



HSB Solutions, Inc.
P.O. Box 631
Rancho Cordova, CA 95741
Phone (916) 369-7567
Fax (916) 369-0443

Pure Quote

[Pure MSRP Link \(Checked 09/14/2021\)](#)

*NOTE: Please scroll all the way to the bottom to find the "US Pricelist"

Date 07/18/2022
Expiration Date 09/16/2022
Quote # HSB 071822-002Shasta-Pure
Vendor Quote # Q-433875
Prepared by Chad Hodges (chodges@hsbs-inc.com)
(916) 549-8876
Account Executive Chad Hodges (chodges@hsbs-inc.com)
(916) 549-8876
Contract # 1-19-70-19Q-1
FEIN# 27-1959419
CA Sellers Permit # 102-085021
Payment Terms Net 45
CA DVBE # 1252940

Quote To:
County of Shasta
Michael Johnson
1450 Court St, Suite 124, Redding, CA, 96001
mjohnson@co.shasta.ca.us
530-245-7570

SB/DVBE Percentage: 100%

| Segment ID# | Proprietary Service | Mfg Part # | SKU | Hardware | QTY | OEM MSRP List Price | Discount | Unit Price | Extension | Dept. Requested OEM Services (HSB To Complete) | Department Review (line item/page of MSRP) (Agency to Complete) |
|------------------------------|---------------------|--|--|--|-----|---------------------|----------|--------------|---------------------------|--|---|
| Prod Expansion | | | | | | | | | | | |
| Q1-20 (AFA Block) | N/A | Trade-Up,6/12TB-SH FOR 22TB-DFMDP | Trade-Up,6/12TB-SH FOR 22TB-DFMDP | Trade-up 6TB or 12TB Shelf for 22TB DFM Datapack | 1 | \$ 142,500.00 | 59.00% | \$ 58,425.00 | \$ 58,425.00 | N/A | |
| Installation Services | | | | | | | | | | | |
| Q1-23 (AFA Block) | Yes | PS-CAP-CONSOLIDATION-1-SHELF | PS-CAP-CONSOLIDATION-1-SHELF | Removal of Existing Shelf | 1 | \$ 3,500.00 | 35.00% | \$ 2,275.00 | \$ 2,275.00 | N/A | |
| Warranty/Support | | | | | | | | | | | |
| Q1-25 (AFA Block) | Yes | Trade-Up,6/12TB-SH FOR 22TB-DFMDP 1MO,ADV,GOLD | Trade-Up,6/12TB-SH FOR 22TB-DFMDP 1MO,ADV,GOLD | Trade-Up,6/12TB-SH FOR 22TB-DFMDP 1 Month Evergreen Gold Subscription, NBD Delivery, 24/7 Support. Upgrade SKU only covers differential cost; active, cotermned base support contract required. | 12 | \$ 544.00 | 5% | \$ 516.80 | \$ 6,201.60 | N/A | |
| DR FAX20R3 22/0 | | | | | | | | | | | |
| Q1-20 (AFA Block) | N/A | FA-X20R3-FC-22TB-22/0-EMEZZ | FA-X20R3-FC-22TB-22/0-EMEZZ | Pure Storage FlashArray X20R3-FC-22TB-22/0-EMEZZ | 1 | \$ 164,070.00 | 59.00% | \$ 67,268.70 | \$ 67,268.70 | N/A | |
| Q1-20 (AFA Block) | N/A | FA-XR2-CNTRL-FC16 2-Port ADD | FA-XR2-CNTRL-FC16 2-Port ADD | FA-XR2-CNTRLFC16 2-Port ADD ON Factory install | 2 | \$ 3,100.00 | 59.00% | \$ 1,271.00 | \$ 2,542.00 | N/A | |
| Warranty/Support | | | | | | | | | | | |
| Q1-25 (AFA Block) | Yes | FA-X20R3-22TB 1MO,ADV,GOLD | FA-X20R3-22TB 1MO,ADV,GOLD | FA-X20R3-22TB 1 Month Evergreen Gold Subscription, NBD Delivery, 24/7 Support | 36 | \$ 1,239.00 | 5% | \$ 1,177.05 | \$ 42,373.80 | N/A | |
| Group 3 | | | | | | | | | | | |
| Installation Services | | | | | | | | | | | |
| Q1-20 (AFA Block) | N/A | PS-FLASHARRAY-REMOTE-INSTALL | PS-FLASHARRAY-REMOTE-INSTALL | FlashArray Remote Installation Service | 1 | \$ 2,100.00 | 35.00% | \$ 1,365.00 | \$ 1,365.00 | N/A | |
| Q1-25 (AFA Block) | Yes | PS-ActiveCluster-Advisory-Workshop | PS-ActiveCluster-Advisory-Workshop | A discovery and readiness assesment for ActiveCluster, to evaluate and ensure correct environment configuration for high-availability. Includes a discovery and advisory workshop, that asseses and validates the proposed/deployed solution and environment. Results in a ActiveCluster readiness report, detailing the findings and any recommendations to ensure best practices and operational standards are met. Does not include ActiveCluster install, deployment or testing. For more details please refer to the data sheet on Sales Central, or reach out to servicersalesdesk@purestorage.com | 1 | \$ 5,600.00 | 35% | \$ 3,640.00 | \$ 3,640.00 | N/A | |
| | | | | | | | | | Total (Before Tax) | \$ 184,091.10 | |
| | | | | | | | | | Tax Amount | \$ 9,297.09 | |
| | | | | | | | | | TOTAL QUOTE PRICE | \$ 193,388.19 | |