



**City of Santa Ana**  
**20 Civic Center Plaza, Santa Ana, CA 92701**  
**Staff Report**  
**March 2, 2021**

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**TOPIC:** Veeam Software Licenses

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**AGENDA TITLE:**

Award Purchase Order in the amount of \$47,426 to CDW Government LLC, for Veeam data recovery software licenses (Specification No. 21-006) (Non-General Fund)

**RECOMMENDED ACTION**

Authorize a one-time purchase and payment of purchase order to CDW Government LLC, for Veeam software licenses in the amount of \$47,426, subject to non-substantive changes approved by the City Manager and City Attorney.

**DISCUSSION**

The Information Technology (IT) Department provides support to both City Hall and the Santa Ana Police Department (SAPD) data centers, which together house the largest concentration of computer systems used to support City operations. More than 300 server class computers operating in these data centers host business systems that all City agencies and departments utilize. To ensure the integrity of these systems, the computer data must be protected from loss or damage due to a disaster, equipment failure, or inadvertent deletion or change.

The current backup solution relies on proprietary hardware and a proprietary vendor-cloud solution. Due to the growth of data storage at the City over the past three years, the backup appliance's storage capacity is nearly full. Rather than replace the appliance, we are requesting to purchase the Veeam Backup & Replication solution which is a data recovery software that allows any non-proprietary hardware to be used for onsite storage, and also allows for cloud backup using Amazon's Web Services (AWS) cloud storage. This solution will allow the City to utilize our existing standard hardware to support the increased data growth requirements.

The Veeam solution provides a simple, reliable, and flexible solution to protect the City's cloud, infrastructure, and data. It helps reduce operational overhead and allows for flexibility in selecting an infrastructure and storage for the best return of investment on existing and future infrastructure purchases. In addition, Veeam enables license portability for workloads that are physical, virtual, or in the cloud with Veeam Universal

License. This license enables customers to license all workloads with one type of license. This purchase also includes three years of maintenance support.

The Notice Inviting Bids was advertised on January 14, 2021, on the City's online bid management and publication system. A summary of the bid invitation and bids received is as follows:

642 Vendors were notified  
4 Santa Ana vendors were notified  
8 Bids received  
0 Bids received from Santa Ana vendors

The bids were opened on January 25, 2021, and evaluated (Exhibit 1). The bid submitted from CDW Government LLC (CDW-G), is responsive to the specifications and meets the City's requirements.

**ENVIRONMENTAL IMPACT**

There is no environmental impact associated with this action.

**FISCAL IMPACT**

Funds are available for expenditure in FY 2020-2021 in the Information Technology, Data Center, Hardware Maintenance & Support Account (No.10920147-62306).

**EXHIBIT(S)**

1. Abstract of Bids

Submitted By: Jack Ciulla, Chief Technology Innovations Officer

Approved By: Kristine Ridge, City Manager