

Approval of Data Center
Contract-36 Months

IT-01-2026

Core Pricing Proposals-VMWare

Previous Core Server Solution

$37,194.06- Hardware- 36 Months
$43,415.34- Software - 36 Months-(VMWare)

Core Pricing- Yearly- 2023-2026
$12,398.02 -Hardware
$14,471.78 - Software

$26,869.80 - Total (Yearly)

Continuing with VMWare

$0- Hardware-EOL Life in 2027
$175,768- Software - 36 Months-(VMWare)

Core Pricing- Yearly- 2026-2029
Software Only-Legacy Hardware
$58,589.33 - Total (Yearly)

- *Continuing with VMware is not in the City's best interest, given the significant cost increases and the platform's limitations on hardware upgrades and modernization.*

Core Pricing Proposals-Nutanix

Production Only- 1 Site
(Nutanix is combined Software/Hardware)

$83,200.58 – 36 Months

Core Pricing- Yearly- 2026-2029

$27,733.52 - Total (Yearly)

Production + Disaster Recovery- 2 Sites
(Nutanix is combined Software/Hardware)

$165,901.16 – 36 Months

Core Pricing- Yearly- 2026-2029

$55,300 - Total (Yearly)

**NIST SP 800-53 references the need for organizations to establish alternate processing and storage sites.*
NIST= National Institute of Standards and Technology
https://www.nist.gov

Staff Recommendation:

Approve Production and Disaster Recovery services in the amount of $165,901.16 for a 36-month term. This approach future-proofs the City's infrastructure by stabilizing costs despite current increases and eliminates the need for disruptive forklift hardware upgrades due to Nutanix's scalable architecture.