

**PURCHASE AND INSTALLATION AGREEMENT BETWEEN
CITY OF TEMECULA AND HELIXSTORM, INC.**

VIDEO STORAGE AND RETENTION INFRASTRUCTURE REPLACEMENT

THIS AGREEMENT is made and effective as of **April 22, 2025**, between the City of Temecula, a municipal corporation (hereinafter referred to as "City"), **Helixstorm, Inc.**, a **Corporation** (hereinafter referred to as "Contractor"). In consideration of the mutual covenants and conditions set forth herein, the parties agree as follows:

1. TERM

This Agreement shall commence on **April 22, 2025**, and shall remain and continue in effect until tasks described herein are completed, but in no event later than **June 30, 2026**, unless sooner terminated pursuant to the provisions of this Agreement.

2. PURCHASE AND SALE OF EQUIPMENT

On and subject to the terms and conditions set forth in this Agreement and the Agreement Documents, Contractor agrees to provide and install for the City **Video Storage and Retention Infrastructure** as more particularly described in Exhibit A, Scope of Work, attached hereto and incorporated herein as though set forth in full (hereafter "Equipment").

3. PURCHASE / INSTALLATION PRICE

The Purchase Price which City agrees to pay to Contractor for the Equipment is **Three Hundred Thirty-Two Thousand Two Hundred Sixteen Dollars and Sixty-Seven Cents (\$332,216.67)**. The Purchase Price is final and shall be paid by City to Contractor in accordance with the schedule in Exhibit B, Payment Rates and Schedule.

The City Manager may approve additional work up to twenty percent (20%) of the amount of the Agreement as approved by City Council. Any additional work in excess of this amount shall be approved by the City Council.

4. SCOPE OF WORK

Contractor shall provide and install the equipment as described in the Scope of Work ("Work"). Contractor shall provide and furnish all labor, materials, necessary tools, expendable equipment and all utility and transportation services required for the Work. All of said Work to be performed and materials to be furnished for the Work shall be in strict accordance with the specifications set forth in the Scope of Work. The Work shall be completed within the time set forth in the Scope of Work. Contractor shall not commence the Work until such time as directed by the City.

5. REPRESENTATIONS AND WARRANTIES OF CONTRACTOR

Contractor makes the following representations and warranties to City:

a. Authority and Consents. Contractor has the right, power, legal capacity and authority to enter into and perform its obligations under this Agreement. No approvals or

consents of any persons are necessary in connection with Contractor's execution, delivery, installation and performance of this Agreement, except for such as have been obtained on or prior to the date hereof. The execution, delivery, installation and performance of this Agreement by Contractor have been duly authorized by all necessary action on the part of Contractor and constitute the legal, valid and binding obligations of Contractor, enforceable against Contractor in accordance with their respective terms.

b. Title and Operating Condition. Contractor has good and marketable title to all of the Equipment manufactured and installed. All of the Equipment are free and clear of any restrictions on or conditions to transfer or assignment, and City will acquire absolute title to all of the Equipment free and clear of mortgages, liens, pledges, charges, encumbrances, equities, claims, covenants, conditions and restrictions except for such as may be created or granted by City. All of the Equipment are in good operating condition, are free of any defects, and are in conformity with the specifications, descriptions, representations and warranties set forth in the Agreement Documents. Contractor is aware the City is purchasing the Equipment for use for **video storage and retention** and that City is relying on Contractor's warranties that the Equipment is fit for this purpose and the ordinary purposes for which the Equipment is normally used.

c. Full Disclosure. None of the representations and warranties made by Contractor in this Agreement contains or will contain any untrue statement of a material fact, or omits to state a material fact necessary to make the statements made, in light of the circumstances under which they were made, not misleading.

6. PERFORMANCE

Contractor shall faithfully and competently exercise the ordinary skill and competence of members of their profession. Contractor shall employ all generally accepted standards and practices utilized by persons engaged in providing similar services as are required of Contractor hereunder in meeting its obligations under this Agreement.

7. CITY APPROVAL

All labor, materials, tools, equipment, and services shall be furnished and work performed and completed subject to the approval of the City or its authorized representatives, and the quality of the workmanship shall be guaranteed for one year from date of acceptance. City shall inspect the Equipment at the time and place of delivery. Such inspection may include reasonable tests and use of the Equipment by City. If, in the determination of City, the Equipment fails to conform to the Agreement IN ANY MANNER OR RESPECT, City shall so notify Contractor within ten (10) days of delivery of the Equipment to City. Failing such notice, the Equipment shall be deemed accepted by City as of the date of receipt.

8. TIME OF DELIVERY

The date and time of delivery of the Equipment shall be on or before **June 30, 2025**.

9. PLACE OF DELIVERY

The Equipment shall be delivered to this location:

41000 Main Street, Temecula, CA 92590.

10. REJECTION

In the event of such notice of non-conformity by City pursuant to the section entitled "City Approval" City may, at its option, (1) reject the whole of the Equipment and Installation, (2) accept the whole of the Equipment and Installation, or (3) accept any commercial unit or units of the Equipment and reject the remainder or the Installation. The exercise of any of the above options shall be "without prejudice" and with full reservation of any rights and remedies of City attendant upon a breach. In the event of such notice and election by City, City agrees to comply with all reasonable instructions of Contractor and, in the event that expenses are incurred by City in following such instructions, Contractor shall indemnify City in full for such expenses.

11. NO REPLACEMENT OF CURE

This Agreement calls for strict compliance. Contractor expressly agrees that both the Equipment and Installation tendered and the tender itself will conform fully to the terms and conditions of the Agreement on the original tender. In the event of rejection by City of the whole of the Equipment or any part thereof pursuant to the Section entitled "Rejection" City may, but is not required to, accept any substitute performance from Contractor or engage in subsequent efforts to affect a cure of the original tender by Contractor.

12. INDEMNIFICATION

The Contractor agrees to defend, indemnify, protect and hold harmless the City of Temecula, Temecula Community Services District, and/or the Successor Agency to the Temecula Redevelopment Agency, its officers, officials, employees and volunteers from and against any and all claims, demands, losses, defense costs or expenses, including attorney fees and expert witness fees, or liability of any kind or nature which the City of Temecula, Temecula Community Services District, and/or the Successor Agency to the Temecula Redevelopment Agency, its officers, agents, employees or volunteers may sustain or incur or which may be imposed upon them for injury to or death of persons, or damage to property arising out of Contractor's negligent or wrongful acts or omissions arising out of or in any way related to the performance or non-performance of this Agreement, excepting only liability arising out of the negligence of the City of Temecula, Temecula Community Services District, and/or the Successor Agency to the Temecula Redevelopment Agency.

13. AGREEMENT DOCUMENTS

a. This Agreement includes the following documents, which are by this reference incorporated herein and made a part hereof: Scope of Work, Exhibit A, Payment Rates and Schedule attached hereto as Exhibit B.

b. In the event any term or condition of the Agreement Documents conflicts with or is contradictory to any term or condition of the Agreement, the terms and conditions of this Agreement are controlling.

c. In the event of a conflict in terms between this Agreement, the Request for Proposal (RFP) and/or the Contractor's response to the RFP, this Agreement shall prevail over the RFP and the Contractor's response to the RFP, and the RFP shall prevail over the Contractor's response to the RFP.

14. DEFAULT OF CONTRACTOR

a. The Contractor's failure to comply with the provisions of this Agreement shall constitute a default. In the event the Contractor is in default for cause under the terms of this Agreement, the City shall have no obligation or duty to continue compensating Contractor for any work performed after the date of default and can terminate this Agreement immediately by written notice to the Contractor. If such failure by the Contractor to make progress in the performance of work hereunder arises out of causes beyond the Contractor's control, and without fault or negligence of the Contractor, it shall not be considered a default.

b. If the City Manager or his delegate determines the Contractor is in default in the performance of any of the terms or conditions of this Agreement, it shall service the Contractor with written notice of the default. The Contractor shall have ten (10) days after service upon it of said notice in which to cure the default by rendering a satisfactory performance. In the event the Contractor fails to cure its default within such period of time, the City shall have the right, notwithstanding any other provision of this Agreement, to terminate this Agreement without further notice and without prejudice to any other remedy to which it may be entitled at law, in equity or under this Agreement.

15. INSURANCE REQUIREMENTS

Contractor shall procure and maintain for the duration of the contract insurance against claims for injuries to persons and/or damages to property, which may arise from or in connection with the performance of the work hereunder and the results of work by the Contractor, its agents, representatives, employees, or subcontractors.

1) Minimum Scope of Insurance. Coverage shall be at least as broad as: Commercial General Liability (CGL): Insurance Services Office Form CG 00 01 covering CGL on an "occurrence" basis, including products and completed operation, property damage, bodily injury, and personal & advertising with limits no less than One Million (\$1,000,000) per occurrence. If a general aggregate limit applies, either the general aggregate limit shall apply separately to this project/location (ISO CG 25 03 05 09 or 25 04 05 09) or the general aggregate limit shall be twice the required occurrence limit.

2) Automobile Liability: ISO Form Number CA 00 01 covering any auto (Code 1), or if Contractor has no owned autos, covering hired, (Code8) and non-owned autos (Code 9), with limits no less than One Million (\$1,000,000) per accident for bodily injury, including death, of one or more persons, property damage and personal injury.

3) Workers' Compensation: as required by the State of California, with Statutory Limits, and Employer's Liability Insurance with limit of no less than One million (\$1,000,000) per accident for bodily injury or disease. In accordance with the provisions of Labor Code Section 3700, every contractor will be required to secure the payment of compensation to it's employees. Pursuant to Labor Code Section 1861, Contractor must submit to City the following certification before beginning any work on the Improvements:

I am aware of the provisions of Section 3700 of the Labor Code which require every employer to be insured against liability for workers' compensation or to undertake self-insurance in accordance with the provisions of that code, and I will comply with such provisions before commencing the performance of the work of this contract.

By executing this Agreement, Contractor is submitting the certification required above.

The policy must contain a waiver of subrogation in favor of the City of Temecula, the Temecula Community Services District, the Successor Agency to the Temecula Redevelopment Agency, their officers, officials, employees or volunteers.

a. Deductibles and Self-Insured Retentions. Any deductibles or self-insured retentions must be declared and approved by the Risk Manager.

b. Other Insurance Provisions. The insurance policies are to contain, or be endorsed to contain, the following provisions:

1) The City of Temecula, the Temecula Community Services District, the Successor Agency to the Temecula Redevelopment Agency, their officers, officials, employees and volunteers are to be covered as additional insureds on the CGL policy with respect to liability arising out of work or operations performed by or on behalf of the Contractor's products and completed operations of the Contractor; premises owned, occupied or used by the Contractor. General liability coverage can be provided in the form of an endorsement to the Contractor Insurance (at least as broad as ISO Form CG 20 10 11 85 or if not available, through the addition of both CG 20 10, CG 20 26, CG 20 33, or CG 20 38; and CG 20 37 if a later edition is used). The coverage shall contain no special limitations on the scope of protection afforded to the City of Temecula, the Temecula Community Services District, the Successor Agency to the Temecula Redevelopment Agency, their officers, officials, employees, or volunteers.

2) For any claims related to this project, the Contractor insurance coverage shall be primary and non-contributory and at least as broad as ISO CG 20 01 04 13 as respects the City, the Temecula Community Services District, the Successor Agency to the Temecula Redevelopment Agency, their officers, officials, employees, and volunteers. Any insurance or self-insurance maintained by the City of Temecula, Temecula Community Services District, and/or the Successor Agency to the Temecula Redevelopment Agency, its officers, officials, employees, or volunteers shall be excess of the Contractor's insurance and shall not contribute with it. This also applies to any Excess or Umbrella liability policies.

3) The Contractor may use Umbrella or Excess Policies to provide the limits as required in this agreement. The Umbrella or Excess policies shall be provided on a true "following form" or broader coverage basis, with coverage at least as broad as provided on the underlying Commercial General Liability Insurance.

4) Any failure to comply with reporting or other provisions of the policies including breaches of warranties shall not affect the indemnification provided to the City of Temecula, the Temecula Community Services District, and/or the Successor Agency to the Temecula Redevelopment Agency, their officers, officials, employees, or volunteers.

5) The Contractor's insurance shall apply separately to each insured against whom claim is made or suit is brought, except with respect to the limits of the insurer's liability.

6) If the Contractor's maintains broader coverage and/or higher limits than the minimums shown above, the City requires and shall be entitled to the broader coverage and/or higher limits maintained by the contractor.

7) If insurance coverage is canceled or, reduced in coverage or in limits the Contractor shall within two (2) business days of notice from insurer phone, fax, and/or notify the City via certified mail, return receipt requested of the changes to or cancellation of the policy.

8) Unless otherwise approved by City, if any part of the Services and Tasks is subcontracted, the Minimum Insurance Requirements must be provided by, or on behalf of, all subcontractors even if city has approved lesser insurance requirements for Contractor, and all subcontractors must agree in writing to be bound by the provisions of this section.

c. Acceptability of Insurers. Insurance required above, except for workers' compensation insurance, must be placed with insurers with a current A.M. Best rating of A-: VII or better, unless otherwise acceptable to the City. Self-insurance shall not be considered to comply with these insurance requirements.

d. Verification of Coverage. Contractor shall furnish the City with original certificates and amendatory endorsements, or copies of the applicable policy language affecting coverage required by this clause. All certificates and endorsements and copies of the Declarations & Endorsements pages are to be received and approved by the City before work commences. However, failure to obtain the required documents prior to the work beginning shall not waive the Contractor obligation to provide them. The City reserves the right to require complete, certified copies of all required insurance policies, including endorsements required by these specifications, at any time.

e. Special Risks or Circumstances. The City reserves the right to modify these requirements, including limits, based on the nature of the risk, prior experience, insurer, coverage, or other special circumstances.

16. SURVIVAL OF REPRESENTATIONS AND WARRANTIES

All representations, warranties, covenants and agreements of the parties contained in this Agreement shall survive the execution, delivery, installation and performance of this Agreement.

17. LEGAL RESPONSIBILITIES

The Contractor shall keep itself informed of all local, State and Federal ordinances, laws and regulations which in any manner affect those employed by it or in any way affect the performance of its service pursuant to this Agreement. The Contractor shall at all times observe and comply with all such ordinances, laws and regulations. The City, and its officers and employees, shall not be liable at law or in equity occasioned by failure of the Contractor to comply with this section.

18. PROHIBITED INTEREST

No officer, or employee of the City of Temecula shall have any financial interest, direct or indirect, in this Agreement, the proceeds thereof, the Contractor, or Contractor's sub-contractors for this project, during his/her tenure or for one year thereafter. The Contractor hereby warrants and represents to the City that no officer or employee of the City of Temecula has any interest, whether contractual, non-contractual, financial or otherwise, in this transaction, or in the business of the Contractor or Contractor's sub-contractors on this project. Contractor further agrees to notify the City in the event any such interest is discovered whether or not such interest is prohibited by law or this Agreement.

19. INDEPENDENT CONTRACTOR

a. Contractor is and shall at all times remain as to the City a wholly independent contractor. The personnel performing the services under this Agreement on behalf of Contractor shall at all times be under Contractor's exclusive direction and control. Neither City nor any of its officers, employees, agents, or volunteers shall have control over the conduct of Contractor or any of Contractor's officers, employees, or agents except as set forth in this Agreement. Contractor shall not at any time or in any manner represent that it or any of its officers, employees or agents are in any manner officers, employees or agents of the City. Contractor

shall not incur or have the power to incur any debt, obligation or liability whatever against City, or bind City in any manner.

b. No employee benefits shall be available to Contractor in connection with the performance of this Agreement. Except for the fees paid to Contractor as provided in the Agreement, City shall not pay salaries, wages, or other compensation to Contractor for performing services hereunder for City. City shall not be liable for compensation or indemnification to Contractor for injury or sickness arising out of performing services hereunder.

20. ASSIGNMENT

The Contractor shall not assign the performance of this Agreement, nor any part thereof, nor any monies due hereunder, without prior written consent of the City. Upon termination of this Agreement, Contractor's sole compensation shall be payment for actual services performed up to, and including, the date of termination or as may be otherwise agreed to in writing between the City Council and the Contractor.

21. NOTICES

Any notices which either party may desire to give to the other party under this Agreement must be in writing and may be given either by (i) personal service, (ii) delivery by a reputable document delivery service, such as but not limited to, Federal Express, that provides a receipt showing date and time of delivery, or (iii) mailing in the United States Mail, certified mail, postage prepaid, return receipt requested, addressed to the address of the party as set forth below or at any other address as that party may later designate by Notice. Notice shall be effective upon delivery to the addresses specified below or on the third business day following deposit with the document delivery service or United States Mail as provided above.

Mailing Address: City of Temecula
Attn: City Manager
41000 Main Street
Temecula, CA 92590

To Consultant: Helixstorm, Inc.
Attn: Aaron Schneider
27328 Via Industria
Temecula, California 92590

22. GOVERNING LAW

The City and Contractor understand and agree that the laws of the State of California shall govern the rights, obligations, duties and liabilities of the parties to this Agreement and also govern the interpretation of this Agreement. Any litigation concerning this Agreement shall take place in the municipal, superior, or federal district court with geographic jurisdiction over the City of Temecula. In the event such litigation is filed by one party against the other to enforce its rights under this Agreement, the prevailing party, as determined by the Court's judgment, shall be entitled to reasonable attorney fees and litigation expenses for the relief granted.

23. ENTIRE AGREEMENT

This Agreement contains the entire understanding between the parties relating to the obligations of the parties described in this Agreement. All prior or contemporaneous agreements, understandings, representations and statements, oral or written, are merged into this Agreement

and shall be of no further force or effect. Each party is entering into this Agreement based solely upon the representations set forth herein and upon each party's own independent investigation of any and all facts such party deems material.

24. AUTHORITY TO EXECUTE THIS AGREEMENT

The person or persons executing this Agreement on behalf of Contractor warrants and represents that he or she has the authority to execute this Agreement on behalf of the Contractor and has the authority to bind Contractor to the performance of its obligations hereunder. The City Manager is authorized to enter into an amendment on behalf of the City to make the following non-substantive modifications to the agreement: (a) name changes; (b) extension of time; (c) non-monetary changes in scope of work; (d) agreement termination.

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be executed the day and year first above written.

CITY OF TEMECULA

HELIXSTORM, INC.
(Two Signatures of corporate officers required unless corporate documents authorize only one person to sign the agreement on behalf of the corporation.)

By: _____
Brenden Kalfus, Mayor

By: _____
Aaron Schneider, Principal

ATTEST:

By: _____
Randi Johl, City Clerk

By:  _____
DocuSigned by:
5EAC045EDD164A5...

APPROVED AS TO FORM:

By: _____
Peter M. Thorson, City Attorney

CONTRACTOR
Helixstorm, Inc.

27238 Via Industria

Temecula, CA 92590

Attn: Aaron Schneider

Phone: (951) 225-3493

E-mail: Aaron.Schneider@Helixstorm.com

EXHIBIT A

SCOPE OF WORK

The City will purchase from Contractor, the equipment and installation services to replace the existing video storage and retention infrastructure at the Temecula City Hall. The hardware is listed in the quote below, which includes servers, storage, and other miscellaneous items. Contractor shall provide and furnish all labor, materials, necessary tools, expendable equipment, and all utility and transportation services required for the Work. Upon execution of the agreement, the City and Contractor will establish a project schedule for the delivery and installation of the equipment.



27238 Via Industria, Temecula, CA 92590

Direct: (951) 816-6845

Email: alan.roa@helixstorm.com

QUOTE

Number HLXQ6383

Date Jan 31, 2025

Sold To:	Ship To:
City of Temecula Andre Gonzalez 41000 Main Street Temecula, CA 92590 Phone: (951) 694-6403 Email: andre.gonzalez@temeculaca.gov	City of Temecula Andre Gonzalez 41000 Main Street Temecula, CA 92590 Phone: (951) 694-6403 Email: andre.gonzalez@temeculaca.gov

Account Manager	P.O. Number	Ship Via	Terms
Alan Roa		Ground	Net 30

Here is the quote you requested.

Qty	Description		
3	HPE Alletra 4140's w/ 5-Year Software Licensing and Support HPE Alletra Storage Server 4140 68LFF Configure-to-order System (2) INT Xeon-G 6426Y Kit HPE Alletra 41X0 (16) HPE 16GB 1Rx8 PC5-4800B-R Smart Kit (68) HPE 24TB SATA 6G Business Critical 7.2K LFF LP 1-year Warranty Helium 512e ISE Multi Vendor HDD HPE Smart Hybrid Capacitor w/ 145mm Cbl (2) HPE Alletra 41X0 SR 32p FIO Strg Cntrl (2) Broadcom BCM57414 Ethernet 10/25Gb 2port SFP28 Adapter for HPE - P26262-B21 (4) HPE 1800W-2200W FS Ti Ht Plg PS Kit HPE iLO Advanced 1-server License with 3yr Support on iLO Licensed Features HPE Bezel Lock Kit HPE Alletra Storage Server 4140 Serial Port FIO Enablement Kit HP s6500 Chassis Handles Kit HPE NS204i-u Gen11 Ht Plg Boot Opt Dev (2) HPE Alletra Storage Server 4140 CPU Heat Sink Kit HPE Alletra Storage Server 4140 NS204i-u FIO Enablement Kit HPE Alletra Storage Server 4140 Rail Kit Alletra Support & Licensing HPE GreenLake COM En 5y Up Alletra 4K HPE Alletra Storage Server 4140 Inst SVC HPE iLO Advanced Non Blade Support HPE Alletra Storage Server 4140 Support		
1	DAC and Ethernet Cables to connect dHCI and uplink to existing network.		

RFP Response

VIDEO STORAGE INFRASTRUCTURE REFRESH RFP #IT 24-03

From:

**Helixstorm
27238 Via Industria
Temecula, CA 92590**

**Alan Roa
alan.roa@helixstorm.com
951-816-6845**

**William
Willaim.hiatt@helixstorm.com
951-225-3491**

Table of Contents

Table of Contents

- 1. Introduction.....3
 - A. Years of Experience4
 - B. Resource Credentials.....4
 - C. Client References.....7
 - D. Subcontractor9
 - E. Permits, Licenses & Clearances9
 - F. Department of Industrial Relations9
 - G. Company Safety Record9
 - H. Company Litigation Record Over Last 5 Years.....9
- 2. Selection Criteria (Section VII, B, III in RFP)10
 - A. Technical Approach & Timeline.....10
- Surveillance Storage Solution Alletra SOW Excerpt11
- 3.1 EXHIBIT A Qualifications12
- 3.1 Alletra EXHIBIT B.1 Bill Of Material14
- 4 EXHIBIT C Local Vendor Preference.....17
- 5 EXHIBIT D Purchase and Installation Agreement18
- 6 Alternative Apollo Qumulo.....19
- Surveillance Storage Solution Apollo Qumulo.....19
- 7 Alternative Qualifications.....19
- 7.1 Alternative Bill Of Material.....22
- 8 Alternative Purchase and Installation Agreement24

1. Introduction

Helixstorm is pleased to submit this response to the City of Temecula RFP for the Video Storage Infrastructure refresh. Within this document you will find all required responses, as well as some additional information including recommendations or topics we are suggesting be discussed.

That said, we have made every attempt to ensure our responses are compliant with each element of the RFP. Any additional items for discussion or suggestions will be identified after the compliant response has been provided.

We appreciate the opportunity to submit this response, and desire to communicate a sincere desire to deliver the required solution, further enhancing the work we have had the opportunity to deliver to COT in the past.

We remain open and available for any follow up questions and will make ourselves available at COT's discretion at any time.

2. Qualifications & Experience

A. Years of Experience

Helixstorm has been in the business of delivering a broad spectrum of infrastructure solutions, with extensive experience in the entire line of HPE products and technologies, mapping quite effectively with the requirements of this RFP. We have been in the business of delivering these solutions since 2007, which equates to over 17 years

B. Resource Credentials

Resumes on next page

TIM LANTCO, PROJECT MANAGER

Summary

Mr. Lancto has functioned as a results oriented customer focused professional for over 19 years. He has demonstrated exceptional team building and leadership abilities, effectively collaborating with customers, stakeholders, alliances, and teams. A flexible and adaptive professional across client solutions modeling and implementations, information technology, quality assurance, Agile/Scrum methodology, and program management. Software Architect and Program/Project Manager. Listed below are a few key elements of his professional experience:

Abbreviated significant accomplishments include:

Abbreviated significant accomplishments include:

Technical project management leading multiple projects simultaneously while performing development tasks utilizing Java, Java Server Faces, SQL, Server-side JavaScript, Perl, and shell scripting.

Managed a project to migrate a major global corporations company Supplies B2C e-commerce website revenue from external hosting facility to internal corporate facility. This project involved the management of several groups including system administrators, database administrators, development team, and quality assurance team. Developed project plans and ran scrum meetings daily.

Managed the conversion of the Supplies B2C Broadvision e-commerce platform to the Intershop Commerce Management solution. Interfaced directly with business stakeholders to document a set of requirements and provided business system analysis. Used Agile development methodology.

Significant duties summary:

Acted as technical lead developer for multiple integration projects that provided front-end and middle-tier solutions for the purposes of reducing costs for the organization. Web development skills using Java, Java Server Faces (JSF), Spring framework, XML, JAXB, IBM's MQSeries technology, Axis2, JSP, HTML, XSLT and JavaScript to design backend, as well as frontend, business solutions. Integration of 3rd party API's to produce highly portable and ubiquitous applications. Responsible for the divisional operations and managed nine staff Managed and negotiated agreements for all technology procurements and services. Developed and implemented automated processes to reduce manual tasks, such as creating reports in Smartsheet that consolidate essential data for resource allocation. Maintained current financial records for projects and provided comprehensive reports to senior management.

WILLIAM HIATT | SR. SYSTEMS ENGINEER

Summary

William is an experienced Subject Matter Expert – Solutions Consultant in the design, deployment and knowledge of enterprise systems implementations, with an emphasis on data center, compute, access, networking, virtualization, storage and disaster recovery. He supports a diverse portfolio of projects and products.

William holds a strong skillset ranging from network to storage to data migration which makes him a valuable asset supporting large enterprise engagements. William tests and evaluates systems to eliminate problems and make improvements. He is familiar with a variety of technology concepts, practices, and procedures. He relies on experience and judgment to plan and accomplish project goals.

Certifications:

VMware: VCP 5.0-D C V, Microsoft: Server Administrator (MCSA - 2003), CompTIA: A+,

Virtualization:

- VMware ESXi Hypervisor (3.5 through 7.0)
- VMware View (4.6, 5.0, 5.1, 5.2)
- VMware Horizon (6.0 through 8.7)
- VMware SRM
- VMware vCloud Director and all sub apps (vCOPS, etc)

Database Design:

- Database architecture and cluster design (active/passive/quorum/failover)
- Microsoft SQL Server (7, 2000, 2005, 2008, 2008R2, 2014, 2016, 2017, 2019)
- MySQL 5.1, 5.5, 5.6, 5.7, 8.0
- PostgreSQL 12, 13, 14,

Storage Area Networks:

- Brocade and Cisco Fibre Channel switching technologies
- BlueArc
- Compellent
- Data Domain
- Equallogic
- EMC Isilon
- HPE
- NetApp
- StorageTek

Networking:

- Cisco, Brocade, Aruba, Juniper, Sonicwall, Watchguard

Storage and Backup:

- SAN Storage design using NFS, iSCSI, Fiber Channel, and FCoE
- Symantec, HP DataProtector, and Veeam
- Mission Critical Availability and Business Continuity Designs

C. Client References

REFERENCE NO. 1:

Customer Name: Planet Home Lending

Contact: Jeff Ratter

Title: Chief Information Officer

Telephone: (949) 336-3695

Address: 1924 E. Deere Ave

Suite #200

Santa Ana, CA 92705

Implementation Date: June 2022

Description of services provided:

Deployed a 4-node dHCI cluster with an Alletra 6050 storage array via 25GbE iSCSI connectivity in Denver, Colorado and another identical architecture in Dallas, Texas. Storage array-based replication was configured between both sites. Immutable backups were also configured at each location.

REFERENCE NO. 2:

Customer Name: Truly Nolen

Contact: George Lawlor

Title: Chief Information Officer

Telephone: (520) 322-4053

Address: 440 South Williams Blvd

Tucson, AZ 85711

Implementation Date: March 2022

Description of services provided:

Deployed a 4-node dHCI cluster with Alletra 6050 storage array via a 25GbE iSCSI network. Migrated all data (VMware virtual machines, physical application servers) from a fiber channel based HPE 3PAR and HPE c7000 infrastructure

REFERENCE NO. 3:

Customer Name: SIMNSA
Contact: Christina Suggett
Title: Chief Executive Officer
Telephone: (619) 407-4082
Address: 2088 Otay Lakes Road
Suite 102
Chula Vista, CA 91915

Implementation Date: November 2020

Description of services provided:

Deployed a 7-node dHCI cluster with a Nimble AF40 storage array via 10GbE iSCSI connectivity in San Diego, California and another identical architecture in Tijuana, MX. A fiber optic-based point-to-point connection was implemented between San Diego and Tijuana to support asynchronous storage array-based replication between both sites along with standard network traffic. All data was migrated from a fiber channel based HPE 3par storage array and HPE c7000 chassis to the iSCSI-based dHCI infrastructure with minimal downtime.

REFERENCE NO. 4:

Customer Name: Air-Sea Forwarders
Contact: Paul Talley
Title: Chief Operating Officer
Telephone: (310) 216-1616 x1702
Address: 9009 La Cienega Blvd
Inglewood, CA 90301

Implementation Date: March 2021

Description of services provided:

Deployed a 3-node dHCI cluster with a Nimble HF40 storage array via a 10GbE iSCSI network in Denver, CO. Migrated all data (VMware virtual machines) from Los Angeles to Denver using Veeam Replication over the public internet. Cutover was scheduled and executed the first time over a weekend. All applications and connectivity were tested by Helixstorm and no user issues were seen when employees started working on Monday.

D. Subcontractor

Helixstorm will not be employing any subcontractors in its delivery of this RFP to COT.

E. Permits, Licenses & Clearances

Helixstorm maintains a business in good standing with all required agencies to perform the work required in this RFP. We have a valid and current license as a business located in Temecula, CA. If there are specific Permits and/or licenses required by COT, Helixstorm will provide them upon request.

F. Department of Industrial Relations

Helixstorm maintains a business in good standing with all required agencies to perform the work required in this RFP. We are located in Temecula CA. If there are specific Contractor or Subcontractor Registrations required by COT, Helixstorm will provide them upon request.

G. Company Safety Record

Helixstorm has maintained a perfect safety record in its 15 years of doing business. There have been no incidences of lapses in safety, no employee complaints of safety issues, and no formal inquiries from any government agency regarding safety compliance. Helixstorm complies with all existing federal, state, and CAL OSHA laws and requirements.

H. Company Litigation Record Over Last 5 Years

Helixstorm has not been involved in any litigation over the last 5 years.

2. Selection Criteria (Section VII, B, III in RFP)

A. Technical Approach & Timeline

Helixstorm will comply with and meet all scope requirements stipulated in this RFP.

In addition our solution will also:

- Sustain up to three (3) simultaneous drive failures per server
- Be equipped with four (4) hot spares per server to be used in the event of a failure
- Have approximately 1.2TB of usable space per server making a total of 3.6 + usable Space.

We have also provided an alternative solution with Qumulo

Nimble Security Replacement

- HPE Alletra Storage Server

Alternative Solution

- HPE Apollo Data Storage Server with QUMULO

HELIXSTORM – PROFESSIONAL SERVICES APPROACH

Project Management

Overseeing the services installation from conception to finality, Helixstorm assigns a project manager as the customer's single point of contact and first escalation point. In addition, the project manager has the support of a Services Resource Coordinator and the Dir of Professional Services as escalation points. Project Management services are comprised of management of all correspondence and status meetings, verifying shipping accuracy, coordinating various resources required to complete the installation, and providing escalation to executive management.

Design Services and Pre-installation Planning

Design Service and Pre-install Planning provide a thorough understanding between Helixstorm and The City of Temecula on the Final accepted solution. Helixstorm welcomes customer input and feedback in this phase of the process. Final acceptance and sign-off from the customer is required to proceed to the next stage.

Knowledge Transfer

Helixstorm consultants take the time to go over the functionality of each piece of newly installed hardware. While this orientation does not take the place of any formal training, it provides a comfort level for your staff to begin usage of the systems from day one.

Documentation

Helixstorm Consultants will deliver, at the conclusion of your project, documentation to be used to reference and maintain your systems. The documents contain detailed installation procedures executed during the installation of servers, as well as diagrams and system outputs proven beneficial to the administration of the machines.

SERVICE DESCRIPTION AND DELIVERABLES (SOW)

Helixstorm will perform the tasks listed in the Service Deliverables section. A brief description of these tasks includes:

Install and configure the following hardware and software:

- Outlined in Exhibit A Qualifications EXHIBIT B B.1 Pricing table and B.O.M. , C Local Vendor Preference and D Sample Agreement of RFP #IT 24-03
 - **Surveillance Storage Solution Alletra**
 - Statement of Work – COT RFP Video Storage 2025 Alletra
 - B.O.M.– COT RFP Video Storage 2025 Alletra

Surveillance Storage Solution Alletra SOW Excerpt

Phase 1 – Planning

- Work with CoT to prepare for installation
 - Conduct discovery calls w/team members
 - Review and document current environment
 - Design, document and present plan including configurations
- Prestage network configurations as necessary on HPE core
 - Stage, rack/stack and prepare equipment

Phase 2 – Implementation & Migration

- Configure HPE servers for best practices configuration to meet the needs of CoT, with special focus on networking and storage configuration
- Support CoT with data migration

Phase 3 – Decommission

- Remove Nimble disks from virtual machines
- Remove Nimble volumes from DHCI ESX cluster
- Remove Nimble array targets from DHCI ESX cluster
- Remove Nimble array from DHCI ESX cluster plug-ins
- Delete initiator groups on Nimble array
- Delete initiators on Nimble array
- Delete volumes on Nimble array
- Wipe Nimble array
- Power down Nimble array
- Remove Nimble array from rack and all associated cables
- Remove networking configuration from SN2010 and HPE core

3.1 EXHIBIT A Qualifications

	Compliant Y/N	Additional Explanations
Qualification Requirements		
Authorized HPE Silver Hybrid Cloud Partner (or higher)	Y	
VMware VCP certification in vSphere 6 or higher	Y	
Authorized HPE Services Partner – Silver (or higher)	Y	
Authorized HPE Solutions Provider – Silver (or higher)	Y	
Authorized VMware Partner	Y	
Authorized Veeam Partner	Y	
VMware Certified Professional (VCP) accreditation	Y	

EXHIBIT B Pricing Table Surveillance Storage Solution Alletra

Name Of Vendor <u>Helixstorm</u>	
Category	5—Year Price
Exhibit B.1 Bill of Material	\$274,099.98
Exhibit B.1 Professional Services	\$34,300
Exhibit B.1 Project Management	Included Above
TOTAL	\$308,399.98
Sales Tax (8.75%)	\$20,816.69
Delivery	\$3,000
Other	\$0
TOTAL COST (Amount to Enter in Planet Bids)	\$332,216.67

3.1 Alletra EXHIBIT B.1 Bill Of Material



27238 Via Industria, Temecula, CA 92590

Direct: (951) 816-6845

Email: alan.roa@helixstorm.com

QUOTE

Number HLXQ6383

Date Jan 31, 2025

Sold To:
City of Temecula Andre Gonzalez 41000 Main Street Temecula, CA 92590 Phone: (951) 694-6403 Email: andre.gonzalez@temeculaca.gov

Ship To:
City of Temecula Andre Gonzalez 41000 Main Street Temecula, CA 92590 Phone: (951) 694-6403 Email: andre.gonzalez@temeculaca.gov

Account Manager	P.O. Number	Ship Via	Terms
Alan Roa		Ground	Net 30

Here is the quote you requested.

Qty	Description	Unit Price	Ext. Price
3	HPE Alletra 4140's w/ 5-Year Software Licensing and Support HPE Alletra Storage Server 4140 68LFF Configure-to-order System (2) INT Xeon-G 6426Y Kit HPE Alletra 41X0 (16) HPE 16GB 1Rx8 PC5-4800B-R Smart Kit (68) HPE 24TB SATA6G Business Critical 7.2K LFF LP 1-year Warranty Helium 512e ISE Multi Vendor HDD HPE Smart Hybrid Capacitor w/ 145mm Cbl (2) HPE Alletra 41X0 SR 32p FIO Strg Cntrl (2) Broadcom BCM57414 Ethernet 10/25Gb 2port SFP28 Adapter for HPE - P26262-B21 (4) HPE 1800W-2200W FS Ti Ht Plg PS Kit HPE iLO Advanced 1-server License with 3yr Support on iLO Licensed Features HPE Bezel Lock Kit HPE Alletra Storage Server 4140 Serial Port FIO Enablement Kit HP s6500 Chassis Handles Kit HPE NS204i-u Gen11 Ht Plg Boot Opt Dev (2) HPE Alletra Storage Server 4140 CPU Heat Sink Kit HPE Alletra Storage Server 4140 NS204i-u FIO Enablement Kit HPE Alletra Storage Server 4140 Rail Kit Alletra Support & Licensing HPE GreenLake COM En 5y Up Alletra 4K	\$91,366.66	\$274,099.98

Continued on Next Page...

Approved By: _____

Date: _____

Qty	Description	Unit Price	Ext. Price
	HPE Alletra Storage Server 4140 Inst SVC		
	HPE iLO Advanced Non Blade Support		
	HPE Alletra Storage Server 4140 Support		
1	DAC and Ethernet Cables to connect dHCI and uplink to existing network.	\$1,500.00	\$1,500.00

Quote valid for 30 days

Tax and shipping will be assessed on invoice

All services are an estimate and a formal Statement of Work is required when applicable

SubTotal	\$275,599.98
Tax	\$20,816.69
Shipping	\$3,000.00
Total	\$299,416.67

Approved By: _____

Date: _____

^

v

2 / 2

|

⊕

↺

⊖

4 EXHIBIT C Local Vendor Preference

STATEMENT OF LOCAL VENDOR CERTIFICATION

Qualified Local Vendors desiring consideration under the City of Temecula Local Vendor Preference Program must complete the following and submit with their Proposal (print or type):

I, Aaron Schneider, President
(Individual Submitting Bid) (Title)
of/for Helixstorm certify that Helixstorm
(Company Name) (Company Name)

is a City of Temecula Local Vendor as defined under the Local Vendor Preference Program - Services section of this solicitation (titled IV) and therefore qualifies for the Local Vendor Preference.

Aaron Schneider President 1/13/2025 | 4:54 PM PST
Signature Title Date

Local Vendor:

Submit this document as a part of your quotation.

EXHIBIT B

PAYMENT RATES AND SCHEDULE

The Purchase Price which City agrees to pay to Contractor for the Equipment is **Three Hundred Thirty-Two Thousand Two Hundred Sixteen Dollars and Sixty-Seven Cents (\$332,216.67)** per the table below.

Category	5—Year Price
Exhibit B.1 Bill of Material	\$274,099.98
Exhibit B.1 Professional Services	\$34,300
Exhibit B.1 Project Management	Included Above
TOTAL	\$308,399.98
Sales Tax (8.75%)	\$20,816.69
Delivery	\$3,000
Other	\$0
TOTAL COST (Amount to Enter in Planet Bids)	\$332,216.67

All services will be invoiced as follows:

- 50% of services will be invoiced upon execution of the agreement (down payment)
- Remaining 50% of services will be invoiced upon project completion
- Due 30 days from date on invoice

All hardware will be invoiced as follows:

- 50% of hardware will be invoiced upon execution of the agreement (down payment)
- Remaining 50% will be invoiced upon delivery of all hardware to the City of Temecula.
- Due 30 days from date on invoice