View results

Respondent

34   Stacey Hron

50:09

Time to complete

1. Proposal Topic: Insert topic or proposal name:

Purchase HPE-Virtual Infrastructure

2. Pick one or more of the following:

☑ Information Sharing

☐ Feedback

☑ Problem solving

☐ Needs recommendation

3. **Business Case:** What are the issues/challenges/problems/opportunity that this proposal will provide a solution for? Will it provide improved efficiency for the college for the benefit of students or the community?

The current network infrastructure is end of life and no longer supported. This infrastructure operates our entire network and without support and upgrades we are risking security and considerable down time if failure.

4. Background Statement: Provide background statement on the need that has been identified. Include the need identified, and any prior actions taken in relation to this proposal.

The current network infrastructure is end of life and no longer supported. We worked with High Point Networks for several months to quote a college-wide replacement virtual infrastructure from HPE. Also received quotes for Dell and Lenovo and considered purchasing in stages or financing the purchase.

5. Select how this aligns with the Strategic Directions and Priorities of the College:
   ACCESS - Meets students where they are to ensure all have access to high-quality educational opportunities.

   ☐ Expand recruitment to underserved populations.

   ☑ Provide flexible learning opportunities.

   ☐ Remove financial barriers for students.

   ☐ Provide clear pathways for students.

   ☐ Remove student enrollment barriers.

   ☐ Streamline transition from pre-college services to programs.

6. Select how this aligns with the Strategic Directions and Priorities of the College:
   STUDENT SUCCESS - Improve outcomes, success, and completion through quality programs, advising, and student development.

   ☑ Support students in achieving their educational goals.

   ☐ Provide high-quality, relevant, engaging, and rigorous coursework.

   ☐ Create a vibrant, supportive, and welcoming environment for students.

   ☐ Provide exceptional student support services.

   ☐ Provide individualized services to increase retention and support learning, education, and career goals.

   ☐ Close equity gaps to improve success for all students.

7. Select how this aligns with the Strategic Directions and Priorities of the College:
   PARTNERSHIPS – Strengthen partnerships with school districts, institutions of higher education, employers, and community organizations.

   ☐ Expand collaboration with education partners.

   ☐ Increase community engagement.

   ☐ Expand employer partnerships.

   ☐ Respond and adapt to the ever- changing market and partner needs.

8. Select how this aligns with the Strategic Directions and Priorities of the College:
   ADVANCING EQUITY – Create an inclusive culture where all can reach their full potential.

   ☐ Embody a welcoming and inclusive environment for all.

   ☐ Ensure equitable access to resources for historically underserved individuals.

   ☐ Ensure our campus community represents a rich array of experiences and viewpoints.

   ☐ Establish community bonds through an understanding of our common humanity.

9. Identify and describe Interests

> Received quote on 3/20/25 with a deadline of 5/7/25. Due to the risk of increased costs due to tariffs the deadline was changed to 4/7/25 or risk a 10-125% increase. Purchase was approved to use technology budget for 200k and fund balance for 100k.

10. Identify if prior work has taken place or exists

> The network IT staff worked with several companies to provide the best system for our environment.

11. Identify key stakeholders and areas of partnership

> All network services-college-wide rely on this system.

12. What is the estimated Cost?

> 302,402.00

13. Other

> Cost to finance would add an additional 30k-40k. Not able to purchase in stages without a considerable increase in cost.

14. Have you consulted with your supervisor and have supervisor support? (President, VP, Dean, Director)

○ Yes

○ No

15. Have you consulted with the supervisor and department impacted by this proposal and have their support? The department members impacted can attend the council meeting to provide additional information and answer questions.

○ Yes

○ No

16. Project Sponsor: (Name of the sponsor (supervisor) who will be accountable for this proposal providing the scope and deliverables.)

> Stacey Hron

17. Project Team Members:

> Scott Foss, Bubba Rockstad, Shad Gangl, David Paul

18. Additional Information

19. Attach files if applicable

       📄 [HPE Virtual Infrastructure_Stacey Hron.pdf](#)

SOLUTION PROPOSAL
HPE - Alletra and Servers

Prepared for:

Northland Community & Technical College

Attn: Bubba Rockstad
1101 US Highway 1 East
Thief River Falls, MN 56701-2528

Prepared by:

High Point Networks, LLC

Chris Reep
Direct/Mobile/Fax: 701-282-6459
chris@highpointnetworks.com

High Point NETWORKS

HPE - Alletra and Servers

Quote Information:

Quote #: 147827

Version: 4

Delivery Date: 03/28/2025

Expiration Date: 04/07/2025

Proposal Summary

SOW - PCBE Setup / Migrate VM's

- Verify all Network connection VLAN's set for Server / Storage with customer
-
  - Fill out PCBE setup spreadsheet for all information required for setup
- Register all hardware with GreenLake account for setup
- Upgrade VCenter to version 8
- Provision system using PCBE setup wizard
-
  - Use existing VCenter
- After initial setup of hosts/Alletra - continue additional ESXi setup
- Continue any additional settings in Alletra (NTP, Alerting, Snapshots, etc)
- Setup Storage Integration Pack virtual appliance
- Provision Volumes/Datastores in VMware for storage on PCBE solution
- Migrate 2 VM's to new Servers/Storage
-
  - VM's must be able to be moved during regular business hours
  - Train staff on how to migrate remaining VMs
  - Work with customer if any VM's need to be migrated at specific times
  - Does not include afterhours for VM migration
- Run through PCBE interface in GreenLake
- Validate VMware licensing on new hosts

Customer Requirements

- Customer will rack / connect all equipment prior to engagement
- Customer to configure appropriate network port configuration as requested by HPN for the needs of this project
- Any network connection cables outside of what's included
-
  - 25GB DAC's included with solution
- Adequate power and rack space for all equipment
-
  - **Each** DL360 server (1U Rack space , 2 - power connections, 1 – 1gb network connection (ILO), 4 – 10/25gb SFP28)
  - Alletra MP (2U Rack space, 2 - power connections (115V), 2-1gb network management, 4 – 10/25gb SFP28)
- Access to any downloads for software or licensing requirements for this SOW
- Remote Access for HPN via Beyond Trust
- Adequate access or credentials to perform SOW
- Migrate remaining VM's from old to new hardware
- Current subscription or licensing requirements involved in defined work
-
  - Migrations of VM's requires the correct VMware licensing to accomplish

Exclusions from SOW

- Installing or Configuring any 3rd party applications not defined in scope
- Anything not listed in this statement or work

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Direct: 701-282-6459
chris@highpointnetworks.com

Solution Notes:

Qty	Item	Description

Some important notes below concerning our proposed solution.

HPE has incentivized this proposal with special discounts for displacing Dell, being an existing HPE Aruba Customer, and being a new Server/Storage customer. The MSRP for this solution is over $1,031,000, and your price includes the discounts due to the aforementioned incentives. HPE values your business and seeks to become a stronger partner with NCTC. HPN maintains a robust partnership with HPE on Server/Storage, and we have numerous engineers available to support this solution should NCTC require assistance.

Below are some additional design notes/considerations:
- **HPE Warranty/Support** - All HPE equipment listed has 5 years of support included.
- **VMware** - items are 3 years of subscription/support.
- **Alletra MP** Enclosure can house up to 24 drives and can be expanded by adding 2 additional drives at a time to the existing enclosure. If the initial enclosure is fully populated, you can expand the array by adding up to 2 expansion shelves. This will help you easily expand your storage capacity. Alletra MP is all NVMe SSD Drives.
- **HPE DL360 Gen11 Server** contains 32 memory slots. Current design is using 16 of the 32. You can easily expand memory capacity by adding an additional 12 Dimm's of memory.
- **iSCSI Switches** – It is best practice to isolate your Storage Area Network traffic on to it own set of switches to provide the most reliable and secure design.
- **Veeam Immutable Server**– Data in an immutable backup is protected against tampering, accidental modifications or deletions, as well as encryption caused by ransomware. This is not included in the totals below however we have provided this option on another quote. You see it annotated on the solution diagram shown below.
- **PCBE** is HPE's offering that allows you to manage/upgrade/configure/monitor all of your virtual environment in a single management platform.

HPN is on the HPE NASPO ValuePoint Contract State Contract for Minnesota -State Contract Number 239152

PCBE - TRF

Qty	Item		Description	Price	Ext. Price
			HPE iSCIS Switches		
2	JL702C		HPE Aruba Networking 8360-16Y2C v2 16p 25G SFP/SFP+/SFP28 2p 100G QSFP+/QSFP28 Front-to-Back 3 Fans 2 AC Bundle	$10,484.00	$20,968.00
2	JL702C	ABA	INCLUDED: Power Cord - U.S. localization	$0.00	$0.00
2	H65L3E		Aruba 5Y FC NBD Exch 8360 12/16/24p SVC [for JL702C]	$6,792.00	$13,584.00

HPE - Alletra and Servers

PCBE - TRF

Qty	Item	Description	Price	Ext. Price
2	R0Z25A	HPE Aruba Networking 100G QSFP28 to QSFP28 1m Direct Attach Copper Cable	$189.00	$378.00
		Section Subtotal		**$34,930.00**
2	Misc	6 foot power cable –C19 to C14 for Alletra MP	$15.00	$30.00
2	**P52499-B21**	HPE DL360 Gen11 8SFF CTO Server	**$17,300.00**	**$34,600.00**
1	**S3V89A**	HPE GL Prv Cld w/AL STG MP Base Config	**$49,196.00**	**$49,196.00**

Subtotal: $118,756.00

HPN Service Bundle - TRF

Qty	Item	Description	Price	Ext. Price
1	**PROSERVE-PKG**	High Point Networks Professional Services defined in the pdf online or above in this document	**$11,500.00**	**$11,500.00**

Subtotal: $11,500.00

PCBE - EGF

Qty	Item	Description	Price	Ext. Price
		HPE iSCIS Switches		
2	JL702C	HPE Aruba Networking 8360-16Y2C v2 16p 25G SFP/SFP+/SFP28 2p 100G QSFP+/QSFP28 Front-to-Back 3 Fans 2 AC Bundle	$10,484.00	$20,968.00
2	JL702C ABA	INCLUDED: Power Cord - U.S. localization	$0.00	$0.00
2	H65L3E	Aruba 5Y FC NBD Exch 8360 12/16/24p SVC [for JL702C]	$6,792.00	$13,584.00
2	R0Z25A	HPE Aruba Networking 100G QSFP28 to QSFP28 1m Direct Attach Copper Cable	$189.00	$378.00
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1	**S3V89A**	HPE GL Prv Cld w/AL STG MP Base Config	**$49,196.00**	**$49,196.00**

Subtotal: $118,756.00

High Point NETWORKS

HPE - Alletra and Servers

Quote Information:

Quote #: 147827

Version: 4

Delivery Date: 03/28/2025

Expiration Date: 04/07/2025

HPN Service Bundle - EGF

Qty	Item	Description	Price	Ext. Price
1	**PROSERVE-PKG**	High Point Networks Professional Services defined in the pdf online or above in this document	**$11,500.00**	**$11,500.00**
		Subtotal:		$11,500.00

Veeam Immutable Backup Server

Qty	Item	Description	Price	Ext. Price

1	**PROSERVE-PKG**	High Point Networks Professional Services
		
		• **SOW - Immutable Backup Server Setup**
		   • Verify Connectivity with customer (ILO and network requirements)
		   • Prep Server
		      o Configure ILO
		      o Configure Storage (RAID 6 for all HDD's)
		      o Install Linux on OS Boot device
		   • Configure storage using XFS and pre-reqs for Veeam hardened setup
		   • Configure Hardened Repository in Veeam
		   • Configure Backup job for new repository
		   • All work will be performed remote
			$2,300.00	**$2,300.00**

1	P52533-B21	HPE DL380 Gen11 12LFF NC CTO Svr	**$20,390.00**	**$20,390.00**
		Subtotal:		$22,690.00

VMware (3 Year)

Qty	Item	Description	Price	Ext. Price
128	VCF-VSP-STD-8	VMware vSphere Standard 8 - Per Core Annual Subscription	$150.00	$19,200.00
		Subtotal:		$19,200.00

High Point NETWORKS

HPE - Alletra and Servers

Quote Information:

Quote #: 147827

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Delivery Date: 03/28/2025

Expiration Date: 04/07/2025

Alletra MP Details

Qty	Item	Description

HPE Alletra Storage MP B10120

8	2	1	2
Cores	Nodes	Chassis	Rack U

Installed Capacity

21 TiB
12 x 1.92TB

Host Ports

4
ISCSI10

Usable Capacity

13.59 TiB   Raid 6 (10+2)

Usable

13.59 TiB
1:1

VS

Effective

24.23 TiB
1.96:1

Performance Estimation
Sustainable performance with data reduction enabled volumes

- **70 K IOPS** 16K Random Mixed 60/40
- **160 K IOPS** 16K Random Read
- **38 K IOPS** 16K Random Write
- **4.3 GB/s** 256K Sequential Read
- **1.4 GB/s** 256K Sequential Write

Mixed **60% Read**   Rnd. I/O **16 KiB**   Vol. **DECO**

Alletra MP Enclosure can house up to 24 drives and can be expanded by adding 2 additional drives at a time to the existing enclosure. If the initial enclosure is fully populated, you can expand the array by adding up to 2 expansion shelves. This will help you easily expand your storage capacity.

Quote Summary

Description	Amount
PCBE - TRF	$118,756.00
HPN Service Bundle - TRF	$11,500.00
PCBE - EGF	$118,756.00
HPN Service Bundle - EGF	$11,500.00
Veeam Immutable Backup Server	$22,690.00
VMware (3 Year)	$19,200.00
Total:	$302,402.00

High Point NETWORKS

Quote Information:

Quote #: 147827

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HPE - Alletra and Servers

All quotes are subject to shipping costs that may not be listed on the quote. Prices quoted are valid for 30 days from quotation date. Orders will be invoiced when shipped. Orders may be partially invoiced as items ship and thus there may be multiple invoices per order. Projects will be invoiced in the same method. Professional services may be progress billed over the term of the project. All licensing and subscription orders will be invoiced immediately upon customer approval. Payment for all orders are due in 30 days from invoice date. Finance charges will be charged at the rate of 1.5% per month if not paid by the due date. If payment is not received within 60 days of the invoice date, we reserve the right to suspend or terminate your service without further notice. Credit card usage as a form of payment may be accepted on a pre-approval basis and may be subject to a convenience fee. Please consult your Account Representative prior to placing an order for timely, updated pricing. This offer to sell the listed products is subject to product availability and prices are subject to change without notice due to manufacturer price changes or any error or omission.
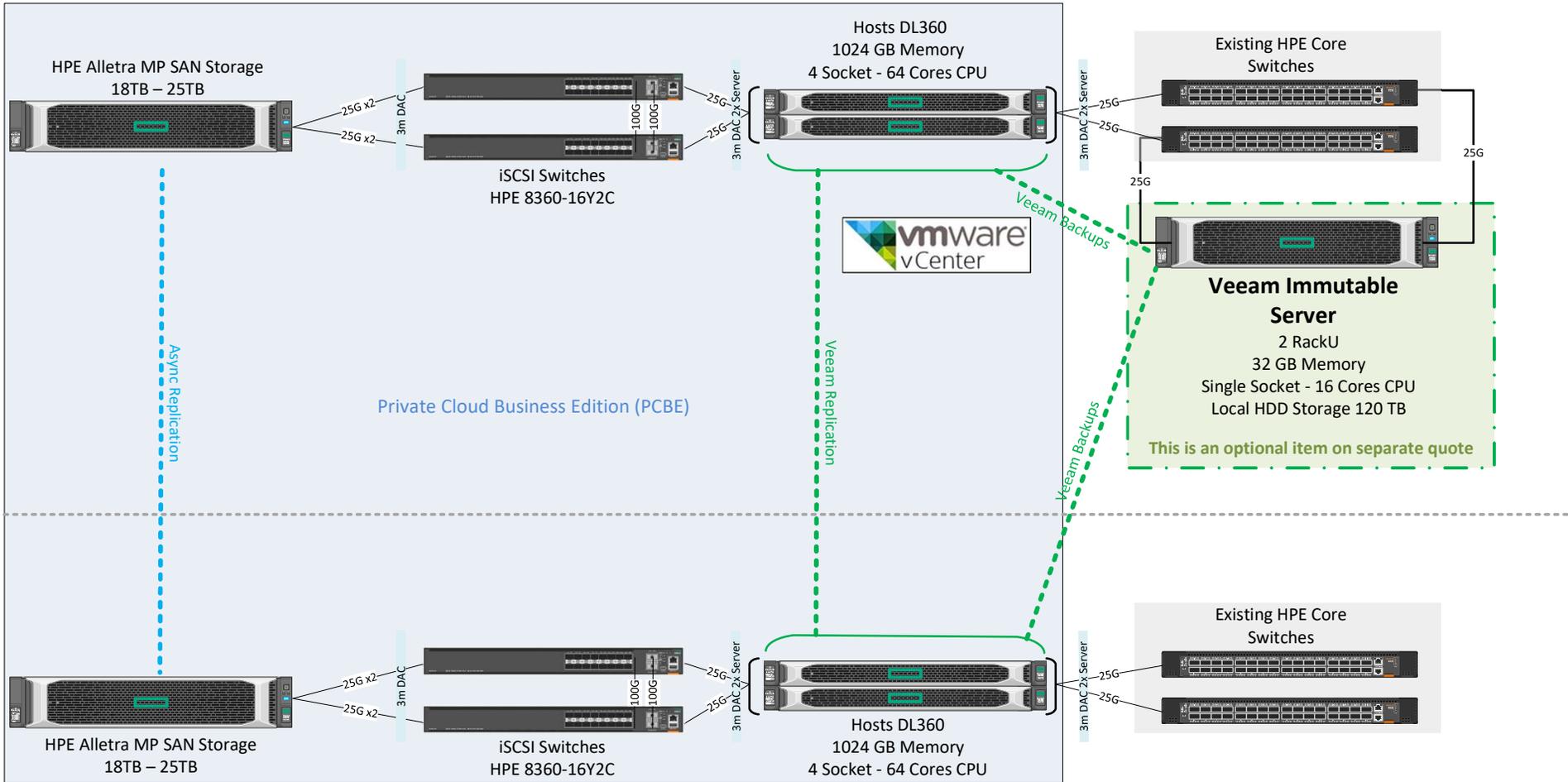
Signature

Date

NCTC PCBE Option

EGF

HPE Alletra MP SAN Storage
18TB – 25TB

25G x2 / 3m DAC
25G x2

iSCSI Switches
HPE 8360-16Y2C

100G / 100G

Hosts DL360
1024 GB Memory
4 Socket - 64 Cores CPU

25G 2x Server / 3m DAC
25G

vmware vCenter

25G 2x Server / 3m DAC
25G
25G

Existing HPE Core Switches

25G

Async Replication

Private Cloud Business Edition (PCBE)

Veeam Replication

Veeam Backups

Veeam Backups

Veeam Immutable Server
2 RackU
32 GB Memory
Single Socket - 16 Cores CPU
Local HDD Storage 120 TB

This is an optional item on separate quote

TRF

HPE Alletra MP SAN Storage
18TB – 25TB

25G x2 / 3m DAC
25G x2

iSCSI Switches
HPE 8360-16Y2C

100G / 100G

25G 2x Server
25G

Hosts DL360
1024 GB Memory
4 Socket - 64 Cores CPU

25G 2x Server / 3m DAC
25G

Existing HPE Core Switches

Design Notes:
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- **iSCSI Switches** – It is best practice to isolate your Storage Area Network traffic on to it own set of switches to provide the most reliable and secure design.
- **Veeam Immutable Server** – Data in an immutable backup is protected against tampering, accidental modifications or deletions, as well as encryption caused by ransomware.

HPE DL 360 Server Specs
Dual Intel Xeon-Gold 6426Y 2.5GHz 16-core
512GB Memory
Dual 2-port 25GB Network Adapters
NVMe Boot Device
iLO Management Card
5 YR HPE Tech Care Support

PCBE Notes:
PCBE is HPE's offering that allows you to manage/upgrade/configure/monitor all of your virtual environment in a single management platform

Alletra MP
14 x 1.92TB NVME SSD
2 node / 8-core controllers / 2u Chassis
2 x 25gb ports per controller
5 Year Tech Care Essentials

HPE DL360 Gen11 Rear View

HPE DL380 Gen11 Plus Rear View

| 25G | 10G -T | Avl PCI Slot | Not Avail |

	NCTC	Document	New Virtual Infra Design.vsdx
High Point NETWORKS	High Point Networks Confidential and Proprietary	Created by	Chris Reep
		Date	3/20/25 8:52 AM

HPE GreenLake for Private Cloud Business Edition
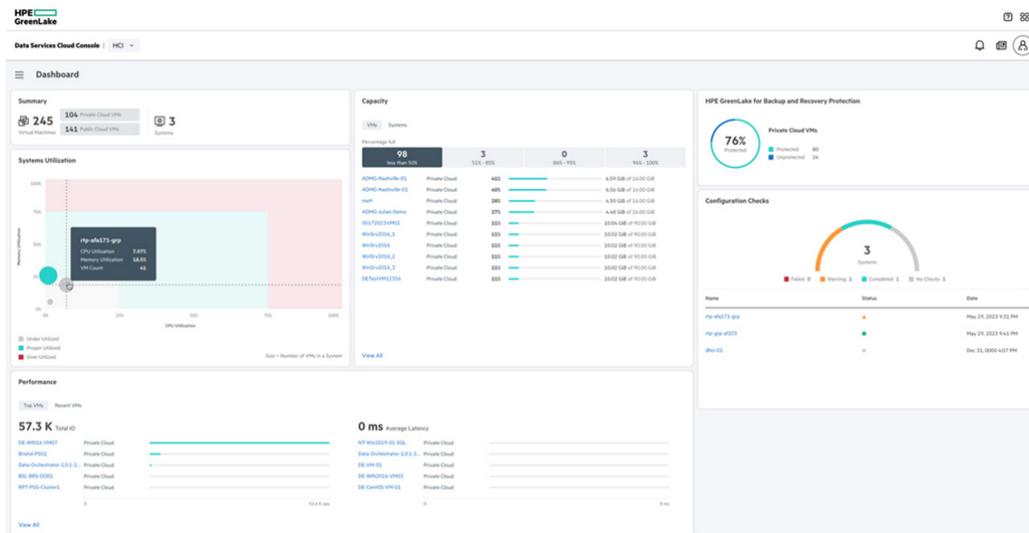
What's new

- HPE GreenLake for Private Cloud Business Edition is now supported at colocations.

- HPE Alletra MP Block support with HPE GreenLake for Private Cloud Business Edition.

- Updated Smart templates for HPE GreenLake for Private Cloud Business Edition with HPE ProLiant Gen11 servers.

- Manage VMs and infrastructure across your fleet and public cloud through a single console.

- AI-managed automation – deploy in a few clicks, with one-click upgrades.

- Flexible consumption of Compute (Server count or Memory) and Storage resources.

Overview

HPE GreenLake for Private Cloud Business Edition provides an agile cloud operational experience and a simple cloud consumption model for private cloud infrastructure. With this offering, customers gain a self-managed private cloud offering with a unified interface to simplify VM to infrastructure management and allows you to build your self-service cloud where you need it.

In addition, HPE GreenLake for Private Cloud Business Edition can be delivered via Equinix, in a new route-to-market extension to our standard offering. It provides a deployment option that further simplifies the user experience by leveraging the benefits and value of a colocation environment.

Features

Fast and Flexible Access to Private Cloud Infrastructure
Pay-up-front or pay-as you-go consumption of Private Cloud infrastructure.

Pick your choice of datacenter or co-location to deploy the infrastructure. Instant quoting and rapid ordering to a location closest to you.

Choose from different tiers for your performance and service requirements.

Reduce application latency by bringing data closer to the applications.

Choose from different tiers for your performance and service requirements.

Self Service Private Cloud

Low touch provisioing to enable fast and easy provisioning of all infrastructure, firmware and software components.

Accelerate deploypment and setup multiple clusters or sites in a cookie cutter approach, by leveraging infrastructure blueprints.

Unified one-click updates of various components in the stack. You can now update one or more clusters or sites in parallel.

Unified update takes care of all your software, firmware, security patches and virtualization components.

Enhanced configuration analysis to check infrastructure with best practices across compute, storage and networking.

Accelerate Virtual Machine and Application Experience

Global unified dashboard of VMs and cluster views.

Easy private cloud VM provisioning within few clicks leveraging software catalog for preloaded images.

VM management allowing for edit, migrate, delete and power actions.

Provision and manage public cloud VMs within Private Cloud Business Edition cloud console.

Multi-cluster capability, create one or more host clusters within your Virtualization environment.

Harness Hybrid Cloud Data Protection and VM Mobility

Native data protection of VMs provided via integration with HPE GreenLake for Backup and Recovery.

100% data availability guarantee. [1] with HPE GreenLake for Block Storage built on HPE Alletra Storage
Designed for 99.9999% data availability guarantee with Alletra 6000 [2]

Technical specifications	HPE GreenLake for Private Cloud Business Edition
Platform supported	HPE ProLiant Gen11 servers;AMD-based HPE ProLiant DL325;HPE ProLiant DL365;HPE ProLiant DL385;Intel-based HPE ProLiant DL360;HPE ProLiant DL380;HPE Alletra Storage MP R3
Service method	Infrastructure-as-a-Service
Billing frequency	Monthly
Duration (term)	3-year, 4-year or 5-year
Support coverage	24x7

[1]100% data availability guarantee. with HPE GreenLake for Block Storage built on HPE Alletra Storage MP. hpe.com/psnow/doc/a00058506enw?jumpid=in_pdp-psnow-docs

[2] 99.9999% data availability guarantee: hpe.com/psnow/doc/a50008777ENW?jumpid=in_pdp-psnow-docs

HPE Services

No matter where you are in your transformation journey, you can count on HPE Services to deliver the expertise you need when, where and how you need it. From strategy and planning to deployment, ongoing operations and beyond, our experts can help you realize your digital ambitions.

Advisory & Professional services

Experts can help you map out your path to hybrid cloud and optimize your operations.

Managed services

HPE runs your IT operations, giving you unified control, so can focus on innovation.

Support services

Optimize your entire IT environment and drive innovation. Manage day-to-day IT operational tasks while freeing up valuable time and resources.

- **HPE Complete Care Service:** a modular service designed to help optimize your entire IT environment and achieve agreed upon IT outcomes and business goals. All delivered by an assigned team of HPE experts.

- **HPE Tech Care Service:** the operational service experience for HPE products. The service provides access to product specific experts, an AI driven digital experience, and general technical guidance to help reduce risk and search for ways to do things better.

- **HPE Multivendor Services:** Single point of accountability for managing on-site hardware and software support for multivendor products. HPE experts help manage your IT across technologies and platforms for HPE and non-HPE technologies, acting as the single point of contact for your IT operational needs.

Lifecycle Services

Address your specific IT deployment project needs with tailored project management and deployment services.

HPE Education Services

Training and certification designed for IT and business professionals across all industries. Create learning paths to expand proficiency in a specific subject. Schedule training in a way that works best for your business with flexible continuous learning options
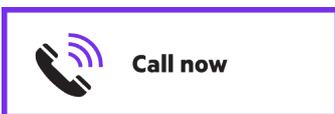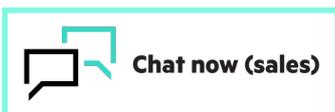
Defective Media Retention is optional and allows you to retain Disk or eligible SSD/Flash Drives replaced by HPE due to malfunction.

HPE GreenLake

HPE GreenLake edge-to-cloud platform is HPE's market-leading as-a-Service offering that brings the cloud experience to apps and data everywhere – data centers, multi-clouds, and edges – with one unified operating model, on premises, fully managed in a pay per use model.

If you are looking for more services, like **IT financing solutions**, please explore them here.

Visit **HPE.com**

**Make the right purchase decision.
Contact our presales specialists.**

Chat now (sales)

Call now

Buy now

Share now

Get updates

**Hewlett Packard
Enterprise**