



Board Agenda Item #	III B – Action Item
Date:	September 13, 2018
To:	Magnolia Board of Directors
From:	Alfredo Rubalcava, CEO & Superintendent
Staff Lead:	Suat Acar, MPS COO
RE:	<p>Contract Approval for Ubistor- Technology Back Up Services</p> <p>Recommendations:</p> <p>One time fee per school for applicance:</p> <ul style="list-style-type: none"> • Vendor – Ubistor • Pricing per unit for Datto Siris 3 1TB appliance – \$1230.56 • Monthly online backup services fee (3 year term contract) – \$273.75

Proposed Board Recommendation

I move that the board awards the only received bid for the published RFP and adopt the purchase of MPS Backups solutions provided by Ubistor for MSA-4, MSA-5, MSA-6, MSA-7, MSA-8, and MSA San Diego.

Background

In 2017, MPS Central Office and the schools with higher enrollment, i.e. MSA-1, MSA-2, MSA-3, and MSA-Santa Ana got the backup system for the school servers and the administration computers. The current board item is for the remaining school sites: MSA-4, MSA-5, MSA-6, MSA-7, MSA-8, and MSA San Diego. The recommended system should cover the backup needs, including onsite and offsite data retention with virtualization features as well. The MPS IT Department opened the RFP process for which the due date was August 31, 2018. The RFP evaluation committee is consisted of MPS COO, Mr. Acar, and MPS IT Director, Mr. Monoshev. The committee evaluated the only bid received. After going through the budget implications process, we found out that there was not enough budget allocated for the 2TB appliance and since the schools were smaller schools and maximum device amounts to be backed up was 3, we requested for the 1TB appliance, thus lowering the cost for the one time and the monthly service fees. The team recommends awarding of the bid to Ubistor(the same vendor who won the bidding process in 2017 out of two received bids).



Factor	Weight
Cost of products and services (required, highest weight)	40%
Functionality/completeness/specifications of proposed solution	30%
Vendor: qualifications, credentials, certifications, experience, references	20%
Contract terms and conditions	10%
Total	100.00%

Budget Implications

The purchase of MPS Systems Backup Solutions is budgeted as follows:

- \$7383.36 one time cost is included in FY 2018-19
- Monthly total of \$1642.50 will be billed for (per location \$273.75 per month): MSA-4, MSA-5, MSA-6, MSA-7, MSA-8, and MSA San Diego

Attachments:

- RFP
- Proposal from Ubistor
- Vendor emailing for pricing details
- MSA-8 budget constraint

Name of Staff Originator: Rasul Monoshev



REQUEST FOR PROPOSALS FOR TECHNOLOGY BACKUP SERVICES

(Due Date – August 31 2018)

PURPOSE

Magnolia Public Schools (MPS) is soliciting proposals for the purchase of local Backup appliance and online services at Magnolia Science Academy (MSA) – 4, 5, 6, 7, 8, and San Diego. The main purpose of the system/service is to take school server backups on a daily basis and to provide with weekly online backups for off-site retention. The virtualization capability is important in order to not to interrupt the server's critical services like DNS and DHCP at all times. *Should there be a need for any other MPS schools listed below between dates July 1st, 2018 – June 30th, 2022, the approved vendor, the appliance/service model, and the price will be used for the purchase:*

MSA-1	18238 Sherman Way, Reseda, CA 91335
MSA-2	17125 Victory Blvd., Van Nuys, CA 91406
MSA-3	1254 East Helmick Street, Carson, CA 90746
MSA-4	11330 West Graham Place, Los Angeles, CA 90064
MSA-5	18230 Kittridge St., Reseda, CA 91335
MSA-6	3754 Dunn Dr., Los Angeles, CA 90034
MSA-7	18355 Roscoe Boulevard, Northridge, CA 91325
MSA-8	6411 Orchard Ave., Bell, CA 90201
MSA-Santa Ana	2840 W. 1st Street, Santa Ana, CA 92703
MSA-San Diego	6525 Estrella Ave., San Diego, CA 92120

GENERAL TERMS AND CONDITIONS FOR RFP PROPOSAL GUIDELINES

1. Each item request and guideline in this RFP must be properly addressed in the proposal.
2. All equipment in the submitted proposal must conform to specifications provided in this RFP.
3. The Vendor must provide terms of warranty on all products
4. The Vendor shall provide a clear itemized breakdown of equipment and services costs.
5. The Vendor must provide an estimated timeline for product delivery.



6. Proposal must be valid for 60 days.

All questions regarding this RFP should be addressed in writing to Rasul Monoshev, MPS IT Director at rmonoshev@magnoliapublicschools.org.

PROPOSAL SUBMISSION

Proposals are to be submitted for receipt no later than **5:00 PM PST, Friday, 08/31/2018** and may be delivered as follows:

- Email it@magnoliapublicschools.org
- Mail to: Rasul Monoshev, MPS Backup services 2018

Magnolia Public Schools, 250 East First St STE1500, Los Angeles, CA 90012

ACCEPTANCE/REJECTION OF PROPOSAL SUBMISSIONS

MPS reserves the right to accept or reject any and all proposals or any portion of any and all proposals at their discretion. While price is an important consideration, it will not be the sole determining factor in the selection of a Vendor. Payments will not be made nor orders submitted until after the MPS Board of Directors has accepted a proposal and awarded it as the winning proposal submission. A contract will be entered into between MPS and the Vendor after the aforementioned approvals.

PAYMENT

Payment 60 days after invoice date. The payment will not be issued until after both the Vendor and MPS agree that the project is complete and meets all requirements.

RFP Revisions

MPS reserves the right to modify or issue amendments to this RFP at any time. MPS also reserves the right to cancel or reissue this RFP at any time. Notices will be posted



to <http://magnoliapublicschools.org>. It is the sole responsibility of the proposer to monitor the URL for posting of such information.

RFP EVALUATION

All qualified, responsive proposals will be evaluated using the following factors and weights.

Factor	Weight
Cost of products and services (required, highest weight)	40%
Functionality/completeness/specifications of proposed solution	30%
Vendor: qualifications, credentials, certifications, experience, references	20%
Contract terms and conditions	10%
Total	100.00%

RFP Evaluation Committee

The RFP Evaluation committee members are as follows:

1. Suat Acar, Chief Operations Officer
2. Rasul Monoshev, IT Director

EQUIPMENT & SERVICES SPECIFICATIONS

- **Item 1:**
Quantity: 1
Description/Model:
Brand: Datto Siris or similar
System: Chrome OS
2 TB, Hard Drive Type
- **Item 2:**
Quantity: 1
Description/Model: 1 Year Cloud Retention



Delivery/Shipping

NOTE: No dock at this location.

Bill to and Ship to Address:

Magnolia Public Schools

Magnolia Public Schools, 250 East First St STE1500, Los Angeles, CA 90012



UbiStor, Inc.
1111 Plaza Drive
Suite 600
Schaumburg, IL 60173

847.585.1470
www.ubistor.com



UbiStor Data Protection and Disaster Recovery Solutions

September 6, 2018

Proposal: 180625MAL-02

Version: 2.0

PREPARED BY:

Morgan Lange
Keith Lukes

PREPARED FOR:



IN PARTNERSHIP WITH:



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Service Overview

UbiStor's SafeStor® Recovery Service delivers the most aggressive Recovery Time Objective (RTO) of any backup and disaster recovery solution available today. It is the ideal solution for businesses where downtime is not an option. UbiStor offers the best protection for a business's mission-critical applications, delivered via the most robust and flexible technology on the market today. SafeStor® Recovery, built on the Datto SIRIS 3 platform, is the only backup, recovery, and business continuity solution to offer instant local and off-site virtualization, Screenshot Backup Verification™, and Backup Insights™ all from one simple management interface.

This service is designed to simplify deployment, easily scale and manage your entire backup and recovery requirements. The powerful Backup Insights™ tool gives you a complete picture of how files and folders have changed over time, adding versioning to the robust file restore capabilities. Full off-site file restores are now possible – in a true disaster, you can recover key documents even before the lightning-fast off-site virtualization process has begun, right from the management portal.

Designed to fit the needs of a wide array of small, medium, and enterprise customers, the SIRIS 3 platform packs serious performance in a convenient mini-tower or rackmount system with up to 120TB of backup storage and 4TB of RAM. For mission-critical applications of all sizes, the entire SIRIS family gives you the absolute best option for recovering your Windows and Linux machines.

Hybrid Cloud

UbiStor utilizes Hybrid Cloud technology to improve redundancy and give our customers greater protection of their systems and data. Hybrid Cloud continuity is simple in concept yet robust in feature set; it leverages the advantages of local backup and the security of the cloud. It starts with workstations and servers protecting data locally across the Local Area Network (LAN) to the SIRIS appliance. From there it is automatically transmitted to the secure UbiStor Cloud. This technology improves fault tolerance while reducing the reliance on bandwidth speed. The local device can act as a restore hub for everything from files to application and even full system fail over. Scheduling off-site data transfers can be critical for bandwidth management and successful offsite recovery. If the local device is lost to a disaster, data and systems that were transferred to the Cloud can act as a replica site for the business. A local only backup solution cannot ensure data integrity should a site wide disaster occur and this type of image-based backup is a superior technology versus outdated tape and local disc alternatives.

Image-Based Backup

SIRIS 3 uses image-based backup technology to take a complete picture of the workstation or server. Advantages include quick full system restores, easy recovery of individual files, bare metal restores (BMR) capability, and the ability to boot individual backups as virtual machines.

Instant Local Virtualization

Should a business experience a server failure, the system can be virtualized instantly on the local appliance. The advanced web interface allows for configuration of CPU and memory resources. Networking resources can also be configured dynamically, allowing for changes to be made without restarting the virtual machine. With the system now virtualized, the business can operate “business as usual” until it has the time to fix its server issue, without compromising any data or incurring any downtime.

Instant Off-site Virtualization

The SIRIS appliance protects clients from site-wide outages using instant off-site virtualization. In the event of a local disaster such as a fire or flood, the entire network can be recreated in the secure UbiStor Cloud in a matter of minutes. Secure connections are provided to employees and a business can resume normal operations.

Screen Shot Backup Verification

No more guessing if your backup is working properly. SIRIS 3 boots backups as virtual machines, capturing an image of the login page to give you visual proof that your data has been successfully backed up - an industry first.

End-to-End Encryption

All data is protected by AES-256 encryption both in transit and in the cloud. Additionally, users have the option to encrypt data locally, and passphrases can be specified per appliance or per protected machine to meet compliance regulations.

eDiscovery Software

eDiscovery gives our customers the ability to search keywords within their backup data, emails, and attachments and review in an easy to read format. Powered by the industry-leading Kroll Ontrack software, it is compatible with dozens of file formats and systems including Microsoft Exchange, SharePoint, and SQL server.

All-in-One Protection

Once all of your data is stored on a single device, there is now a single point of failure. While losing a drive is recoverable, losing many drives, the device, or the building is not easily recoverable. Datto provides a single, fully integrated cloud protection layer in every device to protect from even the worst disasters. Simply configure the device snapshot schedule, run the first snapshot, and the data is protected in the secure Datto Cloud.

User and Share Management

Create network drives in the control panel, add users, and then assign users to each share drive. Set permissions, public and private shares and manage admin access. Import users from Active Directory, and set group memberships, all from the configuration menus.

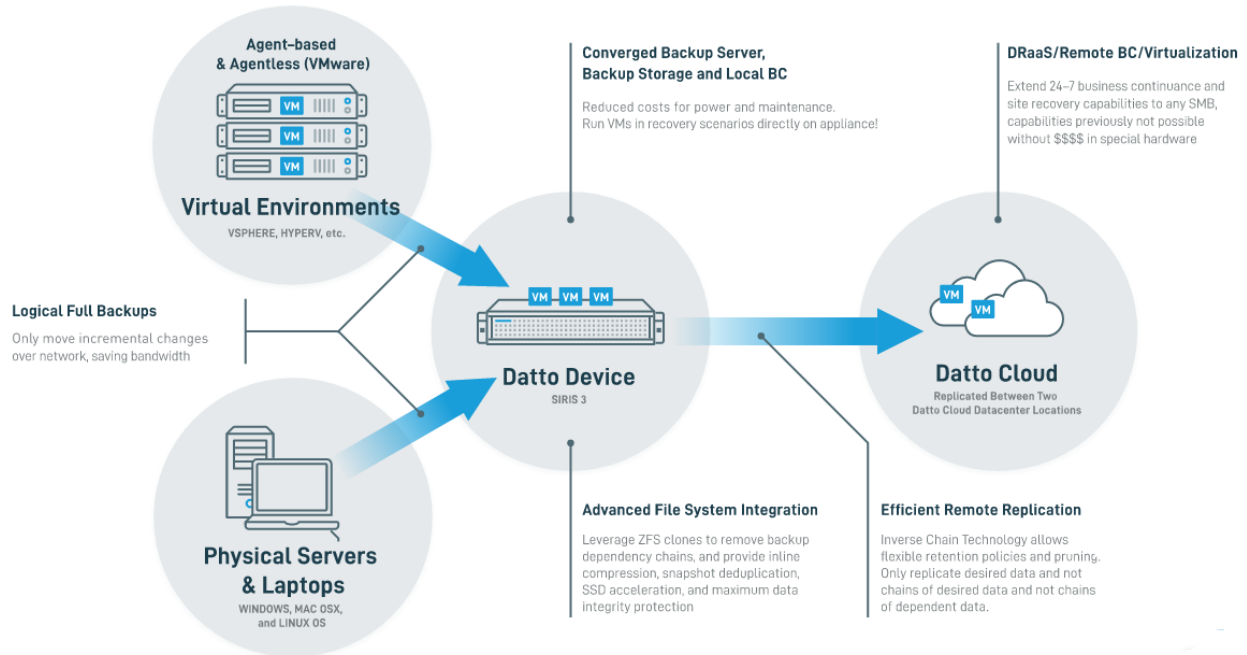
Cloud File Restore

If you support end users, someone eventually makes a mistake and deletes something they need. With cloud based file restore, access files from NAS cloud snapshots and provide them to end users to rapidly recover from accidents, and get users back to work.

Description of Services

A local backup and recovery appliance and integrated Cloud recovery solution that utilizes the customer's local area network and internet connections to allow them to encrypt, compress and retain their backup data locally and send a copy to our Cloud Data Center for offsite data retention and disaster recovery.

Solution Architecture



UbiStor SafeStor® Recovery Pricing and Terms

UbiStor's SafeStor® Recovery Services include the following:

Local Services:

(6) SIRIS 3 – B2000 Appliances
Local Virtualization and Recovery

Cloud Services:

1 Year Cloud Storage
Cloud System Recovery

Software:

Unlimited Windows and Linux Server Agents

Term:

36 Months

Monthly Pricing—1 TB Appliance

Qty.	Description	Price/Month	Monthly Cost
6	SIRIS 3 - B1000 with 1 Year Cloud Retention	\$273.75	\$1,642.50
Total:			\$1,642.50

One Time Fees

Qty.	Description	Unit Price	Total
6	SIRIS 3 - B1000 1TB Appliance	\$1,230.56	\$7,383.36
Total:			\$7,383.36

3 Year Costs: \$11,085.56

1 Year Cost Over 3 Years: \$3,695.19

1st Year Costs: \$4,515.56

Monthly Cost over 3 Years: \$307.92

This pricing is current as of the date of proposal and is valid for 30 days.

The hardware requirements may vary based on factors beyond UbiStor's control. If it is determined that additional hardware is required during the contract term, UbiStor will provide a separate price quotation for the increased capacity. Pricing for additional hardware will be based on current market rates. UbiStor is providing this quote based on the available information at the time of proposal generation. The work effort and cost estimate may be adjusted accordingly as new information is taken into account resulting from additional discovery or needed environmental remediation.

Assumptions

- 1TB of Front End Data (FET) to protect (per 2TB Appliance)
- 500GB of Front End Data (FET) to protect per 1TB Appliance)
- A lead time of up to 30 days is required for scheduling resources for this engagement

- Work to be performed during standard business hours defined as 0800 to 1700 central time zone, Monday-Friday
- Adequate bandwidth is available at any in-scope site(s) to support replication.

UbiStor Responsibilities

UbiStor will provide a remote monitoring and management solution you need to implement and operate a truly unified data backup and disaster recovery solution. UbiStor engineers will augment and enhance your IT staff to speed migration, reduce deployment time, and further improve your return on investment.

Functionality Included with Monthly Services

- Unlimited system licenses for Windows, Mac OSX, and Linux agents, (excluding X1)
- Snapshots of protected systems, applications, and files
- Replication of snapshots to the cloud for storage and retention
- Restoration of systems and individual files from the device and cloud
- On-Site Virtualization on the device, Hybrid Virtualization through the device to the Cloud, and Off-Site Virtualization in the Cloud
- 24/7/365 US-based technical support
- Every System is entitled to 30 days of Off-Site Virtualization per year, after which a \$175 fee per hour will apply
- Granular Recovery of Exchange, SQL, and SharePoint through unlimited licenses for Kroll OnTrack's software

Additional Notes

- All Business and Professional models are field upgradeable except X1, X2, B3000, and P10000. Only the E6000 and E12000 models are field upgradeable for the Enterprise models.
- All devices include a 5 year hardware warranty, except the SIRIS X and X2 which includes a 3 year warranty.
- Contracts require consecutive monthly service payments for the entire committed service term agreed to; commencing within forty-five (45) days of the invoice, or discount will be forfeited. If service contract is cancelled prior to end of committed service term, a lump sum payment for remaining service contract term will be due immediately. Service contracts are non-transferrable.
- All time-based cloud retention follows the schedule below:
 - Intra-dailies to dailies after 7 days
 - Dailies to weeklies after 2 weeks
 - Weeklies to monthlies after 6 weeks
- Switching to Infinite Cloud Retention (ICR), if not selected at time of device purchase, is subject to a conversion fee. The conversion fee is waived for new devices and/or devices that have been purchased within the last 45 days.

Customer Responsibilities

- Designate a knowledgeable contact(s) to participate in the project kickoff meeting and for all necessary communications, access and hands-on customer-environment tasks relative to this project
- Provide UbiStor with reasonable access to and from all areas and systems affected by the performance of tasks defined in the UbiStor Responsibilities section of this document
- Configuration of the appliance including all backups, schedules, retentions and notifications
- All Customer site Internet and WAN/LAN connectivity for the backup solution
- Installation of appliance at the customer site
- Deployment of the backup agents on all machines that require protection
- Manage daily backups, review verifications and alerts, and perform restores of the protected systems

About UbiStor

UbiStor, Inc. is a privately held managed services company founded in 2001 by a group of seasoned Fortune 500 executives having decades of experience in the disaster-recovery and business-continuity arena. UbiStor possesses core competencies that include:

- Data Protection and Disaster Recovery-as-a-Service (DRaaS)
- Enterprise-Wide Data Management
- Infrastructure-as-a-Service (IaaS) Solutions

No matter the size of your organization, the consequences of system downtime in a complex, internet-connected world can jeopardize your company's survival. You have much to consider: lost productivity, unhappy customers, financial penalties, and compliance issues. Data is your lifeblood, but your applications are the heart of your operation. Advancements in virtual technology and business modeling have dispelled all excuses – you must be DR-hardened with specific Recovery Time (RTO) and Recovery Point Objectives (RPO). Now, more than ever, you can afford systems protection and recovery exemplified in UbiStor's remarkably accommodating Disaster Recovery services.

We provide high-quality, cost-effective managed services with a consultative approach, making sure you understand how technology can reduce the risk to your business. At the highest level of execution, we are focused on helping you Protect, Manage, and Recover your data and applications, emphasizing proactive response in the evolving business discipline of enterprise-wide data management and system recovery.

Client satisfaction is woven into our company culture. Our references — from singular, specialized projects to complex data management and disaster recovery services — range across a broad base of industries. We have multiple petabytes of data under our management and have helped numerous clients make smart, revenue-enhancing choices around their data protection, disaster recovery, and cloud strategies.



From: Keith Lukes klukes@ubistor.com
Subject: RE: REQUEST FOR PROPOSALS FOR TECHNOLOGY BACKUP SERVICES: UbiStor
Date: September 6, 2018 at 1:33 PM
To: Rasul Monoshev rmonoshev@magnoliapublicschools.org
Cc: Morgan Lange mlange@ubistor.com, it@magnoliapublicschools.org, sales sales@ubistor.com



Rasul,

See my answers below in **RED**. I hope that helps.

Thanks!

Keith Lukes | Director of Channel Solutions | U B I S T O R
p: +1 847.585.1481 / www.ubistor.com

Contact the Channel Sales Team:
866-312-STOR – Option 3 | sales@ubistor.com

From: Rasul Monoshev [<mailto:rmonoshev@magnoliapublicschools.org>]
Sent: Thursday, September 6, 2018 3:10 PM
To: Keith Lukes <klukes@ubistor.com>
Cc: Morgan Lange <mlange@ubistor.com>; it@magnoliapublicschools.org; sales <sales@ubistor.com>
Subject: Re: REQUEST FOR PROPOSALS FOR TECHNOLOGY BACKUP SERVICES: UbiStor

Keith,

Thanks. I quickly went through those and have following questions:

- May I get 1TB and 2TB quotes separately please?

I created separate quotes for the B1000 and the B2000. See attached.

- It says Siris 3 B1000 1TB appliance with 1 year cloud retention for monthly price.

So, am I paying one time to purchase the appliance and at the same time paying for the appliance lease for the purchased one? (Double payment)

No. There is a one time fee for the appliance and a monthly fee for the services for that appliance. They are separate, so you are not paying twice for the appliance.

- And this one below, I didn't understand a thing:

One Time Fee = \$1,230.56

Monthly Fee = \$273.75

Term = 36 Months

3 Year Costs: $\$11,085.56 = \$1,230.56 + (36 * \$273.75)$

1 Year Cost Over 3 Years: $\$3,695.19 = \$11,085.56 / 3$

1st Year Costs: $\$4,515.56 = \$1,230.56 + (12 * \$273.75)$

Monthly Cost over 3 Years: $\$307.92 = \$11,085.56 / 36$

— Rasul

On Sep 6, 2018, at 1:02 PM, Keith Lukes <klukes@ubistor.com> wrote:

<Proposal - Magnolia Public Schools - PCM - SSR (New Sites) - 180625MAL-02 - 180906.pdf>



Proposal -
Magnol...B).pdf



Proposal -
Magnol...B).pdf



To: Magnolia Public Schools
From: Patrick Ontiveros, MPS General Counsel
Date: September 13, 2018

RE: Approval to award the technology back up services contract

Magnolia Public Schools General Counsel acknowledges that he has read and reviewed the proposal pertaining to the above matter.

A handwritten signature in blue ink that reads "Patrick Ontiveros".

Patrick Ontiveros
MPS General Counsel

A handwritten date "9/7/18" in blue ink.

Date

A handwritten signature in blue ink that reads "Alfredo Rubalcava".

Alfredo Rubalcava
MPS CEO & Superintendent

A handwritten date "9/7/18" in blue ink.

Date