

**City of Yuba City  
Administrative Services  
Staff Report**

**Date:** November 7, 2006  
**To:** Honorable Mayor & Members of the City Council  
**From:** Steven C. Kroeger, Assistant City Manager  
**By:** Devin Barber, Information Services Manager

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**Summary**

**Subject:** Server Virtualization Project

**Recommendation:** Adopt a resolution authorizing the Assistant City Manager to enter into an agreement with AccessFlow Inc. of Sacramento, CA in the amount of \$49,950 for software and information technology services.

**Alternatives:** 1) Award to different vendor  
2) Do not proceed

**Fiscal Impact:** \$49,950. The FY 2007 adopted budget includes appropriations for this purchase in the Technology Replacement Fund account # 6630-63801.

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**Details**

**Background:** Traditionally, IT server rooms contain many servers each running one or maybe two software applications. Multiple servers are required due to vendors not certifying that their respective programs will work when combined with another vendor's applications. In large organizations this results in rooms set aside full independent servers that require independent cooling systems and resulting in large electrical bills.

The answer to this situation is Server Virtualization. Utilizing new software we can now stack many "Virtual Servers" onto one physical server. Depending on the applications stacked, we can run as many as eight applications per physical server.

**Discussion:** VMware is the global leader in virtual infrastructure software for industry standard systems. Founded in 1988, VMware now counts among its customers 99 of the Fortune 100 companies. Staff evaluated several companies' virtual server software products. VMware's software quickly became our choice for the organization.

In September staff requested proposals from three vendors who were recommended by the manufacturer of the software, VMware. The scope of services was to include, the purchase of required software, installation on City provided hardware, and the training of City staff. City Staff then evaluated the three proposals based upon the criteria of Price, References, Installed Customers, and the Content of the proposal. The following are the results of that evaluation.

<u>Vendor</u>	<u>Cost</u>	<u>Score</u>
AccessFlow	\$49,950.00	89
Dell	\$62,289.95	72
NetBlaze	\$60,890.00	69

AccessFlow scored highest upon evaluation of the proposals.

**Fiscal Impact:**

Using the traditional "multiple server" model, the City would need to expend \$77,000 in order to replace the existing servers scheduled this year. Using "virtual servers" the City will expend \$69,950 for both the hardware and the VMware software, resulting in a savings of \$7,050.

In addition, the charts below show what the City will save on an annual basis and a one time savings thru Pacific Gas & Electric this year.

<u>One Time Savings</u>	
PG&E Rebates	<u>\$4,800</u>
<u>Annual Savings</u>	
Electrical power	\$7,000
Server Hardware Replacement	<u>\$18,452</u>
Total Annual Savings	\$25,452

**Conclusion:**

Staff recommends that Council adopt a resolution authorizing the Assistant City Manager to enter into an agreement with AccessFlow Inc. of Sacramento, CA in the amount of \$49,950 for software and information technology services.

RESOLUTION NO. \_\_\_\_\_

**RESOLUTION OF THE CITY COUNCIL OF THE CITY  
OF YUBA CITY AUTHORIZING THE ASSISTANT CITY  
MANAGER TO EXECUTE A STANDARD AGREEMENT  
WITH ACCESSFLOW INC. OF SACRAMENTO FOR  
SOFTWARE AND INFORMATION TECHNOLOGY  
SERVICES.**

**BE IT RESOLVED AND ORDERED BY THE CITY COUNCIL OF THE CITY OF  
YUBA CITY AS FOLLOWS:**

That the Assistant City Manager be, and is hereby authorized and directed to execute on behalf of the City of Yuba City a standard agreement with AccessFlow Inc. of Sacramento, CA for software and information technology services for a total cost not to exceed \$49,950.

The foregoing Resolution of the City Council of the City of Yuba City is duly and regularly introduced, PASSED AND ADOPTED at a regular meeting thereof held on this 7th day of November, 2006, by the following vote:

Ayes:

Noes:

Absent:

Attest:

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Mayor

\_\_\_\_\_  
City Clerk