

**Wednesday, October 29, 2014**

Dear City of Mt. Vernon,

There are three main points I would like to highlight on why it is important to upgrade your server.

First, your current server is out of space.

- As software changes and data grows, so does the demand on the server. Currently, we are at 98% utilization of your disk space and we are working frequently with Marsha to remove old data to free up space for new data.

Second, your hardware is 5 years old and no longer under warranty.

- The standard server life cycle is 5 years – The server warranty cannot be extended past this. Which makes it near impossible to get parts to the unit, or if we can the price is extremely high. Repairs on server cost a great deal, and take your entire network down. Many corporations replace at 3 years just to be safe – for small business 5 years is the best value.

Waiting until a major problem happens causes a very large expense because:

1. Server fails - We need to attempt to correct the problem if possible on the server.
2. Either fix the problem, OR decide we need to replace in which we will need to order a new server that has at least a two week shipping time.
3. Deploy a loaner server from our office, which basically requires a full installation with a new Microsoft domain which will cost more labor than the quote. (Utilizing the existing server in a working mode makes in the install much less time consuming)
4. Then start over when the new server arrives and basically re-install the same as the existing quote.
5. In short you have a double pay for the labor installation and have much more down time.



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This is why we highly recommend replacing at the 5 year life cycle. If you don't, you run a high risk of paying more money and having more downtime. We have been in this position time and time and again – it is not enjoyable for us or the customer. Our goal is to provide the best system at best price.

Lastly – Microsoft is discontinuing support for Server 2003 as of July 1st of 2015. After this time, Microsoft will no longer be providing security updates. Without these updates your server will be left unsecure and much more vulnerable to crashes.

Yours Sincerely,

Eric Anderson

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**Proposal For:**  
City of Mt Vernon  
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Mount Vernon IA 52314

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Updated Wednesday, September 03, 2014

Reference #6951

### New Server

One Time Items	Price	Qty	Extended
<b>1 Dell PowerEdge Series Server</b> Intel Xeon 6C Processor, 32 GB of RAM, 3 - 600GB SAS 15K hard drives in a RAID 5 for 1.2 TB of space, redundant power supplies, and a three year Next Business Day warranty. The life cycle of servers are typically 5 years. At the end of the 3YR warranty we'll upgrade the warranty to 5 YR's and plan on a new server replacement at the end of the life cycle.	\$4,250.00	1	\$4,250.00
<b>2 ESX VMWare 5.5 Server</b> Linux Operating System that virtual server will run on. \$759.00 Linux Operating System that the virtual server will run on. This is called server virtualization and provides hardware independence in the event of a disaster. Recovery time is greatly improved and is required for any BDR type service.	\$759.00	1	\$759.00
<b>3 Microsoft Licenses</b> Windows Server 2012 R2 (64-bit) \$900 Windows CAL (Client Access License) \$360 = (Qty. 10 x \$36)	\$1,500.00	1	\$1,500.00
<b>4 Server Migration</b> Migrate all server roles to new 2012 R2 Server as your 2003 server is no longer supported, move any data remaining on 2003 server, Install all programs	\$2,000.00	1	\$2,000.00
<b>5 Server Installation</b> Install and configure ESX software. Install new 2012 R2 server, promote to Domain Controller and configure DNS, DHCP, and all other server roles currently on 2003 Server.	\$800.00	1	\$800.00
<b>6 Workstation Setup</b> Migrate PCs to new domain and move any printers or programs that are pointed to the old server	\$115.00	4	\$460.00
<b>7 Backup &amp; Disaster Recovery - Setup</b> Install NAS on network, configure BDR service to one of the Iowa Solutions' Datacenters for nightly backup	\$1,000.00	1	\$1,000.00
<b>8 Travel</b>	\$30.00	2	\$60.00

Recurring Items	Price	Qty	Extended
9 Backup & Disaster Recovery	\$250.00	1	\$250.00
Provide a complete disaster and recovery solution by completing an off-site backup of server with all data			
Eliminates need to maintain local backup software, and swap tapes or hard drives			
Please note we would need to upgrade our internet to something faster before we would be able to provide this service			
Monthly Service			

**One Time Items: \$10,829.00**

**Recurring Items: \$250.00**

**Sales Tax: \$0.00**

**Combined Total: \$11,079.00**

**To accept this proposal:**

Please call Eric Anderson at 319-378-3778 (Ext 107), or send an email to [eric@iowasolutions.com](mailto:eric@iowasolutions.com). This proposal is valid for 30 days. After Friday, October 03, 2014, please contact Eric to request updated pricing.