



February 24, 2021

**TO:** THE DISTRICT BOARD OF TRUSTEES  
OF VALENCIA COLLEGE

**FROM:** SANFORD C. SHUGART  
President

**RE:** AWARD OF STORAGE ATTACHED NETWORK (SAN) CONTRACT

Valencia College currently provides digital storage on-campus for several technology systems that include security camera footage, digital images, and departmental digital storage space. The SAN provides the data storage for all these systems hosted locally while providing a more resilient and cost effective solution for storing information.

Valencia's current SAN was purchased in 2014, with associated hardware most recently purchased in 2018. The continuing on-site SAN needs remain strong while increasing hardware maintenance costs attributed to the age of hardware and the difficulty finding replacement parts are making costs rise. At end of life for equipment, a capital commitment will be required to replace hardware and increased service costs. Initial purchases made in 2014 will reach end-of-life status in 2022.

Valencia College seeks to enter into a 5-year agreement with Dell, Inc. for SAN hardware and services support. The information technology team reviewed several service providers IBM (the current provider), NetApp, and Dell, and found Dell to be the most qualified of the technology vendors. The College will be able to leverage the Dell Technology Refresh Program (TRP) contracted by the Florida College System, providing Valencia with the latest storage technologies, enhanced security measures and stronger support meeting projected storage needs for the next five years. This proposed Dell contract will cost \$135,000 per year for five (5) years, for a total spend of \$675,000. This cost includes both storage and support.

**RECOMMENDED ACTION:**

The President recommends that the District Board of Trustees of Valencia College authorize the College to enter into an agreement with Dell, Inc. for the purchase of storage attached network (SAN) hardware and support to provide on-site storage needs for Valencia College, as presented.

A handwritten signature in black ink, reading "Sanford C. Shugart". The signature is written in a cursive style with a large, sweeping initial "S".

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President