

Exhibit A

CUSTOMER QUOTATION

HITACHI
Inspire the Next

To: **City of Duluth**
Karla Culhane
411 W. 1ST Street
Room 210A
Duluth, MN 55802
United States

Hitachi Data Systems
500 Park Blvd Ste 300
Itasca, IL 60143-3167
United States
Order Email:
HDSOrders@hds.com

Thank you for this opportunity to supply you with an official quotation for Hitachi Data Systems storage solutions and services. If you have questions in respect of this quote, whether technical or price related, please do not hesitate to contact your Hitachi Data Systems Account Manager, Michael Rettke, on telephone +1 763-370-9850.

Quote Reference

Quote Number: 10028243-3
Quote Name: City of Duluth - VMP 150

Quote Date: 01-13-2016
Quote Expiry Date: 02-10-2016

Master Agreement: CITYDULUTH092015

Quote Totals Overview *(All prices in this document are in USD)*

Products	Price
Hardware	75,488.30
1 x Brocade Platform Sales	
2 x Server For Solutions	
1 x Cable Product Sales	
1 x VSP G Unified Platform	
Hardware Installation	3,750.00
Hardware Maintenance	16,580.16
Software	16,786.54
Software Support	12,044.52
Professional Services	9,340.60
Total Price (exclusive of taxes)	133,990.12

Order Information

Please include the Hitachi Data Systems Quote Number on your Purchase Order and send your Purchase Order to the Hitachi Data Systems postal or email address listed above. The governing terms and conditions of this Quote and any resulting transaction shall be as stated under Note 1 in the note section.

Exhibit A

Customer Name: City of Duluth
Quote Number: 10028243-3
Quote Name: City of Duluth - VMP 150

Quote Date: 01-13-2016
Quote Expiry Date: 02-10-2016

Quote Summary

All Prices Quoted in USD

Ship To: City of Duluth
Greg Guerrero
411 W. 1ST Street
Room 210A
Duluth, MN 55802
United States

Install At: City of Duluth
Greg Guerrero
411 W. 1ST Street
Room 210A
Duluth, MN 55802
United States

Item 1: VSP G Unified Platform

Specification	Single Configuration Measures	Qty
Capacity:	64GB Cache Memory (16GB Modules)	
	174.517TB Raw Storage	1
	149.473TB Useable (Base 10)	1
	135.945TB Useable (Base2)	1
Raid Groups:	400GB SFF SSD RAID 5 4D+1P Array Group	1
	1.575TB Usable (Base10) 1.433TB Usable (Base2)	
	600GB 15K SFF HDD RAID 6 12D+2P Array Group	1
	6.917TB Usable (Base10) 6.291TB Usable (Base2)	
Spare Drives:	6TB LFF HDD DB60 RAID 6 12D+2P Array Group	2
	140.981TB Usable (Base10) 128.222TB Usable (Base2)	
	400GB (12Gbps) SSD Spare (2.5")	1
	600GB(15K) Spare Drive (2.5")	1
Chassis:	6TB(7.2K) DB60 Spare Drive (3.5")	2
	Drive Chassis - Dense (Supports 60 x LFF Drives)	1
Connectivity:	Number of 8Gbps Fibre Channel Ports Required	1
	VSP G200 Host I/O Module FC 8Gbps 4port	2
Power Type:	Power Cable 250VAC 10A IEC320-C14	5
SW Licenses:	VSP G200 - SVOS - Frame License	1
	VSP G200 - Hitachi Data Mobility - Frame License	1

Exhibit A

Customer Name: City of Duluth
Quote Number: 10028243-3
Quote Name: City of Duluth - VMP 150

Quote Date: 01-13-2016
Quote Expiry Date: 02-10-2016

Quote Summary

All Prices Quoted in USD

Class	Product	Support per System	Qty	List Price	Discount from List	Extended Price
HW	VSP G200 Product Unified (FC/iSCSI)		1	84,228.00	39.24%	51,178.54
	Hardware Support	Term: 36 Months		9,378.00	0.00%	9,378.00
	<i>Support Renewal per month = 628.58</i>	Level: Standard				
	Hardware Installation			1,250.00	0.00%	1,250.00
SW	VSP G200 Software Sales		1	10,400.00	48.00%	5,408.00
	Software Support	Term: 36 Months		5,616.00	48.00%	2,920.32
	<i>Support Renewal per month = 81.11</i>	Level: Remote Software Support				
SW	Hitachi Data Instance Director Software Sales		1	0.00	0.00%	0.00
	Software Support	Term: 36 Months		0.00	0.00%	0.00
	<i>Support Renewal per month = 0.00</i>	Level: Remote Software Support				
Sub-Total Item 1						70,134.86

Exhibit A

Customer Name: City of Duluth
Quote Number: 10028243-3
Quote Name: City of Duluth - VMP 150

Quote Date: 01-13-2016
Quote Expiry Date: 02-10-2016

Quote Summary

All Prices Quoted in USD

Ship To:	City of Duluth Greg Guerrero 411 W. 1ST Street Room 210A Duluth, MN 55802 United States	Install At:	City of Duluth Greg Guerrero 411 W. 1ST Street Room 210A Duluth, MN 55802 United States
-----------------	--	--------------------	--

Item 2: D51B-2U

Class	Product	Support per System	Qty	List Price	Discount from List	Extended Price
HW	Server for Solutions Single-Node D51B-2U Product Sales		2	51,845.04	65.00%	18,145.76
	Hardware Support	Term: 36 Months		4,479.84	0.00%	4,479.84
	Support Renewal per month = 124.44	Level: Standard				
	Hardware Installation			1,500.00	0.00%	1,500.00
Sub-Total Item 2						24,845.60

Exhibit A

Customer Name: City of Duluth
Quote Number: 10028243-3
Quote Name: City of Duluth - VMP 150

Quote Date: 01-13-2016
Quote Expiry Date: 02-10-2016

Quote Summary

All Prices Quoted in USD

Ship To: City of Duluth
Greg Guerrero
411 W. 1ST Street
Room 210A
Duluth, MN 55802
United States

Install At: City of Duluth
Greg Guerrero
411 W. 1ST Street
Room 210A
Duluth, MN 55802
United States

Item 3: Brocade Platform Sales

Specification	Single Configuration Measures	Qty
Model:	Brocade 320 switch w/8 active ports,FF,8 SWL 8Gb BR SFP	2

Class	Product	Support per System	Qty	List Price	Discount from List	Extended Price
3P HW	Brocade Hardware Sales		1	11,160.00	50.00%	5,580.00
	Hardware Support	Term: 36 Months		2,669.76	25.00%	2,002.32
	<i>Support Renewal per month = 74.16</i>	Level: Standard				
	Hardware Installation			1,000.00	0.00%	1,000.00

Sub-Total Item 3 **8,582.32**

Exhibit A

Customer Name: City of Duluth
Quote Number: 10028243-3
Quote Name: City of Duluth - VMP 150

Quote Date: 01-13-2016
Quote Expiry Date: 02-10-2016

Quote Summary

All Prices Quoted in USD

Ship To: City of Duluth
Greg Guerrero
411 W. 1ST Street
Room 210A
Duluth, MN 55802
United States

Install At: City of Duluth
Greg Guerrero
411 W. 1ST Street
Room 210A
Duluth, MN 55802
United States

Item 4: Pricing Reserve for 2x MS Windows Server 2012 licenses

Specification **Single Configuration Measures** **Qty**

Notices: Items that are not GA are selected

Class	Product	Support per System	Qty	List Price	Discount from List	Extended Price
3P SW	Other Equipment - Windows Server 2012 Standard		1	0.00	0.00%	2,403.54
	Software Support	Term: 0 Months		0.00	0.00%	0.00
	Support Renewal per month = na	Level:na				

Sub-Total Item 4 **2,403.54**

Exhibit A

Customer Name: City of Duluth
Quote Number: 10028243-3
Quote Name: City of Duluth - VMP 150

Quote Date: 01-13-2016
Quote Expiry Date: 02-10-2016

Quote Summary

All Prices Quoted in USD

Ship To:
City of Duluth
Greg Guerrero
411 W. 1ST Street
Room 210A
Duluth, MN 55802
United States

Install At:
City of Duluth
Greg Guerrero
411 W. 1ST Street
Room 210A
Duluth, MN 55802
United States

Item 5: Professional Service Sales

Class	Product	Support per System	Qty	List Price	Discount from List	Extended Price
PS	Professional Services SVC Hitachi Visualization Implementation	n/a	1	0.00	0.00%	9,340.60

Sub-Total Item 5

9,340.60

Exhibit A

Customer Name: City of Duluth
Quote Number: 10028243-3
Quote Name: City of Duluth - VMP 150

Quote Date: 01-13-2016
Quote Expiry Date: 02-10-2016

Quote Summary

All Prices Quoted in USD

Ship To: City of Duluth
Greg Guerrero
411 W. 1ST Street
Room 210A
Duluth, MN 55802
United States

Install At: City of Duluth
Greg Guerrero
411 W. 1ST Street
Room 210A
Duluth, MN 55802
United States

Item 6: Storage Cable

Class	Product	Support per System	Qty	List Price	Discount from List	Extended Price
HW	IO Cables		1	584.00	0.00%	584.00
	Hardware Support	Term: 0 Months		0.00	0.00%	0.00
	Support Renewal per month = 0.00	Level:				
	Hardware Installation			0.00	0.00%	0.00
Sub-Total Item 6						584.00

Exhibit A

Customer Name: City of Duluth
Quote Number: 10028243-3
Quote Name: City of Duluth - VMP 150

Quote Date: 01-13-2016
Quote Expiry Date: 02-10-2016

Quote Summary

All Prices Quoted in USD

Ship To: City of Duluth
Greg Guerrero
411 W. 1ST Street
Room 210A
Duluth, MN 55802
United States

Install At: City of Duluth
Greg Guerrero
411 W. 1ST Street
Room 210A
Duluth, MN 55802
United States

Item 8: Unified Compute Platform

Upgrade SN: DuluthVM

Class	Product	Support per System	Qty	List Price	Discount from List	Extended Price
3P SW	VMware Software Sales		1	8,975.00	0.00%	8,975.00
	Software Support	Term: 36 Months		9,124.20	0.00%	9,124.20
	<i>Support Renewal per month = 253.46</i>	Level: Remote Software Support				
Sub-Total Item 8						18,099.20

Exhibit A

Customer Name: City of Duluth
Quote Number: 10028243-3
Quote Name: City of Duluth - VMP 150

Quote Date: 01-13-2016
Quote Expiry Date: 02-10-2016

Quote Summary

All Prices Quoted in USD

Notes

UNLESS YOUR CURRENT MASTER AGREEMENT WITH HITACHI DATA SYSTEMS (HDS) SPECIFICALLY STATES OTHERWISE, THEN THE FOLLOWING WILL APPLY:

- This quotation and any resulting transaction shall be subject to and governed by the terms and conditions of the Master Agreement "Master Agreement" between HDS and Customer. If HDS and Customer have entered into an Agreement and the number has been omitted, then the most current, active agreement between HDS and Customer shall govern this quote and any resulting transaction. If no agreement exists between HDS and Customer, then the terms of HDS' standard DPA located at <http://www.hds.com/corporate/legal/index.html> shall govern this quote and any resulting transaction.
- If the Software Support Term is greater than 12 months, then HDS will consider the first 12 months as the initial Support Term and any remaining months prepaid towards the renewal period. The Customer has the option to renew at the monthly "Support Renewal Amount" stated above for the same term as the initial Support Term. NOTWITHSTANDING A PROVISION IN A SALES OR PURCHASE AGREEMENT OR CUSTOMER'S PURCHASE ORDER STATING OTHERWISE, BY SIGNING THIS QUOTATION OR ISSUING A PURCHASE ORDER REFERENCING THIS QUOTATION, THE CUSTOMER AGREES THAT: the initial Support Term is non-cancellable and non-refundable. The Customer shall be entitled to terminate for convenience the software support by giving three months prior written notice effective no sooner than the end of the Initial Support Term. Where such prepaid software support is terminated in this manner, HDS will credit the Customer a sum equal to the agreed monthly renewal rate multiplied by the number of months cancelled from the effective date of termination. After the expiration of the Initial Support Term, if customer has not prepaid for Software support during the Renewal Support Term, customer has the option to renew such support at the Support Renewal Amount stated above for the same term as the Initial Support Term.
- Support Term commences upon delivery, unless otherwise specified in the terms of the referenced Master Agreement in force between HDS and Customer.
- EVEN IF A SALES OR PURCHASE AGREEMENT BETWEEN US WITH DIFFERENT TERMS EXISTS AND NOTWITHSTANDING ANYTHING TO THE CONTRARY IN YOUR PURCHASE ORDER, BY SIGNING THIS QUOTATION OR ISSUING A PURCHASE ORDER REFERENCING THIS QUOTATION, YOU ACKNOWLEDGE AND AGREE THAT IN NORTH AMERICA THE DELIVERY TERMS GOVERNING ANY PRODUCT DESCRIBED IN THIS QUOTATION SHALL BE FCA (AS DEFINED IN INCOTERMS 2010) OUR PRODUCT DISTRIBUTION CENTER IN NORTH AMERICA AND TITLE AND RISK OF LOSS TO THE EQUIPMENT PASSES TO YOU UPON SUCH DELIVERY.
- Please refer to the HDS Terms & Conditions (WMS Terms) at <http://www.hds.com/corporate/legal/> for third party products not directly maintained by HDS. Warranty, maintenance and support for the Third Party Products may be delivered by the vendor including all the applicable terms and conditions. HDS will provide you with the relevant contact details to obtain support directly from the vendor, as applicable.

Exhibit A

Customer Name: City of Duluth
Quote Number: 10028243-3
Quote Name: City of Duluth - VMP 150

Quote Date: 01-13-2016
Quote Expiry Date: 02-10-2016

Bill of Materials

Item 1: VSP G Unified Platform

Hardware

VSP G200 Product Unified (FC/iSCSI)	Description	Product Status	Quantity
A34V-600-850-UNI.P	Universal rail kit		1
HDW2-F800-DB60.P	VSP G200 Drive Box (Dense)		1
HDW2-F800-4HF8.P	VSP G200 Host I/O Module FC 8Gbps 4port		2
043-100882-01.P	VSP G Microcode Kit		1
043-100883-01.P	VSP G Family Product Documentation Library		1
043-100884-01.P	VSP G HiTrack CD		1
WS-DS-512-C.P	Wrist strap, disposable, w/safety resistance w/clip		1
IP0663-15.P	LAN Crossover Cable 14'		3
FD221577-001.P	HDS SVP Bezel ASM (including brackets)		1
3919435-HDW2.P	VSP G200 SVP - Service Processor		1
3290517-001.P	Dummy drive for DB60		30
3282382-001.P	Dummy Drive for SFF (2U) Trays		3
HDW2-F800-CM16G.P	VSP G200 Cache Memory (16GB) DDR3 RDIMM		4
DW-F800-BM10.P	VSP G Cache Flash Memory Mid for S		2
043-100210-01.P	Power Cable 250VAC 10A IEC320-C14		3
DW800-CBSS.P	HM800-S Controller Box - SFF 2U x 24		1
DW-F800-CTLS.P	VSP G200 Controller		2
SX222021.P	Power Cable - 208/220V, 1m (3ft)		2
HDW2-F800-400MEM.P	VSP G200 400GB SFF Solid State Drive 12Gbps		6
HDW2-F800-600KGM.P	VSP G200 600GB 15K rpm SFF Disk Drive		15
HDW2-F800-6R0HLM.P	VSP G200 6TB 7.2K rpm LFF Disk Drive for DB60		30

Software

VSP G200 Software Sales	Description	Product Status	Quantity
044-236018-03.P	VSP G200 - SVOS - Frame License		1
044-236021-03.P	VSP G200 - Hitachi Data Mobility - Frame License		1
044-236018-01.P	VSP G200 - SVOS - Media Kit		1
044-236021-01.P	VSP G200 - Hitachi Data Mobility - Media Kit		1

Exhibit A

Customer Name: City of Duluth
Quote Number: 10028243-3
Quote Name: City of Duluth - VMP 150

Quote Date: 01-13-2016
Quote Expiry Date: 02-10-2016

Bill of Materials

Software

Hitachi Data Instance Director Software Sales	Description	Product Status	Quantity
044-230812-01.P	Hitachi Data Instance Director v5.2 (HDID) Media Kit		1
044-230813-03.P	HDID 1TB Free Host+Storage		2

Item 2: D51B-2U

Hardware

Server for Solutions Single- Node D51B-2U Product Sales	Description	Product Status	Quantity
043-100210-01-UL-S.P	Power Cable 250VAC 10A IEC320-C14		4
AJSR207UA00.P	Intel Xeon Processor E5-2620 v3 (6C 2.4GHz 85W)		4
ATR3GAGM513.P	16GB DDR4 2133MHz Memory Module		8
LPE12002-M8.P	Emulex HBA-8Gb dual PCI-express smart optics		4
ADPCI350000.P	Intel Quad Port GigE i350 Base-T PCI Card		2
1S2B0900016.P	D51B 2U 3.5in Bay Chassis		2
1HY9ZZZ029I.P	Heatsink CPU0/1		4
4AS2ZHT0000.P	3.5in HDD Canisters		24
1HY9ZZZ035V.P	LSI 3108 RAID Controller Mezzanine Card		2
1HY9ZZZ033Q.P	D51B Rear Cage SAS 12G (Left)		2
1HY7Z9Z000C.P	HDD SAS 300GB- 10000rpm- 2.5 inch (6Gb) - SFFR Kit		4

Exhibit A

Customer Name: City of Duluth
Quote Number: 10028243-3
Quote Name: City of Duluth - VMP 150

Quote Date: 01-13-2016
Quote Expiry Date: 02-10-2016

Bill of Materials

Item 3: Brocade Platform Sales

Hardware

Brocade Hardware Sales	Description	Product Status	Quantity
HD-320-0008.P	Brocade 320 switch w/8 active ports,FF,8 SWL 8Gb BR SFP		2

Item 4: Pricing Reserve for 2x MS Windows Server 2012 licenses

Software

Other Equipment - Software	Description	Product Status	Quantity
Windows software	Windows Server 2012 Standard		2

Item 5: Professional Service Sales

Professional Services

Professional Services	Description	Product Status	Quantity
051-100319-01.P	SVC Hitachi Visualization Implementation		1

Exhibit A

Customer Name: City of Duluth
Quote Number: 10028243-3
Quote Name: City of Duluth - VMP 150

Quote Date: 01-13-2016
Quote Expiry Date: 02-10-2016

Bill of Materials

Item 6: Storage Cable

Hardware

IO Cables	Description	Product Status	Quantity
JFFB3737003MFCI.P	50/125 LC/LC PLN 3M 2f round SB 10gig OM3		8

Item 8: Unified Compute Platform

Software

VMware Software Sales	Description	Product Status	Quantity
VCS6-STD-C.P	VMware vCenter Server 6 Standard for vSphere 6 (Per Instance)		1
VS6-STD-C.P	VMware vSphere 6 Standard for 1 processor		4