

RESPONDER INFORMATION

ORIGINAL

Responder MUST FILL IN APPROPRIATE SPACES AND BOXES BELOW.

Responder represents that he/she/it is one of the following (check appropriate):

- ☒ A regular dealer of the product(s) and/or service(s) quoted upon
☐ A manufacturer of the product(s) and/or service(s) quoted upon

Responder operates as:

- ☐ An Individual
☐ Partnership
☒ Corporation, incorporated in the State of:
☐ Other entity (specify):

Responder agrees to provide the requested service(s) and/or product(s) on the terms and conditions stated in the Offer for ____ days following the deadline for receipt of Offer.

Quest Media & Supplies

COMPANY NAME

Justin Trammell

CONTACT NAME

9000 Foothills Blvd

STREET ADDRESS

Roseville

CITY

CA

STATE

95747

ZIP CODE

916-338-7070

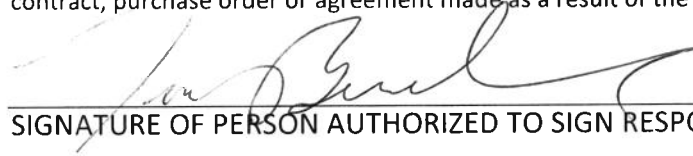
PHONE NUMBER

FAX NUMBER

Justin_trammell@questsys.com

E-MAIL ADDRESS

By signing, Responder represents that he/she has the authority to authorize this Offer and to bind the party on whose behalf his/her execution is made, and certifies that all information provided on this form and contained within the Offer are true. Signer acknowledges that if the Offer contains any false statements, the County may declare any contract, purchase order or agreement made as a result of the Offer to be void.



SIGNATURE OF PERSON AUTHORIZED TO SIGN RESPONSE

Tim Burke – CEO & President

PRINT OR TYPE SIGNER'S NAME AND TITLES



PO Box 910
Roseville, CA 95678
Ph. 916.338.7070 | 800.376.4220
Fax. 916.338.3289

Quotation (Open)

Date

Jan 03, 2018 03:23 PM PST

Modified Date

Jan 03, 2018 03:36 PM PST

Doc #

180406 - rev 1 of 1

Description

Exagrid Appliance 5YR Support

SalesRep

Trammell, Justin
(P) 916-338-7857 ext. 7141

Customer Contact

Johnson, Michael
(P) (530) 245-7500
mjohnson@co.shasta.ca.us

Customer

Shasta County (8887)
Johnson, Michael
650 Court St Suite 400
Redding, CA 96001
United States

Bill To

Shasta County
Accounts, Payable
1450 Court Street
Suite 124
Redding, CA 96001
United States

Ship To

Shasta County
Receiving, IT Department
1450 Court Sreet
Suite 124
Redding, CA 96001
United States

Customer PO:**Terms:**

Undefined

Ship Via:

UPS Ground

Special Instructions:**Carrier Account #:**

#	Description	Part #	Tax	Qty	Unit Price	Total
1	Disk Capacity: Raw:152TB, Useable: 122TB, 61TB Full Backup. Disks are encrypted. Includes 2 10 Gigabit Add on Cards	EX61-GRID-SEC	Yes	1	\$52,650.00	\$52,650.00
2	EX32000E-SEC: Disk Capacity: Raw: 84 TB, Useable: 66 TB. 32 TB Full Backup. Includes 1 10 Gigabit Add on Card	EX-72TB-DB-SEC	Yes	1	\$29,250.00	\$29,250.00
3	EX-10GIG-SFPF-A: 10 Gigabit Ethernet Dual Port SFP+ Optical Option EX2000 Models Includes two qualified SFP+ short-range Modules.	EX2-10S-2PA	Yes	2	\$0.00	\$0.00
4	EX-10GIG-SFPF-A: 10 Gigabit Ethernet Dual Port SFP+ Optical models except EX2000 Includes two qualified SFP+ short-range Modules.	EX2-10S-2PA	Yes	1	\$1,170.00	\$1,170.00
5	5YR-S-M&S: Five year 5 x 8 Customer Support and product Maintenance	EX-5YR-MS-S	No	1	\$45,688.50	\$45,688.50

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The above quote is being provided per customer request. Quest has not evaluated the suitability or compatibility of the product within the Customer's technology environment. Similarly, Quest does not warrant that the functions of the product or software will meet Customer's requirements or that the product or software will operate in combination with other products selected by Customer or Customer use. Please be advised that many software and product manufacturers will not accept returns, which may affect your ability to return or exchange newly purchased products and software. Quest can provide, upon request, Professional Services to assist in determining suitability and compatibility of products or software within customer's technology environment. Shipping charges and taxes are estimated. All charges are subject to change without notice. Supply subject to availability. This quoted price includes an additional 3.5% discount for payment made in cash or check, not involving the use of a credit card. Payment made by credit card will waive this discount. Quotes are valid for 30 days and subject to verification of manufacturer's pricing at time of order.

Subtotal: \$128,758.50
Tax (7.250%): \$6,022.58
Shipping: \$600.00
Total: \$135,381.08

ExaGrid Disk-Based Backup and Veeam Backup & Replication

DATA SHEET

Gartner

ExaGrid Named "Visionary" in the 2015 Magic Quadrant for Disk Backup with Deduplication Appliances



Computer Technology Review Awards ExaGrid "Most Valuable Product (MVP) Award – 2015"



THE RETURN ON INVESTMENT AWARD

ExaGrid Receives Network Computing "Return on Investment Award – 2015"



"Best-in-Class" Disk Backup Solution in Under \$50k and "Recommended" in Under \$100k
2014 Buyer's Guide Reports



ExaGrid Wins "Disk Based Product of the Year: Small/Mid-range - 2014"



InfoWorld.com Awards ExaGrid "Technology of the Year - 2013"

Simple, Quick and Cost-Effective Disk-Based Backup

The partnership between ExaGrid and Veeam® Software provides a cost-effective disk-based backup solution that maximizes data reduction and scales to meet the needs of demanding enterprise environments.

Faster Backups, More Efficient Data Storage, and Better DR Protection

The combination of ExaGrid's and Veeam's industry-leading virtual server data protection solutions allows customers to utilize Veeam Backup & Replication™ in VMware vSphere and Microsoft Hyper-V virtual environments on ExaGrid's disk-based backup system with data deduplication. This combination provides fast backups and efficient data storage as well as replication to an offsite location for disaster recovery.

The ExaGrid system fully leverages Veeam Backup & Replication's built-in backup-to-disk capabilities and ExaGrid's zone-level data deduplication for additional data and cost reduction over standard disk solutions. Customers can use Veeam Backup & Replication's built-in source-side deduplication in concert with ExaGrid's disk-based backup system with zone-level deduplication to further shrink backups.

The ExaGrid-Veeam Accelerated Data Mover integrated with ExaGrid appliances allows all backups, restores, and recoveries to complete faster. The Veeam backup server more efficiently interoperates with its own Veeam data mover using optimized Veeam communications versus generic CIFS. In addition, the entire synthetic full operation occurs on the ExaGrid appliance, eliminating the need to move data between the Veeam backup server and backup storage, which greatly reduces the time to complete a synthetic full.

Customers can perform replication of backups to offsite storage for disaster recovery purposes without sacrificing performance of critical backup and recovery features. By combining the power and performance of Veeam-based VMware vSphere and Microsoft Hyper-V virtual machine backups with the ExaGrid appliance, customers can achieve backup and disaster recovery goals quickly and easily.

Veeam Instant VM Recovery from an ExaGrid Backup Appliance

ExaGrid and Veeam also offer the ability to instantly recover a VMware virtual machine by running it directly from the ExaGrid appliance in the event of a primary storage outage or other issue that causes the primary storage VM to become unavailable. This is possible because of ExaGrid's "landing zone" – a high-speed cache on the ExaGrid appliance that retains the most recent backups in complete form. Using Veeam's Instant VM Recovery, ExaGrid and Veeam customers can run the VMware virtual machine directly from the backup on the ExaGrid appliance. Once the primary storage environment has been brought back to a working state, the VM running on the ExaGrid appliance can then be migrated to primary storage for continued operation.

Scalability That Meets Your Business Needs

ExaGrid's unique approach to disk-based backup delivers unparalleled performance and scalability without requiring costly "forklift" upgrades as data grows. As your data grows,

VEEAM
IT JUST WORKS!™

EXAGRID®

ExaGrid Disk-Based Backup and Veeam Backup & Replication

ExaGrid's scalable architecture enables you to simply plug in additional ExaGrid appliances to create a larger virtual pool of storage rather than a series of isolated boxes. Performance scales with data growth since processing power, memory, and bandwidth are added along with storage capacity, and data loads are automatically balanced across all servers.

Getting Started

Veeam Backup & Replication users can set up and have their first backup running on the ExaGrid in a single morning.

It's a simple three-step process to point Veeam Backup & Replication backups to ExaGrid's "plug-and-play" disk-based backup system:

Step 1: Turn It On

ExaGrid is an appliance. No loading software, no complicated assembly. Simply unpack it, rack it, and turn it on.

Step 2: Point and Click to Create a Share

Create share(s) on the ExaGrid system for Veeam Backup & Replication using ExaGrid's simple web interface. No installation or lengthy configuration process is required.

Step 3: Create or Redirect Backup Jobs

Using Veeam Backup & Replication, you can easily define the path to the ExaGrid appliance.

Built for Virtualization: Veeam Backup & Replication

Veeam Backup & Replication provides fast, flexible, and reliable recovery of virtualized applications and data for both VMware vSphere and Microsoft Hyper-V. Unifying backup and replication in a single solution and leveraging virtualization to its fullest, Veeam Backup & Replication enhances data protection and disaster recovery for more than 145,000 customers and protects millions of virtual machines (VMs) across the globe. Veeam provides the most comprehensive protection for your virtual environment. By offering backup

and replication in a single solution, you can have the flexibility to meet different recovery objectives for VMs. Benefits of this virtualization-specific solution include:

Multi-Hypervisor Support: Protect all VMware vSphere and Microsoft Hyper-V VMs with a single product from a single console, minimizing cost and complexity.

ExaGrid-Veeam Accelerated Data Mover: Takes previous full and incremental backups to make a new full backup recovery point without placing demands on primary storage and the network. The ExaGrid-Veeam Accelerated Data Mover integrated with ExaGrid appliances allows all backups, restores, and recoveries to complete faster. The Veeam backup server more efficiently interoperates with its own Veeam data mover using optimized Veeam communications versus generic CIFS. The entire synthetic full operation occurs on the ExaGrid appliance, eliminating the need to move data between the Veeam backup server and backup storage.

Instant VM Recovery: Run a virtual machine directly from a backup file. This eliminates the need to extract the backup and copy it to production storage – you simply start the VM from the backup. So if a VM goes down, you can restart it on the ExaGrid in a matter of minutes.

U-AIR (Universal Application-Item Recovery): Enables quick recovery of individual objects from any virtualized application on any OS for VMs. It's a brand-new solution to the age-old problem of what to do when users accidentally delete important emails or scripts incorrectly update records.

SureBackup Recovery Verification: Enables you to verify the recoverability of your vSphere backups – not just a few selected backups, but EVERY backup, of EVERY virtual machine, EVERY time. You no longer have to settle for backups that "might work" or "should work" – instead, you can rest easy knowing that your backups actually do work.

Universal File-Level Recovery: Quickly recover an entire VM or an individual file from the same image-level backup. Veeam instant file-level recovery enables you to restore individual files from your backups and replicas in seconds.

Register for a free 60-day trial of Veeam Backup & Replication courtesy of ExaGrid at www.veeam.com/exagrid_and_veeam.

United States: 2000 West Park Drive | Westborough, MA 01581 | (800) 868-6985

United Kingdom: 200 Brook Drive | Green Park, Reading, Berkshire RG2 6UB | +44 (0) 1189 497 051

Singapore: 1 Raffles Place, #20-61 | One Raffles Place Tower 2 | 048616 | +65 6285 0302

EXAGRID

www.exagrid.com

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