

RESOLUTION NO. 25-05-35

A RESOLUTION OF THE VILLAGE COUNCIL OF ISLAMORADA, VILLAGE OF ISLANDS, FLORIDA, APPROVING THE RENEWAL OF NUTANIX SOFTWARE LICENSING AND SUPPORT, INCLUDING THE NCI SECURITY ADD-ON, FROM SHI INTERNATIONAL CORP. ("SHI") FOR DISASTER RECOVERY AND BUSINESS CONTINUITY; AUTHORIZING THE VILLAGE MANAGER TO EXECUTE ALL NECESSARY DOCUMENTS; PROVIDING FOR IMPLEMENTATION; AND PROVIDING FOR AN EFFECTIVE DATE.

WHEREAS, on January 7, 2025, the Village Council adopted Resolution 25-01-03 authorizing an upgrade to the production Nutanix cluster and relocation of prior generation equipment to an off-site co location facility for disaster recovery and business continuity purposes; and

WHEREAS, the software licensing and support services for the repurposed disaster recovery ("DR") hardware will expire on July 26, 2025; and

WHEREAS, renewal of Nutanix software licensing and support, including a NCI Security add on for Data at Rest Encryption, which is necessary to maintain the Village's DR posture and the add-on is to satisfy cyber insurance requirements and FL state recommendations per § 501.171, Fla. Stat. – Florida Information Protection Act (FIPA) for data storage; and

WHEREAS, funds in the amount of \$38,408.22 for the three-year renewal are available in the FY 2024 2025 Information Technology operating budget, and additional funds in the amount of \$13,404.80 for the NCI Security add on are available in the Information Technology Capital Projects fund; and

WHEREAS, SHI's exclusive agreement with Nutanix, which guarantees the Village the lowest reseller pricing. As the vendor that originally introduced Nutanix to the Village, SHI is the only reseller able to offer competitive pricing, The IT Department asks that competitive bidding

for this project to be waived.

WHEREAS, the Village Council finds that this Resolution is in the best interest and welfare of the Village and its residents; and

NOW, THEREFORE, BE IT RESOLVED BY THE VILLAGE COUNCIL OF ISLAMORADA, VILLAGE OF ISLANDS, FLORIDA, AS FOLLOWS:

Section 1. Recitals. The above recitals are true and correct and incorporated into this Resolution by this reference.

Section 2. Approval of Renewal. The Village Council hereby approves the renewal of Nutanix software licensing and support services, including the NCI Security add on, from SHI International Corp. for a term of three (3) years, in a total amount not to exceed \$51,893.18.

Section 3. Authorization of Village Officials. The Village Manager and/or his/ designee and the Village Attorney are authorized to take all actions necessary to implement the terms and conditions of the purchase.

Section 4. Execution of Documents. The Village Manager and the Village Attorney are hereby authorized to execute any required documents on behalf of the Village and authorized to implement the terms and conditions of any documents necessary to effectuate the renewal and add-on.

Section 5. Authorization of Fund Expenditure. Notwithstanding the limitations imposed upon the Village Manager pursuant to the Village's Purchasing Procedures Ordinance, the Village Manager is authorized to expend budgeted funds to renew the Nutanix software license and service agreement with the addition of NCI Security add-on.

Section 6. **Waiver of Purchasing Provisions.** Pursuant to Sections 2-328(a) and (c) of the Village Code, the Village Council waives the standard purchasing requirements to allow renewal of the Nutanix subscription service for a three-year term without competitive selection.

Section 7. **Effective Date.** This Resolution shall take effect immediately upon adoption.
Motion to adopt by Don Horton, second by Anna Richards.

FINAL VOTE AT ADOPTION

VILLAGE COUNCIL OF ISLAMORADA, VILLAGE OF ISLANDS, FLORIDA:

Mayor Sharon Mahoney

Vice Mayor Don Horton

Councilwoman Deb Gillis

Councilwoman Anna Richards

Councilman Steve Friedman

PASSED AND ADOPTED THIS 6th DAY OF MAY 2025


SHARON MAHONEY, MAYOR

ATTEST:


MARNE MCGRATH, VILLAGE CLERK

APPROVED AS TO FORM AND LEGALITY
FOR THE USE AND BENEFIT OF
ISLAMORADA, VILLAGE OF ISLANDS ONLY


JOHN QUICK, VILLAGE ATTORNEY





Pricing Proposal
Quotation #: 26101743
Created On: 4/21/2025
Valid Until: 5/21/2025

FL-City of Islamorada

Vince Tarves

86800 Overseas Highway
Islamorada, FL 33036
United States
Phone: (305) 664-6400
Fax:
Email: vince.tarves@islamorada.fl.us

Inside Account Executive

Thomas Morrow

290 Davidson Ave Somerset, NJ 08873
Phone: 732-564-8522
Fax: 732-564-8224
Email: Thomas_Morrow@shi.com

All Prices are in US Dollar (USD)

| Product | Qty | Your Price | Total |
|---|-----|------------|-------------|
| 1 Subscription Renewal, Nutanix Cloud Infrastructure NCI Pro Software License Production Software Support Service for 1 CPU Core Nutanix - Part#: RSW-NCI-PRO-PR Contract Name: OMNIA Partners IT Solutions, Products & Services Contract #: 2024056-02 Coverage Term: 7/27/2025 – 7/26/2028 | 48 | \$751.67 | \$36,080.16 |
| 2 24/7 Production Level Multi Year HW Support Renewal for Nutanix HCI appliance Nutanix - Part#: RS-HW-PRD-MY Contract Name: OMNIA Partners IT Solutions, Products & Services Contract #: 2024056-02 Serial #: "20FM6L280099" Coverage Term: 7/27/2025 – 3/31/2027 | 1 | \$2,408.22 | \$2,408.22 |
| Total | | | \$38,488.38 |

Additional Comments

Nutanix has a no returns policy.

Thank you for choosing SHI International Corp! The pricing offered on this quote proposal is valid through the expiration date listed above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order. For any additional information including Hardware, Software and Services Contracts, please contact an SHI Inside Sales Representative at (888) 744-4084. SHI International Corp. is 100% Minority Owned, Woman Owned Business. TAX ID# 22-3009648; DUNS# 61-1429481; CCR# 61-243957G; CAGE 1HTF0

The following EULA applies to all Nutanix items on this quote:

- Your use of the software is subject to the Nutanix customer agreement at <https://www.nutanix.com/legal/eula>

- By issuing a purchase order or acknowledging this quote, when applicable, Customer certifies that employees at each of their locations adhere to all applicable export and re-export control laws and regulations covering the distributed products purchased and/or received by the Customer.
- By issuing a purchase order or acknowledging this quote, and when applicable, Customer understands that the commodities,

software and/or technology ("Items") it purchases or receives under this quote may be subject to export, re-export, or other restrictions. Customer agrees to comply with all applicable laws and regulations relating to the export and re-export of such Items obtained by Customer.

The products offered under this proposal are resold in accordance with the terms and conditions of the Contract referenced under that applicable line item.



Pricing Proposal
Quotation #: 26049961
Created On: 4/8/2025
Valid Until: 5/8/2025

FL-City of Islamorada

Vince Tarves

FL
United States
Phone: (305) 664-6400
Fax:
Email: vince.tarves@islamorada.fl.us

Inside Account Executive

Thomas Morrow

290 Davidson Ave Somerset, NJ 08873
Phone: 732-564-8522
Fax: 732-564-8224
Email: Thomas_Morrow@shi.com

All Prices are in US Dollar (USD)

| Product | Qty | Your Price | Total |
|---|-----|------------|-------------|
| 1 Subscription, Nutanix Cloud Infrastructure (NCI) Security add-on Software License & Production Software Support Service for 1 CPU Core Nutanix - Part#: SWA-NCI-SEC-PR Contract Name: OMNIA Partners - IT Solutions Contract #: 2018011-02 | 64 | \$209.45 | \$13,404.80 |
| 2 Term in months Nutanix - Part#: TERM-MONTHS Contract Name: OMNIA Partners - IT Solutions Contract #: 2018011-02 | 36 | \$0.00 | \$0.00 |
| Total | | | \$13,404.80 |

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SHI SPIN: #143012572

SHI-GS SPIN (For Texas customers ONLY): #143028315

For E-rate SPI orders, applicant shall be responsible for payment of any outstanding or ineligible costs if USAC rejects reimbursement claim in whole or in part.

1. By issuing a purchase order or acknowledging this quote, when applicable, Customer certifies that employees at each of their locations adhere to all applicable export and re-export control laws and regulations covering the distributed products purchased and/or received by the Customer.
2. By issuing a purchase order or acknowledging this quote, and when applicable, Customer understands that the commodities, software and/or technology ("Items") it purchases or receives under this quote may be subject to export, re-export, or other restrictions. Customer agrees to comply with all applicable laws and regulations relating to the export and re-export of such Items obtained by Customer.

Thank you for choosing SHI International Corp! The pricing offered on this quote proposal is valid through the expiration date listed above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order. For any additional information including Hardware, Software and Services Contracts, please contact an SHI Inside Sales Representative at (888) 744-4084. SHI International Corp. is 100% Minority Owned, Woman Owned Business. TAX ID# 22-3009648; DUNS# 61-1429481; CCR# 61-243957G; CAGE 1HTF0

The products offered under this proposal are resold in accordance with the terms and conditions of the Contract referenced under that applicable line item.