

Bids/Quotes Evaluation		VENDOR	Big Green IT (CMAS Contract #3-18-70-3071D)	Kovarus Integrated Expertise (CMAS Contract #3-18-70-4211Q)	DSA Technologies (CMAS Contract #3-18-70-3164H)						
		LOCATION	Rocklin, CA	San Ramon, CA	Elk Grove, CA						
Bid / RFQ # Product Totals		DATE CALLED	1/3/2020	12/30/2019	12/19/2019						
Department Procurement & Contracts		Date Quoted / Quote Firm # days	/ 3/15/2020	/ 5/3/2021	/ 11/25/2019						
Buyer/Phone Rick Blake (530) 621-5873		CONTACT	Jeff Rogers	Chris Rossmesl	Braun Martin						
		PHONE / FAX	jeffr@biggreenit.com	650-392-7848	bmartin@dsatechnologies.com						
QTY	U/M	DESCRIPTION	UNIT PRICE	EXTENSION	UNIT PRICE	EXTENSION	UNIT PRICE	EXTENSION			
2	Each	Premium Support for Rubrik r6410s Hardware, 3 year Part #RBK-SVCPREM-HW	\$8,550.61	\$17,101.22	\$8,550.61	\$17,101.22	\$9,556.56	\$19,113.12			
			DELIVERY / ARO		DELIVERY / ARO		DELIVERY / ARO				
1	Each	Hardware Totals	\$45,928.20	\$45,928.20	\$45,928.20	\$45,928.20	\$48,662.00	\$48,662.00			
			DELIVERY / ARO		DELIVERY / ARO		DELIVERY / ARO				
1	Each	Software Totals	\$195,155.16	\$195,155.16	\$195,155.16	\$195,155.16	\$172,224.00	\$172,224.00			
			DELIVERY / ARO		DELIVERY / ARO		DELIVERY / ARO				
NOTES <div style="border: 1px solid black; padding: 5px; width: fit-content;"> CMA for the purchase of Rubrik System for replacing Veritas NetBackup & add Disaster Recovery Capabilities. State CMAS Contract #3-18-70-3164H </div>			SUBTOTAL		\$258,184.58	SUBTOTAL		\$258,184.58	SUBTOTAL		\$239,999.12
			DISC. %		\$0.00	DISC. %		\$0.00	DISC. %		\$0.00
			L.V.P. 5%			L.V.P. 5%			L.V.P. 5%		
			FREIGHT		\$0.00	FREIGHT		\$0.00	FREIGHT		\$0.00
			TAX %		\$0.00	TAX %		\$0.00	TAX %		\$0.00
			TOTAL		\$258,184.58	TOTAL		\$258,184.58	TOTAL		\$239,999.12

Bids/Quotes Evaluation		VENDOR	Big Green IT (CMAS Contract #3-18-70-3071D)	Kovarus Integrated Expertise (CMAS Contract #3-18-70-4211Q)	DSA Technologies (CMAS Contract #3-18-70-3164H)						
		LOCATION	Rocklin, CA	San Ramon, CA	Elk Grove, CA						
Bid / RFQ # HARDWARE ONLY		DATE CALLED	1/3/2020	12/30/2019	12/19/2019						
Department Procurement & Contracts		Date Quoted / Quote Firm # days	/ 3/15/2020	/ 5/3/2021	/ 11/25/2019						
Buyer/Phone Rick Blake (530) 621-5873		CONTACT	Jeff Rogers	Chris Rossmeisl	Braun Martin						
		PHONE / FAX	jeffr@biggreenit.com	650-392-7848	bmartin@dsatechnologies.com						
QTY	U/M	DESCRIPTION	UNIT PRICE	EXTENSION	UNIT PRICE	EXTENSION	UNIT PRICE	EXTENSION			
2	Each	Rubrik r6410s Appliance, 4-node, 120TB raw HDD, 1.6TB SSD, SFP+ NIC, Part #RBK-R6410SHW-01	\$21,924.63	\$43,849.26	\$21,924.63	\$43,849.26	\$24,504.00	\$49,008.00			
			DELIVERY / ARO		DELIVERY / ARO		DELIVERY / ARO				
2	Each	Fiber Optic OM3 LC/LC Cable, 3M, pack of 4, Part #RBK-F3MCBL-01	\$131.58	\$263.16	\$131.58	\$263.16	\$500.00	\$1,000.00			
			DELIVERY / ARO		DELIVERY / ARO		DELIVERY / ARO				
2	Each	10G/1G Dual Rate SFP+ Transceiver, pakck of 4, Part #RBK-SFPTSR-01	\$907.89	\$1,815.78	\$907.89	\$1,815.78	\$3,450.00	\$6,900.00			
			DELIVERY / ARO		DELIVERY / ARO		DELIVERY / ARO				
-1	Each	Discount	\$0.00	\$0.00	\$0.00	\$0.00	\$8,646.00	(\$8,646.00)			
			DELIVERY / ARO		DELIVERY / ARO		DELIVERY / ARO				
NOTES CMA for State CMAS Contract #3-18-70-3164H for the purchase of Rubrik System for replacing Veritas NetBackup & add Disaster Recovery Capabilities.			SUBTOTAL		\$45,928.20	SUBTOTAL		\$45,928.20	SUBTOTAL		\$48,262.00
			DISC. %		\$0.00	DISC. %		\$0.00	DISC. %		\$0.00
			L.V.P. 5%			L.V.P. 5%			L.V.P. 5%		
			FREIGHT		\$0.00	FREIGHT		\$0.00	FREIGHT		\$400.00
			TAX %		\$0.00	TAX %		\$0.00	TAX %		\$0.00
			TOTAL			\$45,928.20	TOTAL			\$45,928.20	TOTAL

Bids/Quotes Evaluation		VENDOR	Big Green IT (CMAS Contract #3-18-70-3071D)		Kovarus Integrated Expertise (CMAS Contract #3-18-70-4211Q)		DSA Technologies (CMAS Contract #3-18-70-3164H)				
		LOCATION	Rocklin, CA		San Ramon, CA		Elk Grove, CA				
Bid / RFQ # SOFTWARE ONLY		DATE CALLED	1/3/2020		12/30/2019		12/19/2019				
Department Procurement & Contracts		Date Quoted / Quote Firm # days	/ 3/15/2020		/ 5/3/2021		/ 11/25/2019				
		CONTACT	Jeff Rogers		Chris Rossmeisl		Braun Martin				
Buyer/Phone Rick Blake (530) 621-5873		PHONE / FAX	jeffr@biggreenit.com		650-392-7848		bmartin@dsatechnologies.com				
QTY	U/M	DESCRIPTION	UNIT PRICE	EXTENSION	UNIT PRICE	EXTENSION	UNIT PRICE	EXTENSION			
2	Each	Rubrik Go FoudationEdition for r6410, Part #RBK-GOFNDN-R6410	\$68,889.60	\$137,779.20	\$68,889.60	\$137,779.20	\$254,212.00	\$508,424.00			
			DELIVERY / ARO		DELIVERY / ARO		DELIVERY / ARO				
2	Each	Rubrik CloudOn Unlimited-on to Foundation, Part #RBK-CLONUNL-FNDN	\$10,333.44	\$20,666.88	\$10,333.44	\$20,666.88	\$98,167.68	\$196,335.36			
			DELIVERY / ARO		DELIVERY / ARO		DELIVERY / ARO				
170	Each	Rubrik RCDM for Office365 Part #RBK-POLO365	\$198.95	\$33,821.50	\$198.95	\$33,821.50	\$756.00	\$128,520.00			
			DELIVERY / ARO		DELIVERY / ARO		DELIVERY / ARO				
2	Each	Rubrik Edge, Premium Support, Part #RBK-EDGE-TB	\$1,443.79	\$2,887.58	\$1,443.79	\$2,887.58	\$4,572.00	\$9,144.00			
			DELIVERY / ARO		DELIVERY / ARO		DELIVERY / ARO				
150	Each	Rubrik Polaris Radar Part #RBK-POLRADAR	\$0.00	\$0.00	\$0.00	\$0.00	\$1,512.00	\$226,800.00			
			DELIVERY / ARO		DELIVERY / ARO		DELIVERY / ARO				
-1	Each	Discount	\$0.00	\$0.00	\$0.00	\$0.00	\$896,999.36	(\$896,999.36)			
			DELIVERY / ARO		DELIVERY / ARO		DELIVERY / ARO				
NOTES <div style="border: 1px solid black; padding: 5px; width: fit-content;"> CMA for the purchase of Rubrik System for replacing Veritas NetBackup & add Disaster Recovery Capabilities. </div>			SUBTOTAL		\$195,155.16	SUBTOTAL		\$195,155.16	SUBTOTAL		\$172,224.00
			DISC. %		\$0.00	DISC. %		\$0.00	DISC. %		\$0.00
			L.V.P. 5%			L.V.P. 5%			L.V.P. 5%		
			FREIGHT		\$0.00	FREIGHT		\$0.00	FREIGHT		\$0.00
			TAX %		\$0.00	TAX %		\$0.00	TAX %		\$0.00
			TOTAL		\$195,155.16	TOTAL		\$195,155.16	TOTAL		\$172,224.00



**Business Vision.
Technology Focus.
Clients First.**

HARDWARE	Price	Qty	Ext. Price
CMAS Agreement 3-18-70-3164H			
Rubrik r6410s Appliance, 4-node, 120TB raw HDD, 1.6TB SSD, SFP+ NIC	\$24,504.00	2	\$49,008.00
Fiber Optic OM3 LC/LC Cable, 3M, pack of 4	\$500.00	2	\$1,000.00
10G/1G Dual Rate SFP+ Transceiver, pack of 4	\$3,450.00	2	\$6,900.00
Discount	(\$8,646.00)	1	(\$8,646.00)
Shipping	\$200.00	2	\$400.00
Subtotal:			\$48,662.00

SOFTWARE	Price	Qty	Ext. Price
Rubrik Go FoundationEdition for r6410, incl. RCDM, Polaris GPS, CloudOut, 20 instances/VMs of cloud native protection and PremiumSupport, subscription pay per year - 3 Year	\$254,212.00	2	\$508,424.00
Rubrik CloudOn Unlimitedadd-on to Foundation, incl. Premium Support, subscription pay per year - 3 Year	\$98,167.68	2	\$196,335.36
Rubrik RCDM for Office365, 10 users, incl. Premium Support, subscription pay per year - 3 Year	\$756.00	170	\$128,520.00
Rubrik Edge, 1TBback-end usable, incl. CloudOut, Polaris GPS, Premium Support, subscription payper year - 3 Year	\$4,572.00	2	\$9,144.00
Rubrik Polaris Radar, incl.Premium Support, per FETB per month, subscription pay per year - 3 Year	\$1,512.00	150	\$226,800.00
Discount	(\$896,999.36)	1	(\$896,999.36)
Subtotal:			\$172,224.00

SUPPORT	Price	Qty	Ext. Price
Premium Support for Rubrik r6410s hardware, 3 Year	\$9,556.56	2	\$19,113.12
Subtotal:			\$19,113.12



2019 Rubrik r6410s

Prepared by:
DSA Technologies, Inc
 Braun Martin
 (916) 567-4444
 Fax 916-567-4440
 bmartin@dsatechnologies.com

Prepared for:
El Dorado County
 360 Fair Lane
 Placerville, CA 95667
 Jon Henry
 (530) 621-5452
 jon.henry@edcgov.us

Quote Information:
Quote #: 002652
 Version: 1
 Delivery Date: 01/07/2020
 Expiration Date: 01/31/2020

Quote Summary

Description	Amount
HARDWARE	\$48,662.00
SOFTWARE	\$172,224.00
SUPPORT	\$19,113.12
Subtotal:	\$239,999.12
Estimated Tax:	\$3,981.61
Total:	\$243,980.73

PRICES SUBJECT TO CHANGE - PRICES BASED UPON TOTAL PURCHASE - ALL DELIVERY, TRAINING OR CONSULTING SERVICES TO BE BILLED AT PUBLISHED RATES FOR EACH ACTIVITY INVOLVED - WE SPECIFICALLY DISCLAIM ANY AND ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTIES OR WITH REGARD TO ANY LICENSED PRODUCTS. WE SHALL NOT BE LIABLE FOR ANY LOSS OF PROFITS, BUSINESS, GOODWILL, DATA, INTERRUPTION OF BUSINESS, NOR FOR INCIDENTAL OR CONSEQUENTIAL MERCHANTABILITY OR FITNESS OF PURPOSE, DAMAGES RELATED TO THIS AGREEMENT. MINIMUM 15% RESTOCKING FEE WITH ORIGINAL PACKAGING.

DSA Technologies, Inc

El Dorado County

Signature: _____
 Name: Braun Martin
 Title: _____
 Date: 01/07/2020

Signature: _____
 Name: Jon Henry
 Date: _____



QUOTE

Number AAAQ2536

Date Jan 3, 2020

Sold To El Dorado County Jon Henry 300 Fair Lane Placerville, 95667	Ship To El Dorado County Jon Henry 300 Fair Lane Placerville, 95667	Your Sales Rep Jeff Rogers (916) 945-8263 Jeffr@biggreenit.com
Phone (530) 621-5452 Fax	Phone (530) 621-5452 Fax	

Terms Net 15	Ship Via FedEx	Quote Expires On 3/15/2020
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#	Part #	Description	Qty	Unit Price	Ext. Price
CMAS #3-18-70-3071D					
RUBRIK R6410 APPLIANCES					
HI	1	RBK-R6410SHW-01 R6410s Appliance - 4-node - 120TB raw HDD - 1.6TB SSD - SFP+ NIC	2	\$21,924.63	\$43,849.26 T
MI	2	RBK-SVCPREM-HW Premium Support for hardware, prepay - 36 Months	2	\$8,550.61	\$17,101.22
SI	3	RBK-GOFNDN-R6410 One (1) month of Rubrik Go Foundation Edition for R6410 -includes RCDM, Polaris GPS, CloudOut, 20 instances/VMs of cloud native protection and Premium Support, subscription prepay - 36 Months	2	\$68,889.60	\$137,779.20
S2	4	RBK-CLONUNL-FNDN One (1) month of CloudOn Unlimited add-on to Foundation - Includes Premium Support, subscription prepay - 36 Months	2	\$10,333.44	\$20,666.88
H2	5	RBK-F3MCBL-01 Fiber Optic OM3 LC/LC Cable, 3M, pack of 4	2	\$131.58	\$263.16
H3	6	RBK-SFPTSR-01 10G/1G Dual Rate SFP+ Transceiver, pack of 4	2	\$907.89	\$1,815.78 T
S3	7	RBK-POLO365 One (1) month of RCDM for Office 365, 10 users - Includes Premium Support, subscription prepay - 36 Months	170	\$198.95	\$33,821.50
S4	8	RBK-EDGE-TB One (1) month of Rubrik Edge, 1TB back-end usable - Includes CloudOut, Polaris GPS, Premium Support, subscription prepay - 36 Months	2	\$1,443.79	\$2,887.58
S5	9	RBK-POLRADAR One (1) month of Polaris Radar - Includes Premium Support, per FETB per month, subscription prepay - 36 Months	150	\$0.00	\$0.00

PRICES SUBJECT TO CHANGE - PRICES BASED UPON TOTAL PURCHASE - ALL DELIVERY, TRAINING OR CONSULTING SERVICES TO BE BILLED AT PUBLISHED RATES FOR EACH ACTIVITY INVOLVED - GENERALLY ALL HARDWARE COMPUTER COMPONENTS PROPOSED ABOVE ARE COVERED BY A LIMITED ONE YEAR WARRANTY, COVERING PARTS AND LABOUR FOR HARDWARE ONLY AND ON A DEPOT BASIS - WE SPECIFICALLY DISCLAIMS ANY AND ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTIES OR WITH REGARD TO ANY LICENSED PRODUCTS. WE SHALL NOT BE LIABLE FOR ANY LOSS OF PROFITS, BUSINESS, GOODWILL, DATA, INTERRUPTION OF BUSINESS, NOR FOR INCIDENTAL OR CONSEQUENTIAL MERCHANTABILITY OR FITNESS OF PURPOSE, DAMAGES RELATED TO THIS AGREEMENT. MINIMUM 15% RESTOCKING FEE WITH ORIGINAL PACKAGING.

#	Part #	Description	Qty	Unit Price	Ext. Price
SubTotal					\$258,184.58
Tax					\$3,767.37
Shipping					\$0.00
Total					\$261,951.95

To accept this quotation, please sign, date and return.

Print name

Signature

Date

PRICES SUBJECT TO CHANGE - PRICES BASED UPON TOTAL PURCHASE - ALL DELIVERY, TRAINING OR CONSULTING SERVICES TO BE BILLED AT PUBLISHED RATES FOR EACH ACTIVITY INVOLVED - GENERALLY ALL HARDWARE COMPUTER COMPONENTS PROPOSED ABOVE ARE COVERED BY A LIMITED ONE YEAR WARRANTY, COVERING PARTS AND LABOUR FOR HARDWARE ONLY AND ON A DEPOT BASIS - WE SPECIFICALLY DISCLAIMS ANY AND ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTIES OR WITH REGARD TO ANY LICENSED PRODUCTS. WE SHALL NOT BE LIABLE FOR ANY LOSS OF PROFITS, BUSINESS, GOODWILL, DATA, INTERRUPTION OF BUSINESS, NOR FOR INCIDENTAL OR CONSEQUENTIAL MERCHANTABILITY OR FITNESS OF PURPOSE, DAMAGES RELATED TO THIS AGREEMENT. MINIMUM 15% RESTOCKING FEE WITH ORIGINAL PACKAGING.

2000 Crow Canyon Place, Suite 250
 San Ramon CA 94583
 650-392-7848
 www.kovarus.com

Date	Quote #
12/30/2019	R191230CR01

Bill To
PURCHASING AGENT COUNTY OF EL DORADO 360 FAIR LANE PLACERVILLE CA 95667

Ship To
Information Technology COUNTY OF EL DORADO 360 Fair Lane (Building B) Placerville CA 95667

Expiration Date	Account Manager	Terms	Contract Manufacturer
1/29/2020	Rossmeisl, Chris	Due on receipt	Rubrik
Contract Number		Contract Expiration Date	Contract Website
3-18-70-4211Q		5/3/2021	https://caleprocure.ca.gov/pages/LPAsSearch/lpa-search...

H1
M1
S1
S2
H2
H3
S3
S4
S5

Ln	Qty	Model #	Description	List Price	Unit Price	Ext. Price	Tax Rate	Item Type
1	2	RBK-R6410S-HW-01	r6410s Appliance, 4-node, 120TB raw HDD, 1.6TB SSD, SFP+ NIC	24,504.00	21,924.63	43,849.26	8.25%	Hardware
2	2	RBK-SVC-PREM-HW	Premium Support for hardware, prepay	9,556.56	8,550.61	17,101.22	0.0%	Software
3	2	RBK-GO-FNDN-R6410	One (1) month of Rubrik Go Foundation Edition for r6410, incl. RCDM, Polaris GPS, CloudOut, 20 instances/VMs of cloud native protection and Premium Support, subscription prepay	251,712.00	68,889.60	137,779.20	0.0%	Software
4	2	RBK-CLON-UNL-FNDN	One (1) month of CloudOn Unlimited add-on to Foundation, incl. Premium Support, subscription prepay	98,167.68	10,333.44	20,666.88	0.0%	Software
5	2	RBK-F3M-CBL-01	Fiber Optic OM3 LC/LC Cable, 3M, pack of 4	500.00	131.58	263.16	8.25%	Hardware
6	2	RBK-SFP-TSR-01	10G/1G Dual Rate SFP+ Transceiver, pack of 4	3,450.00	907.89	1,815.78	8.25%	Hardware
7	170	RBK-POL-O365	One (1) month of RCDM for Office 365, 10 users, incl. Premium Support, subscription prepay	756.00	198.95	33,821.50	0.0%	Software
8	2	RBK-EDGE-TB	One (1) month of Rubrik Edge, 1TB back-end usable, incl. CloudOut, Polaris GPS, Premium Support, subscription prepay	4,572.00	1,443.79	2,887.58	0.0%	Software
9	150	RBK-POL-RADAR	One (1) month of Polaris Radar, incl. Premium Support, per FETB per month, subscription prepay	1,512.00	0.00	0.00	0.0%	Software

Notes: This proposal is valid for 30 days and is subject to revision if / when vendor's prices increase. Payment terms are Net 45 days. F.O.B. Destination Freight Prepaid. For quote refresh/updates, please reach out to: ▶ Monica Varela mvarela@kovarus.com O: 650.231.4240 x1041 F: 800.556.8035 ◀	Subtotal Tax Total	258,184.58 3,789.08 \$261,973.66
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