VMware ESXi Servers On-Disk Format to vSAN 7.0 (if applicable).
 - Upgrade VMware tools on up to five (5) existing virtual machines. This will require a brief amount of downtime for each system.
 - Upgrade up to five (5) existing virtual machines to hardware version 17. This will require a brief amount of downtime for each system.
 - Discuss process to upgrade VMFS 5 volumes to VMFS 6.
- Technical architecture overview
 - Infrastructure architecture and components
 - Storage
 - Thin Provisioning
 - Storage vMotion

- Storage I/O Control
 - vSphere Storage DRS
 - Networking
 - Standard switches
 - VMware distributed switches
 - Network I/O Control
 - Virtual machine architecture
- Management and administration
 - Creating and deploying virtual machines
 - Template creation and deployment
 - DRS
 - Groups
 - Host affinity rules
 - Guest affinity rules
 - vApp creation
 - HA
 - Admission control and policy
 - Datastore heartbeats
 - Roles
 - Licensing
 - Scheduled tasks
 - Host profiles
 - Systems management and alerts
- Systems maintenance and troubleshooting tips
 - Update Manager
 - ESXi Server maintenance
 - VM maintenance
 - vCenter maintenance using vCenter Appliance management interface
 - Demonstrate backup of vCenter using Appliance management interface
- Testing
 - Validate template deployment
 - Validate vMotion functionality
 - HA and DRS functional testing
 - FT functional testing

ENGAGEMENT PLANNING & MANAGEMENT

These tasks will ensure that project completion meets all requirements outlined in the scope of services. It includes the following activities:

- Internal Project Technical Planning
 - Solution and Technical Architecture Review and planning
 - Clearly define project scope, objectives, risks and approach
 - Develop a Work Breakdown Structure and Develop a Project Plan
 - Develop Communication and Escalation Plan
 - Identify project resources, roles, and responsibilities
 - Confirm site readiness and documentation
- External Project Meeting
 - Introduce key participants, stakeholders and project teams
 - Verify hardware delivery and specifications
 - Solution, requirements and logistics Review
 - Review and approve project plan

- Project Management
 - Task and resource scheduling and assignment
 - Administration, Financial and Team management
 - Escalation and communication management
 - Change control and management
 - Status meetings and reporting
 - Project Closeout

CUSTOMER RESPONSIBILITIES

As part of this engagement, Customer is responsible for providing the following:

1. Server hardware [certified and tested](#) for ESXi Server 7.0.
2. Storage hardware certified & tested for ESXi Server 7.0 and vCenter 7.0
3. Network hardware certified & tested for ESXi Server 7.0 and vCenter 7.0
4. Servers used for vSphere must have supported and up-to-date firmware prior to upgrade implementation.
5. Current software licensing for VMware Infrastructure, Microsoft Windows Server, SQL Server or Oracle Server
6. We recommend that an initial 1 TB LUN for vSphere appliances be created prior to Seller beginning services remotely. Additional LUN or NFS requirements will be discussed with the engineer during the site readiness preparation.
7. DNS is required to be functional prior to implementation.
8. Media and license keys for all guest operating systems (virtual machines) during this engagement

As part of this engagement, Seller is responsible for the following:

1. Manage any support issues which may arise throughout the duration of the jumpstart

PROJECT ASSUMPTIONS

1. Seller is not responsible for modifications beyond the initial configuration engagement.
2. Customer has a current VMware license.
3. Customer has reviewed each vendor's policy for operating system and application virtualization and is responsible for license compliance.
4. Customer must provide valid licenses for all operating systems and applications installed in Virtual Machines and Templates created by Seller.
5. Customer has either a local NTP server or will allow access to an external NTP time source
6. Customer has a functional DNS environment in place
7. Customer understands that OEM (Original Equipment Manufacturer) licenses purchased with desktop or server hardware cannot be moved. Seller's engineers will not perform moves or any kind of migration of these OEM licenses as this violates the OEM license agreement.
8. Project management and site readiness tasks will be performed remotely.
9. Some vCenter instances cannot be upgraded due to vCenter OS or database requirements. In this case, a fresh install will be required and legacy data and configurations will be lost.
10. Some server hardware hasn't been certified for vSphere 7. The host version being deployed will be determined after the site readiness call.

OUT OF SCOPE

Tasks outside the statement of work include, but are not limited to:

HPE:

1. Configuration of iSCSI LUNS on production servers
2. Configuration of FCPLUNS on production servers
3. Any services not clearly specified in this document or the associated Statement of Work
4. Application integration or integration of third-party products or peripherals not included with the system

5. Backup, recovery, and support of the operating system, other software, and data
6. Installation and configuration of any third party storage hardware, servers, switches, routers, network gateways, and so on
7. Laying of any cable
8. Installation, configuration, or provisioning of any external SANs the Customer is using for data storage
9. Analysis and/or reconfiguration of the existing environment to improve performance or robustness
10. Operational testing of applications, or additional tests requested or required by the Customer
11. Planning, design, or implementation of the Customers overall SAN or fabric architecture
12. Implementation of hardware and software products other than those specified in this document, including the Customers server, application, database, storage, SAN, and network; the Customers host, servers, applications, databases, storage, SAN, and network components used with Nimble Storage array.
13. Services that, in the opinion of Hewlett Packard Enterprise, are required due to unauthorized attempts by third party personnel to install, repair, maintain, or modify hardware, firm ware, or software.
14. Onsite Work

VMware:

1. Firm ware updates on physical servers for vSphere deployment
2. Replacement of any security certificates.
3. Nexus 1000v or NSX setup, update or configuration
4. Any high availability configuration for vCenter or the Platform Services Controller
5. vSphere Auto Deploy
6. Any upgrades to other management tools like vCOPs, vROPs or third-party tools.
7. Seller is not responsible for modifications beyond the initial configuration engagement
8. VMware Tools and virtual machine hardware version upgrades for all production virtual machines due to the ability to schedule necessary outage windows during the execution of the upgrade
9. Installation of new server hardware, networking hardware, or storage hardware

ITEM(S) PROVIDED TO CUSTOMER

Table 1 – Item(s) Provided to Customer

Item	Description	Format
HPE Procedural Documentation	Storage Procedural Documentation	PDF
VMware vSphere Site Readiness Spreadsheet	Documentation of IP addresses, VLANS, server names, service accounts, database connectors and storage configurations	XLSX

Services not specified in this SOW are considered out of scope and will be addressed with a separate SOW or Change Order.

This Services Proposal is valid for 30 days from the above “Effective Date”.

PROJECT SCHEDULING

Customer and Seller, who will jointly manage this project, will together develop timelines for an anticipated schedule (“**Anticipated Schedule**”) based on Seller’s project management methodology. Any dates, deadlines, timelines or schedules contained in the Anticipated Schedule, in this SOW or otherwise, are estimates only, and the Parties will not rely on them for purposes other than initial planning.

TOTAL FEES

The total fees due and payable under this SOW (“**Total Fees**”) include both fees for Seller’s performance of work (“**Services Fees**”) and any other related costs and fees specified in the Expenses section (“**Expenses**”). Unless otherwise specified, taxes will be invoiced but are not included in any numbers or calculations provided herein.

Seller will invoice for the Total Fees.

SERVICES FEES

Services Fees hereunder are FIXED FEES, meaning that the amount invoiced for the Services will be \$15,145.00.

The invoiced amount of Services Fees will equal the amount of fees applicable to each completed project milestone, as specified in Table 2.

Table 2 – Services Fees

Project Milestones	Percentage	Fees
Signed SOW	50%	\$7,572.50
Completion of Work	50%	\$7,572.50
Totals	100%	\$15,145.00

EXPENSES

All services under this SOW will be performed remotely; therefore, neither travel time nor direct expenses will be billed for this project.

The parties agree that there will be no travel required for this project.

NOT FOR SIGNATURE

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