

State of Nevada
Department of Administration

Purchasing Division

515 E. Musser Street, Suite 300
Carson City, NV 89701



Brian Sandoval
Governor

Patrick Cates
Director

Jeffrey Haag
Administrator

Purchasing Use Only:	
Approval#:	180603

SOLICITATION WAIVER JUSTIFICATION AND REQUEST FORM

ALL FIELDS ARE REQUIRED – INCOMPLETE REQUESTS WILL BE RETURNED TO THE AGENCY

1a	Agency Contact Information - Note: Approved copy will be sent to only the contact(s) listed below:		
	State Agency:	DWSS	
	Contact Name and Title	Phone Number	Email Address
	John Taft	775-684-0576	jtaft@dwss.nv.gov

1b	Vendor Information:	
	Identify Vendor:	EMC Corporation
	Contact Name:	Kendall Holback
	Address:	176 South Street Hopinton, MA 01748
	Telephone Number:	775-622-7429
Email Address:	kendall.holback@dell.com	

1c	Type of Waiver Requested – Check the appropriate type:	
	Sole or Single Source:	Sole
	Professional Service Exemption:	

1d	Contract Information:			
	Is this a new Contract?	Yes	X	No
	Amendment:	#		
	CETS:	#		

1e	Term:			
	One (1) Time Purchase:			
	Contract:	Start Date:	6/12/18	End Date: 6/30/22

1f	Funding:	
	State Appropriated:	x
	Federal Funds:	x
	Grant Funds:	
Other (Explain):		

1g	Total Estimated Value of this Service Contract, Amendment or Purchase:
	\$1,500,000.00

5223

Provide a description of work/services to be performed or commodity/good to be purchased:

DWSS requires a services contract to finalize implementation of EMC VxRail Hardware purchased through the NASPO PA.

Service Description

This service implements a VxRail node as part of a VxRail cluster. Hardware installation and configuration are included, along with a brief Functional Overview of the cluster as implemented.

Project Scope

EMC personnel or authorized agents ("EMC Personnel") shall work closely with Customer's staff to perform the services specified below ("Services"), subject to the Customer satisfying the "Customer Responsibilities" detailed in this document.

This service includes the following components (not to exceed the listed values):

- Number of sites: 1
- Number of VxRail clusters: 1
- Number of Customer ToR switches validated: 2
- Number of VxRail nodes: 1

During this part of the service, EMC:

- Reviews the scope and the Pre-Engagement Questionnaire with Customer to ensure that the environment, network, Top-of-Rack (ToR) switches, and operational requirements (hardware, software, and infrastructure) are met by Customer.
- Collects VxRail configuration details including physical and logical requirements, network elements, IP, ToR switch details, VLAN information, and vCenter.
- Completes the Pre-Engagement Questionnaire and documents all of the configuration details.
- Reviews the completed Pre-Engagement Questionnaire with Customer to get acceptance and verify the accuracy of documented configuration details.
- Completes solution design validation.
- Meets with Customer to ensure that the environment and operational implementation requirements (hardware, software, and infrastructure) are met by Customer, as appropriate management tools must be available and accessible by EMC.
- Conducts an implementation review meeting.
- Validates that the equipment is on site at the appropriate location with power and cable requirements met.
- Validates with Customer that all the pre-requisites for VxRail implementation are met.
- Validates that the Customer provided ToR switch meets the requirements for VxRail implementation.
- Validates that the Customer provided external vCenter meets the requirements for VxRail implementation.
- Performs physical installation of VxRail nodes, including racking, cabling, connecting to ToR switch, and powering up.
- Configures VxRail cluster per Customer requirements.
- Enables Data-At-Rest-Encryption (DARE) on datastores, if required.
- Verifies post installation logs for any errors and remedies them.
- Verifies that the nodes are added to the VxRail cluster.
- Performs VxRail ESRS setup and verifies that ESRS deployment and activation is successful.
- Registers Customer to receive product alerts.

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- Completes solution implementation validation.
- Conducts a basic product Functional Overview remotely to familiarize Customer with the implemented VxRail cluster, demonstrating the normal VxRail cluster operations as installed in Customer's environment.

The following activities focus on managing the initiation, planning, execution, and closure of the project including coordinating delivery resources and communicating with stakeholders:

- Manages EMC resources assigned to the project.
- Works with the Customer assigned a single point of contact to coordinate project tasks and the resources assigned to complete said tasks.
- Acts as the single point of contact for all project communication and escalations.
- Determines the engagement process and schedule.
- Develops a high-level Project Plan with critical path events and milestones.
- Conducts a kickoff meeting to review the project scope, expectations, communication plans, and availability of required resources.
- Coordinates project closeout, review, and sign-off.

Separately, we are engaging dell to assist with the analysis of the effort to migrate our legacy systems to the new EMC VxRail hardware. The key objectives of this engagement are to provide enough information for enabling DWSS to make key decisions on decreasing the overall cost of support and maintenance of the AIX-based applications. The key components needed to assist DWSS with the re-platforming effort are as follows:

1. Determine the feasibility of completing the migration by June 30, 2019
2. Develop a high-level migration strategy
3. Estimate the total cost, duration, and resources required for the migration

Based on the outcome of the analysis, additional augmentation resources will be requested in FY 19.

Additionally, we are requesting assistance with architecting our solution to provide the below functionality to ensure we leverage the full functionality of the platform. While deployment of the following is not a requirement of the SOW, DWSS will take these recommendations into consideration:

1. Enhanced DR capability and decreased RTO times.
2. Completing the high-availability architecture to support increased up-time and reduce DR compliance-related costs.
3. Develop the culture of infrastructure automation, application builds, and environment management to increase development efficiency and decrease compliance and regulatory risk.

DELL EMC Services specializes in application transformation and modernization. DELL EMC Services leverages its customer's existing tools while combining leading industry technologies to speed delivery within the SDLC to reduce human error through strong testing and automation practices. Its application-centric approach is focused on ensuring minimal business impacts while making enhancements to improve the agility and speed in which application maintenance and enhancements can be deployed. Key areas that DWSS can leverage from DELL EMC on this journey are:

1. Application Transformation Practice:
 - a. DevOps offerings to automate the development and deployment processes.
2. IT Transformation Practice
 - a. Business Resiliency offerings to develop business continuity plans (BCP) and implement

high availability solutions and other DR solutions to meet the needs of the BCP.
 b. Multi-Cloud offerings to leverage on-premises and off-premises cloud to lower overall operating costs and decrease the SDLC.

3 **What are the unique features/qualifications required for this service or good that are not available from any other vendor:**
 DWSS has standardized on VMware SW and VxRail HW for their environment and recently used the NASPO ValuePoint Participating Addendum with EMC to purchase the VxRail HW. The Participating Addendum for Nevada requires a separate contract for implementation services. Since, the VxRail product is jointly engineered, designed and supported by VMware and EMC, EMC Consulting Services is uniquely qualified/certified to implement the VxRail HW. Furthermore, as the manufacturer of this product, this single-vendor path provides DWSS the lowest risk on the re-platforming of DWSS application onto the VxRail HW.

4 **Explain why this service or good cannot be competitively bid and why this purchase is economically only available from a single source:**
 As the manufacturer of this product, EMC Consulting Services have the most experienced and knowledgeable resources for implementing this project. Their intimate knowledge and experience will provide both the lowest risk and cost for DWSS in this endeavor.

5 **Were alternative services or commodities evaluated? Check One.** Yes: No:
 a. *If yes, what were they and why were they unacceptable? Please be specific with regard to features, characteristics, requirements, capabilities, and compatibility.*
 b. *If not, why were alternatives not evaluated?*
 As stated in #3 and #4 above EMC Consulting Services are uniquely qualified and positioned to perform the installation services and the migration and functional analysis because they are the vendor for all aspects of the solution including the hardware and virtualization layer.

6 **Has the agency purchased this service or commodity in the past? Check One. Note: If your previous purchase(s) was made via solicitation waiver(s), a copy or copies of ALL previous waivers MUST accompany this request.** Yes: No:
 a. *If yes, starting with the most recent contract and working backward, for the entire relationship with this vendor, or any other vendor for this service or commodity, please provide the following information:*

Term Start and End Dates	Value	Short Description	Type of Procurement (RFP#, RFQ#, Waiver #)
	\$		
	\$		
	\$		
	\$		

			\$		
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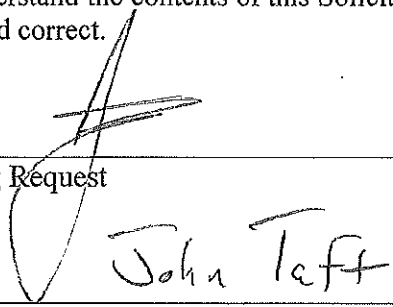
7	What are the potential consequences to the State if the waiver request is denied and the service or good is competitively bid?
	<i>Other providers could not properly install and service the already purchased server infrastructure. EMC is the manufacturer of the product, if another vendor installed the warranty could be voided. EMC is positioned to provide the most cost-effective consulting services based on the solution architecture VxRails being the single vendor for all components.</i>

8	What efforts were made or conducted to substantiate there is no competition for the service or good and to ensure the price for this purchase is fair and reasonable?
	<i>The products were purchased through State purchasing agreements. The department engages with consulting services from multiple vendors on a regular basis and the costs proposed are in-line with engagements of similar complexity and scope. Other state agencies (EITS) have procured similar services from EMC in the same fashion with relative costs.</i>

9	Will this purchase obligate the State to this vendor for future purchases? <u>Before selecting your answer, please review information included on Page 2, Section 9 of the instructions.</u>	Yes:	<input checked="" type="checkbox"/>	No:	<input type="checkbox"/>
	<p>a. <i>If yes, please provide details regarding future obligations or needs.</i></p> <p><i>If the product functions properly and the re-platforming of DWSS applications performs as expected, it should not be necessary to contract for additional services. However, until the services have been performed and DWSS is able to determine the success of the re-platforming efforts, it remains unknown as to whether additional services beyond June 30, 2022 will be necessary.</i></p>				

By signing below, I know and understand the contents of this Solicitation Waiver Request and Justification and attest that all statements are true and correct.

Agency Representative Initiating Request

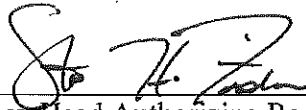


Print Name of Agency Representative Initiating Request

Date

5/22/18

Signature of Agency Head Authorizing Request



Print Name of Agency Head Authorizing Request

Date

Steve H. Fisher

5/22/18

PLEASE NOTE: In an effort to avoid possible conflict with any equipment, system or process already installed or in place by the State of Nevada or to assist in our due diligence, State Purchasing may solicit a review of your request from another agency or entity. The signature below indicates another agency or entity has reviewed the information you provided. **This signature does not exempt your agency from any other processes that may be required.**

Name of agency or entity who provided information or review:

Representative Providing Review

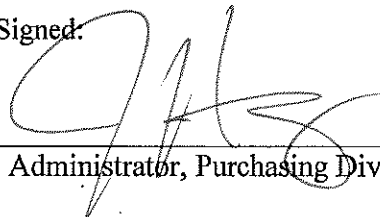
Print Name of Representative Providing Review

Date

Please consider this memo as my approval of your request. This exemption is granted pursuant to NAC 333.150(2)(a)(b)(c), NRS 333.400. This exemption may be rescinded in the event reliable information becomes available upon which the Purchasing Administrator determines that the service or good sought may in fact be contracted for in a more effective manner. Pursuant to NRS 284.173(6), contracts for services do not become effective without the prior approval of the State Board of Examiners (BOE).

If you have any questions or concerns please contact the Purchasing Division at 775-684-0170.

Signed:



Administrator, Purchasing Division or Designee

Date

6-4-2018