Carahsoft Expands Support for GSA’s Category Management Initiatives With the Addition of Dell EMC VxRail Starter Kit Solutions to Its GSA Schedule 70 Contract

Solution Provided By:

Carahsoft Confidential & Proprietary
The Dell EMC VxRail™ Appliance, jointly developed by Dell EMC and VMware, is the only fully integrated, pre-configured, and tested hyper-converged infrastructure (HCI) appliance and is a fundamental building block of the modern data center. VxRail provides existing VMware customers an experience with which they are already familiar and is available in either hybrid or flash storage configurations to meet mission needs of all clients.

Carahsoft has recently added Dell EMC VxRail to its GSA Schedule 70 contract. Federal agencies will now be able to leverage Dell EMC VxRail to address compliance requirements around the Federal Data Center Consolidation Initiative (FDCCI) and the Federal Information Technology Acquisition Reform Act (FITARA), including the Automation of Infrastructure Management initiative underneath FITARA. This is the sixth Category Management award Carahsoft has received from GSA.

As an initiative of the federal government to improve the procurement process by purchasing like a single enterprise, Category Management is an approach that enables the government to eliminate redundancies, increase efficiency, and deliver more value from acquisitions. To enable federal agencies to evaluate VxRail, the Dell EMC Category Management offer includes a one-time pilot discount. One Sub-Agency within each Parent Agency is eligible to acquire a VxRail Starter Kit Pilot Solution. Each Pilot SKU will have a one-time discount applied. Pilot pricing is limited to a quantity of one configuration per Parent Level Agency. Every purchase after the initial pilot phase will be priced at the GSA Start Kit level.

The VxRail Starter Kits allow you to start small and grow on demand by serving as a building block for your infrastructure needs and a path to a SDDC. This proposal describes VxRail Starter Kits designed for the most common use cases, ranging from small to large deployments for each of our appliances. Please review the specifications below and reach out to your Dell EMC account executive if there are any further questions.

Both versions come loaded with the following additional software capabilities at no additional charge:

- **RecoverPoint for VMs** provides replication, data protection, and advanced disaster recovery.
- **VMware vSphere Data Protection (VDP)** is a backup and recovery solution designed for vSphere environments.
  - It is powered by Dell EMC Avamar and provides agentless, image-level virtual-machine backups to disk.
- **EMC CloudArray** seamlessly extends storage capacity from the appliance, with scalable cloud-based storage to the public cloud.
  - Commercial or FedRAMP certified cloud service provider partners available upon request.

**Key Capabilities:**

- **Accelerate with automation** – Cost-saving by automating more than 200 tasks and increasing operational efficiency by spending less time on software and hardware life-cycle management.
- **Flexibility and Choice** – Flexible configuration with purpose-built appliances that are designed to address any use case, including big data, analytics, 2D/3D visualization, or mixed workload virtualized applications.
- **Single Support Channel** - One number to call for hardware and software support.
- **VMware Validated Design (VVD)** – More easily architect, implement, and operate a complete SDDC faster and with less risk.
Dell EMC VxRail
Hyper Converged Appliance

VxRail Starter Kits – E-Series

E Series – Entry level, cost-effective IaaS appliances for small or remote site (tactical or expeditionary) deployments. Low-profile with one node per 1U chassis. Available in all-flash or hybrid configurations.

<table>
<thead>
<tr>
<th>Name</th>
<th>Number of Nodes</th>
<th>Appliance Model</th>
<th>Disk Type</th>
<th>Total Cores</th>
<th>Total Memory (GB)</th>
<th>Raw Storage (TB)</th>
<th>Useable Storage (TB)</th>
<th># of VMs</th>
<th>Use Case</th>
<th>Estimated Pricing</th>
</tr>
</thead>
<tbody>
<tr>
<td>E-Series Small</td>
<td>4</td>
<td>E560</td>
<td>Hybrid</td>
<td>32</td>
<td>384</td>
<td>14.4</td>
<td>7.2</td>
<td>72</td>
<td>SMB, ROBO</td>
<td>$72,678.60</td>
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<tr>
<td>E-Series Large</td>
<td>4</td>
<td>E460F</td>
<td>All Flash</td>
<td>128</td>
<td>1536</td>
<td>30</td>
<td>17.25</td>
<td>168</td>
<td>VDI, Cloud, High Performance DB</td>
<td>$197,805.00</td>
</tr>
</tbody>
</table>

Per Node Specifications

<table>
<thead>
<tr>
<th>Processor Options</th>
<th>RAM</th>
<th>Network Options</th>
<th>Use Case Estimated Pricing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single or Dual socket, up to 20 cores/CPU</td>
<td>Up to 3,072 GB RAM</td>
<td>4 x 10 GbE 4 x 1 GbE Optional: Up to 6 x 10 GbE</td>
<td>10 x 12G SAS Drive Slots (2.5”) Max Capacity: 30.7 TB SSD or 16 TB HDD</td>
</tr>
</tbody>
</table>

- VM sizing assumes a VM is 2vCPU, 4 GB RAM, 60 GB VMDK, 4vCPU/Core, FTT=1
- Bundles inclusive of 36 month Enhanced Support (24x7xNDB), 36 month Parts Retention
- Customer may use existing VMware ELA; VMware vSphere licensing excluded
- All Flash Configurations requires 10 GbE (SFP+ or RJ45); please specify network connection type when ordering
- PS & Implementation costs estimated for remote configuration; PS for customers requiring onsite configuration (cleared resources, inaccessible networks, etc) requires custom scoped services
- 5 RecoverPoint for VM licenses per appliance included

Entry Level
VxRail Starter Kits – V-Series

**V-Series** – VDI-optimized graphics ready appliances with support for up to 2 graphics accelerators for specialized use cases such as high-end 2D/3D visualization. Each appliance has one node per 2U chassis. Available in all-flash or hybrid configurations. The V-Series contains the capability to add up to 2 PCIe GPUs.

<table>
<thead>
<tr>
<th>Name</th>
<th>Number of Nodes</th>
<th>Appliance Model</th>
<th>Disk Type</th>
<th>Total Cores</th>
<th>Total Memory (GB)</th>
<th>Raw Storage (TB)</th>
<th>Useable Storage (TB)</th>
<th># of VMs</th>
<th>Use Case</th>
<th>Estimated Pricing</th>
</tr>
</thead>
<tbody>
<tr>
<td>V-Series Small</td>
<td>4</td>
<td>S570</td>
<td>Hybrid</td>
<td>160</td>
<td>768</td>
<td>14.4</td>
<td>7.2</td>
<td>150</td>
<td>SMB, ROBO</td>
<td>$156,035.28</td>
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<tr>
<td>V-Series Large</td>
<td>4</td>
<td>S570F</td>
<td>All Flash</td>
<td>144</td>
<td>1536</td>
<td>30.8</td>
<td>17.25</td>
<td>200</td>
<td>VDI, Cloud, High Performance DB</td>
<td>$211,154.40</td>
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</table>

**Per Node Specifications**

<table>
<thead>
<tr>
<th>Processor Options</th>
<th>RAM</th>
<th>Network Options</th>
<th>Use Case Estimated Pricing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dual socket only, up to 20 cores/CPU</td>
<td>Up to 3,072 GB RAM</td>
<td>4 x 10 GbE Optional: Up to 6 x 10 GbE</td>
<td>16 x 12G SAS Drive Slots (2.5&quot;) Max Capacity: 46 TB SSD or 24 TB HDD</td>
</tr>
</tbody>
</table>

- VM sizing assumes a VM is 2vCPU, 4 GB RAM, 60 GB VMDK, 4vCPU/Core, FTT=1
- Bundles inclusive of 36 month Enhanced Support (24x7xNDB), 36 month Parts Retention
- Customer may use existing VMware ELA, VMware vSphere licensing excluded
- All Flash Configurations require 10 GbE (SFP+ or RJ45); please specify network connection type when ordering
- PS & Implementation costs estimated for remote configuration; PS for customers requiring onsite configuration (cleared resources, inaccessible networks, etc) requires custom scoped services
- 5 RecoverPoint for VM licenses per appliance included
- Customers must obtain and configure GPU software and drivers
- vCPU requires vSphere Enterprise +

**VDI Optimized**
### VxRail Starter Kits – S-Series

**S-Series** – Storage dense appliances, capacity-optimized for demanding applications such as virtualized Microsoft SharePoint, Microsoft Exchange, big data, and analytics. Each appliance has one node per 2U chassis. Available in hybrid storage configurations only.

<table>
<thead>
<tr>
<th>Name</th>
<th>Number of Nodes</th>
<th>Appliance Model</th>
<th>Disk Type</th>
<th>Total Cores</th>
<th>Total Memory (GB)</th>
<th>Raw Storage (TB)</th>
<th>Useable Storage (TB)</th>
<th># of VMs</th>
<th>Use Case</th>
<th>Estimated Pricing</th>
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</thead>
<tbody>
<tr>
<td>S-Series Small</td>
<td>4</td>
<td>S570</td>
<td>Hybrid</td>
<td>24</td>
<td>384</td>
<td>48</td>
<td>24</td>
<td>48</td>
<td>SMB, ROBO</td>
<td>$86,553.60</td>
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<tr>
<td>S-Series Large</td>
<td>4</td>
<td>S570F</td>
<td>Hybrid</td>
<td>64</td>
<td>768</td>
<td>64</td>
<td>32</td>
<td>125</td>
<td>Cloud, Capacity</td>
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</tr>
</tbody>
</table>

### Per Node Specifications

- **Processor Options**: Single dual socket, up to 18 cores/CPU
- **RAM**: Up to 1,536 GB RAM
- **Network Options**: 4 x 10 GbE, 4 x 1 GbE Optional: Up to 6 x 10 GbE
- **Drives**: 12 x 3.5” + 2 x 2.5” 12G SAS Drive Slots (2.5”) Max Capacity: 48 TB HDD

- VM sizing assumes a VM is 2vCPU, 4 GB RAM, 60 GB VMDK, 4vCPU/Core, FTT=1
- Bundles inclusive of 36 month Enhanced Support (24x7xNDB), 36 month Parts Retention
- Customer may use existing VMware ELA, VMware vSphere licensing excluded
- All Flash Configurations requires 10 GbE (SFP+ or RJ45); please specify network connection type when ordering
- PS & Implementation costs estimated for remote configuration; PS for customers requiring onsite configuration (cleared resources, inaccessible networks, etc) requires custom scoped services
- 5 RecoverPoint for VM licenses per appliance included

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**Capacity Optimized**
Dell EMC VxRail
Hyper Converged Appliance

VxRail Starter Kits – P-Series

**P-Series** – Storage dense appliances capacity-optimized for demanding applications such as virtualized Microsoft SharePoint, Microsoft Exchange, big data, and analytics. Each appliance has one node per 2U chassis. Available in hybrid configurations only.

<table>
<thead>
<tr>
<th>Name</th>
<th>Number of Nodes</th>
<th>Appliance Model</th>
<th>Disk Type</th>
<th>Total Cores</th>
<th>Total Memory (GB)</th>
<th>Raw Storage (TB)</th>
<th>Useable Storage (TB)</th>
<th># of VMs</th>
<th>Use Case</th>
<th>Estimated Pricing</th>
</tr>
</thead>
<tbody>
<tr>
<td>P-Series Small</td>
<td>4</td>
<td>S570</td>
<td>Hybrid</td>
<td>32</td>
<td>768</td>
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<td>7.2</td>
<td>64</td>
<td>SMB, ROBO</td>
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<tr>
<td>P-Series Large</td>
<td>4</td>
<td>S570F</td>
<td>All Flash</td>
<td>144</td>
<td>1536</td>
<td>46.8</td>
<td>23.4</td>
<td>178</td>
<td>VDI, Cloud, High Performance DB</td>
<td>$224,852.40</td>
</tr>
</tbody>
</table>

**Per Node Specifications**

<table>
<thead>
<tr>
<th>Processor Options</th>
<th>RAM</th>
<th>Network Options</th>
<th>Drives</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dual socket, up to 22 cores/ CPU</td>
<td>Up to 1,536 GB RAM</td>
<td>4 x 10 GbE Optional: Up to 6 x 10 GbE</td>
<td>16 x 12G SAS Drive Slots (2.5&quot;) Max Capacity: 24 TB HDD</td>
</tr>
</tbody>
</table>

- VM sizing assumes a VM is 2vCPU, 4 GB RAM, 60 GB VMDK, 4vCPU/Core, FTT=1
- Bundles inclusive of 36 month Enhanced Support (24x7xNDB), 36 month Parts Retention
- Customer may use existing VMware ELA, VMware vSphere licensing excluded
- All Flash Configurations requires 10 GbE (SFP+ or RJ45); please specify network connection type when ordering
- PS & Implementation costs estimated for remote configuration; PS for customers requiring onsite configuration (cleared resources, inaccessible networks, etc) requires custom scoped services
- 5 RecoverPoint for VM licenses per appliance included

**Performance Optimized**