

# Contract Award Notice

Financial Services  
Procurement Office  
20 E. 6<sup>th</sup> Street  
Tempe, AZ 85281



**Contract Number:** IT22-020-01

**Issue Date:** November 12, 2021

**Description:** HPE Enterprise Computers, Servers, and Related Enterprise Products and Services

70698

### Award Period

**Beginning:** November 12, 2021

**Ending:** November 11, 2023

**Potential Renewals:** Two- two-year renewals

### ITP Consulting, Inc. dba IT Partners

Mark Thompson  
2701 E. Thomas Rd. Ste 1  
Phoenix, AZ 85016

Phone Number: 602-296-6109  
Cell Number: 602-316-5434  
Email Address: mark.thompson@it-partners.com

This Contract Award Notice is issued for the purchase of goods, materials and/or services as requested by the above noted solicitation/contract number. The contract shall remain in effect as noted in the award period block unless extended, renewed or canceled per terms and conditions of the solicitation.

It is to be noted that any contracted vendor document(s) that conflict with the language and requirements of the City's solicitation are not acceptable and will void the contract. In addition, contracted vendor is not to begin work or make delivery of awarded items until any and all required insurance and/or performance bonds are posted with the City Procurement Office.

If contracted vendor has a change of address for mailing payments and/or for mailing future bid solicitations, it is the vendor's responsibility to notify the City Procurement Officer identified with this contract and to ensure all such mailing address information is kept current.

Please note that your City of Tempe contract number should appear on all shipping documents, invoices and statements.

Invoices are to be sent directly to the requesting department.

### Award Information

Group	Description – HP Products	Discount off published price list
1	HP 9000 and Integrity servers and upgrade components	40-60%
2	HP Storage products and solutions	55-65%
3	HP backup and recovery products	35-65%
4	HP system software and monitoring tools	35-60%
5	HP Openview products and services	RETIRED
6	HP enterprise servers	35-60%
7	Hp enterprise printers	10-30%
8	HP remarketed products	35-50%
9	HP enterprise system maintenance and support	15-25%
Group	Description – Non HP Products	Discount off published price list
10	Rack and power systems for the data center	15-30%

Group	Miscellaneous services, devices, peripherals, cables for operation or interfacing of HP equipment	Discount off published price list
11	Arbitech	15-30%
	Ingram Micro	15-30%
12	Percentage discount off Contractor(s) catalog (if applicable) for related enterprise items and/or services not listed in groups 1 through 10	22.5%
	HPE Greenlake – Consumption-based IT services	25%
	HPE Aruba – Enterprise Gigabit Wi-Fi	40-55%
	PhoenixNAP – Data center colocation services	0-10%
	Pivot3-Hyperconverged data center infrastructure products (now part of Quantum)	0-20%
	Micro Focus – Enterprise grade scalable software products	0-20%
	Arista – Multilayer software defined networking products	5-20%
	HP Inc.- Laptops, PC's, Desktops, Printers, Accessories	0-20%
	Quantum – Data Storage Solutions	10-20%
	Milestone Systems – Video Management Software	5-15%
	Qumulo – Highly scalable file storage system products	30-45%
	Red Hat – Open collaborative technology products	0-20%
	Dell – Compute solutions	30-55%
	Dell EMC – Storage solutions	50-63%
	Microsoft Cloud Services	0-5%
	Microsoft Products & Services	0-20%
	HGST – Storage Systems, Object Storage Systems (now owned by Quantum)	10-50%
	MSP360 (formerly Cloudberry Lab)	0-10%
	Super Micro Computer	10-50%
	Fortinet – Networking security and firewalls	15-30%
	Panasas – Hybrid NFS storage	15-35%
	Penguin Computing – Compute, storage, and networking	15-35%
	BriefCam – Video analytics	5-15%
	Brocade	25-75%
	HLveIO (previous Atlantis Computing)	15-35%
	Cisco	35-50%
	Cohesity	30-45%
	CommVault	15-30%
	Exagrid	15-30%
	F5 Networks/IP Application Management	25-55%
	Genetec – IP Video surveillance/Video Management System	10%
	Hortonworks (now Cloudera)	15-35%
	IBM Multi-Vendor Services	15-30%



	Icetana – AI Video Analytics software	5-20%
	NetApp – Enterprise Storage/Data Management	10-35%
	Nimble (Now owned by HPE)	55-65%
	Nutanix – Multi-Cloud Platform	5-30%
	Palo Alto – Network Security	15-50%
	Teradici (being acquired by HP Inc.) – Virtual workspace provisioning/management	15-50%
	Veeam – Backup, DR, Virtualization Management	15-20%
	VMS Software – OpenVMS Licenses & Support	5-8%
	VMware – Virtualized Converged Compute/Storage/Networking	15-40%
	Zerto – BC/DR data replication/protection for VMware (now part of HPE)	15-25%
<b>Group</b>	<b>Description – Consulting Services</b>	<b>Hourly Rate</b>
13	HP server hardware (ProLiant, HP9000)	\$125.00
14	VMWare VCP or equivalent	\$125.00
15	Microsoft MCTIP or equivalent	\$125.00
16	HP ASE (backup and recovery expert (Surestore, dataprotector, deduplication)	\$125.00
17	F5 Networks Professional Certification	\$125.00
18	Certified enterprise technology specialist	\$125.00
19	Installation	\$0.00
20	Post-installation	\$0.00
21	Project meetings	\$0.00
22	IT Partners other consulting services (not identified above)	\$125.00 - \$225.00
23	Technology Roadmaps, Whiteboard Sessions and other presales training services	\$0.00
<b>Group</b>	<b>Description – Training and Seminar Services Offered</b>	<b>Daily Rate</b>
24	Custom IT Partners technology training sessions (per class) – no class number limitations noted.	\$1,600.00
25	HP Training Classes – Classroom (per student)	\$800.00 - \$900.00
26	HP Training Classes (Online (per student)	\$800.00 - \$900.00
27	VMware Training Classes – Classroom (per student)	\$700.00 - \$800.00
28	VMware Training Classes – Online (per student)	\$700.00 - \$800.00

  
Kathleen Shipman, CPPB  
Procurement Officer

  
Michael Greene, C.P.M., CPPO  
Procurement Administrator

All terms and conditions of this Award Document are per the City's Solicitation Document

**THIS IS NOT A PURCHASE ORDER**