Tabulation: IFB 2024-005 VMware
Bid Opening: July 18, 2024 @ 3:30 PM EST

Item	DESCRIPTION	QTY	Bidder 1 Saitech Inc. Meets Requirement	Unit Price	Extended Price	Bidder 2 Miracle Software Systems, Inc Meets Requirements	Unit Price	Extended Price	Bidder 3 AlxTel, Inc Meets Requirements	Unit Price	Extended Price
1	Desktop Hypervisor Pro VCF-DH-PRO	1	YES	$108.00	$108.00	NO	$106.78	$106.78	YES	$108.26	$77,947.20
2	vSphere Foundation 8 VCF-VSP-FND-8	720		$103.20	$74,304.00		$107.84	$77,644.80		$107.23	$107.23
		TOTAL			$74,412.00			$77,751.58			$78,054.43

Item	DESCRIPTION	QTY	Bidder 4 Zones, LLC Meets Requirements	Unit Price	Extended Price	Bidder 5 vPrime Tech Inc Meets Requirements	Unit Price	Extended Price
1	Desktop Hypervisor Pro VCF-DH-PRO	1	NO	$107.82	$107.82	NO	$107.89	$107.89
2	vSphere Foundation 8 VCF-VSP-FND-8	720		$108.86	$78,379.20		$108.93	$78,429.60
		TOTAL			$78,487.02			$78,537.49

Awarded To: Saitech Inc.

Approved By:

Marc D. Tougas

Marc D. Tougas - IT Director

Crystal K. Kinzel - Collier County Clerk of the Circuit Court and Comptroller

Digitally signed by Marc D. Tougas
Date: 2024.08.02 17:38:36 -04'00'

Date

Date 8/7/24

15 years ago we began virtualizing our servers using VMware. Today we support about 150 servers to run the long list of Clerk supported applications (email, Showcase Internal, Showcase web, Cor Internal, Cor Web search, Cor Business Portal (e-Recording), BMR, VAB and of course all of SAP as well as aiSmartBench on behalf of the Judiciary). Each application requiring multiple complete environments to support Testing, QA, Development, Product as well as external facing read-only copies (for safety).

Those 150 servers are not physical servers, they are virtual servers running on just 12 physical servers. Each of the 12 physical servers is very high-performance and high-capacity, but the cost of those 12 servers is substantially less than purchasing over 150 physical servers. This is possible because the use of computing capacity is maximized by virtue of VMWare, which is referred to as a hypervisor in the technology world.

Using VMWare optimizes the usage of expensive server resources, allowing us to provide higher availability as well as flexibility to change computing capacity as needs vary, sometimes upward for one application and down for another.

VMWare has increased prices precipitously this year after the Broadcom acquisition, over the next few years we will need to re-examine our approach for the server architecture.