

Proposal Worksheet for Bundled Savings



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Date:

Company Name:

Address:

State/Province:

Zip/Postal Code:

Respondent's

Name:

Position:

Phone:

E-mail:

Instructions

The goal of this bundled savings worksheet is to provide you with properly configured components with the best bundled pricing from one or more participating Partners. Numerous, hidden discounts, are offered from all Partners to Storage Networks to win your business. We are positioned to leverage Partner incentives to significantly discount their products for your business. Bundles allow you to choose multiple products from multiple Partners. This worksheet is divided into three sections.

- **Section 1** asks some general questions about your *current* IT environment. We categorize this by Servers, Networks, and Storage.

- **Section 2** helps us to better understand what you are trying to accomplish with this project so that we can ensure that products are configured properly for your environment.

- **Section 3** helps to identify the appropriate Partner products for maximum cost savings.

After submitting this worksheet, Storage Networks will coordinate activities with all the Partners of your choosing and provide you with Partner discounted pricing proposals for your further review, modification, and Partner negotiation.

Section 1 - Servers/Hosts

Approximately how many hosts are deployed in your current environment?

Bare metal servers (e.g. DELL, HP, IBM, etc.)

Virtual hosts (e.g. Citrix, Hyper-V, VMware, etc.)

Please select current applications for performance and configuration considerations.

- | | | |
|--------------------------------------|---------------------------------------|---|
| <input type="checkbox"/> MS Exchange | <input type="checkbox"/> Sharepoint | <input type="checkbox"/> MS SQL DB |
| <input type="checkbox"/> SQL DB | <input type="checkbox"/> Web Hosting | <input type="checkbox"/> Terminal Service |
| <input type="checkbox"/> Oracle DB | <input type="checkbox"/> Mail Server | <input type="checkbox"/> Custom App. |
| <input type="checkbox"/> File Server | <input type="checkbox"/> Print Server | <input type="checkbox"/> Other |

Other critical Applications or Comments

Please check the Operating Systems and Vitalization software currently used in this environment?

- | | | |
|-------------------------------------|-------------------------------------|----------------------------------|
| <input type="checkbox"/> MS Server | <input type="checkbox"/> HP UNIX | <input type="checkbox"/> IBM AIX |
| <input type="checkbox"/> Windows XP | <input type="checkbox"/> HP OVMS | <input type="checkbox"/> IBM iOS |
| <input type="checkbox"/> RedHat | <input type="checkbox"/> SUSE | <input type="checkbox"/> Ubuntu |
| <input type="checkbox"/> VMware | <input type="checkbox"/> MS Hyper-V | <input type="checkbox"/> Citrix |

Others (Please list)

Current Server Brands: Please select any of your current brand servers.

- | | | | |
|--------------------------------|------------------------------|---------------------------------|--------------------------------|
| <input type="checkbox"/> Cisco | <input type="checkbox"/> HP | <input type="checkbox"/> Intel | <input type="checkbox"/> Other |
| <input type="checkbox"/> Dell | <input type="checkbox"/> IBM | <input type="checkbox"/> Oracle | |

Others (please list) or Comments:

Section 1 - Network/Connectivity

Please help us better understand your current network by selecting any attributes that apply.

<input type="checkbox"/> Uncertain	<input type="checkbox"/> Access Layer Switches
<input type="checkbox"/> 10/100Mb Ethernet	<input type="checkbox"/> Aggregation Switches
<input type="checkbox"/> 10/100/1000Mb Ethernet	<input type="checkbox"/> Core Switches
<input type="checkbox"/> 10Gb Ethernet	<input type="checkbox"/> Other

Comments:

Please help us understand your current network topology by selecting any attributes that apply.

<input type="checkbox"/> Uncertain	<input type="checkbox"/> Hosted Data Center
<input type="checkbox"/> Wireless Access Points	<input type="checkbox"/> PoE / VoIP
<input type="checkbox"/> Remote Offices	<input type="checkbox"/> Security Appliances
<input type="checkbox"/> DR Site	<input type="checkbox"/> Video Conferencing

Others or Comments:

Please check any of your current methods for attaching storage to your host servers:

<input type="checkbox"/> Direct attached	<input type="checkbox"/> NAS	<input type="checkbox"/> FC SAN
<input type="checkbox"/> iSCSI SAN	<input type="checkbox"/> Infiniband	<input type="checkbox"/> FCoE

Others or Comments:

Current Network Brands: Please select any of your current network component brands.

<input type="checkbox"/> Brocade	<input type="checkbox"/> Dell	<input type="checkbox"/> IBM	<input type="checkbox"/> Netgear
<input type="checkbox"/> Cisco	<input type="checkbox"/> HP	<input type="checkbox"/> Juniper	<input type="checkbox"/> Qlogic

Others or Comments:

Section 1 - Storage/Data

Approximately, how much usable storage capacity is currently in place?

<input type="radio"/> Uncertain	<input type="radio"/> 11-20TB
<input type="radio"/> 1-5TB	<input type="radio"/> 21-50TB
<input type="radio"/> 6-10TB	<input type="radio"/> Greater than 50TB

Others or Comments:

Check any of your current data protection, retention, and backup methods:

<input type="checkbox"/> Hardware RAID	<input type="checkbox"/> Local Snapshots
<input type="checkbox"/> Tape Back-up	<input type="checkbox"/> Remote Snapshots
<input type="checkbox"/> Near OnLine Back-up	<input type="checkbox"/> Data De-duplication
<input type="checkbox"/> Asynchronous mirrors	<input type="checkbox"/> Data Compression
<input type="checkbox"/> Synchronous mirrors	<input type="checkbox"/> Data Encryption

Others or Comments:

Check any of the disk drive technologies presently used in your current environment:

<input type="checkbox"/> Uncertain	<input type="checkbox"/> SCSI 10K Drives
<input type="checkbox"/> SATA 7200rpm Drives	<input type="checkbox"/> SCSI 15K Drives
<input type="checkbox"/> SATA 10K Drives	<input type="checkbox"/> FC 10K Drives
<input type="checkbox"/> SAS 10K Drives	<input type="checkbox"/> FC 15K Drives
<input type="checkbox"/> SAS 15K Drives	<input type="checkbox"/> Solid State

Others or Comments:

Current Storage Brands: Please select any of your current storage component brands.

<input type="checkbox"/> Cisco	<input type="checkbox"/> EMC	<input type="checkbox"/> IBM	<input type="checkbox"/> Quantum
<input type="checkbox"/> Dell	<input type="checkbox"/> HP	<input type="checkbox"/> Netgear	<input type="checkbox"/> Other

Others or Comments:

This second section helps us to better understand what you are trying to accomplish with your project. Your inputs are categorized by Server, Network, and Storage. Not all may be applicable, so please dwell in the areas of most interest for your bundle.

Section 2 - Servers/Hosts

Check any reasons for adding new server components to your environment and provide any additional information.

- | | |
|---|---|
| <input type="checkbox"/> Performance improvement | <input type="checkbox"/> Virtualization |
| <input type="checkbox"/> Adding applications | <input type="checkbox"/> Replacement |
| <input type="checkbox"/> Reduce power consumption | <input type="checkbox"/> O/S Upgrade |

Other or
Comments:

Briefly describe the goal of your project and the time frame of your implementation. Budgeting information is helpful, but necessary.

You may elect to email your project description or diagrams to coordinators@storagenetworks.com

Section 2 - Networks

Check any reasons for adding new network components to your environment and provide any additional information.

- | | |
|---|---|
| <input type="checkbox"/> Performance improvement | <input type="checkbox"/> PoE/VoIP/Video |
| <input type="checkbox"/> Adding clients | <input type="checkbox"/> Replacement |
| <input type="checkbox"/> Reduce power consumption | <input type="checkbox"/> New Features |

Other or
Comments:

Section 2 - Storage

Check any reasons for adding new storage components to your environment and provide any additional information.

- | | |
|---|---|
| <input type="checkbox"/> Performance improvement | <input type="checkbox"/> Virtualization |
| <input type="checkbox"/> Adding capacity | <input type="checkbox"/> Replacement |
| <input type="checkbox"/> Reduce power consumption | <input type="checkbox"/> New Features |

Other or
Comments:

As a tool to ensure proper configuration and product quotation, would you like Storage Networks to prepare a network diagram with Partner stencils for further discussion and modifications ?

- Yes No Maybe Later

Any Additional
Comments or
Requests:

This third and final section helps us to identify the Partners and products to meet your requirements and maximize your bundled discounts. Your inputs are again categorized by Server, Network, and Storage. Not all may be applicable.

Section 3 - Servers/Hosts

Please select the Server Partners that you would like to consider for this project. If you have specific server models or specification requirements, please note them here.

- Cisco HP Intel SUN/Oracle
 Dell IBM Lenovo Other

Comments, Partner Models of interest, Quantities, or specifications:

Approximately, how many new servers are being considered for this project?

(If you have not already commented on a specific Partner Model(s), Processor speed, CPU Core count, or Memory capacity requirement, we will propose configurations for your further review.)

- None 2-5
 1 Greater than 5

Please check any of the Operating Systems and Virtualization software to be used on these servers.

- MS Server IBM AIX/iOS UNIX Citrix
 VMware MS Hyper-V Other

Others (Please list)

Section 3 - Network

Please select the Network Partners that you would like to consider for this project. If you have specific network component models or specification requirements, please note them here.

- Brocade Dell IBM Netgear
 Cisco HP Juniper Qlogic

Comments, Partner Models of interest, Quantities, or specifications:

Approximately, how many new network components are being considered for this project?

(If you have not already commented on a specific Partner Model(s), Port count, Interface type & speed, Uplink requirements, etc., we will propose configurations for your further review.)

- None 2-5
 1 Greater than 5

Please check any of the Operating Systems and Virtualization software to be used on these servers.

- MS Server IBM AIX/iOS UNIX Citrix
 VMware MS Hyper-V Other

Others (Please list)

Section 3 - Storage

Please select the Storage Partners that you would like to consider for this project. If you have specific storage array models or specification requirements, please note them here.

- Dell HP Quantum NetApp
 EMC IBM Seagate HDS

Comments, Partner Models of interest, Quantities, or specifications:

Approximately, how much new usable storage capacity is required?

(Please note that most SAN technologies provide Thin Provisioning and other methods to easily scale capacity as your storage needs grow.)

- Uncertain 5-30 TB
 Less than 5 TB Greater than 30 TB

Please check any storage or disk technologies under consideration for this bundle.

- Uncertain NAS Block Direct
 SATA SAS FC Solid State
 10K rpm 15K rpm 2.5" 3.5"