



Information Technology Department

10 S State St.

Greenfield, IN 46140

Phone: (317) 477-4309

Information Technology Department

October 28, 2025 BOW Agenda

To: Board of Works and Safety
Mayor Guy Titus

From: Rob Souchon – IT Manager

1. Request approval to enter an agreement with Insight and PureStorage for installation/support services and network storage equipment. The Information Technology Department would like to utilize the PureStorage Evergreen Storage Service to replace the existing network storage. The Evergreen Storage Service will provide Greenfield with 2 storage enclosures that house 50 TiB each. The agreement with PureStorage for these enclosures is a 5 year agreement that allows Greenfield to use the storage enclosures during this time and allows for the enclosures to be expandable if additional storage is needed. All service, hardware replacements and upgrades will be performed by PureStorage during the agreement timeframe. At the end of the 5 year agreement, the storage usage and hardware will be evaluated. Upon a new agreement being accepted, the cost per storage amount will not increase. The price in the 2025 agreement will stay the same for all future agreements. The cost per TiB is \$49.87 per month. Two storage enclosures with 50 TiB each for a total of 100 TiB will cost \$4,987.40 per month. Over a 12 month period the cost will be \$59,848.80. PureStorage has provided a Promo Credit of \$7,481.10 per storage enclosure for the first year. For two enclosures, the Promo Credit is \$14,962.20. With Promo Credit applied to year 1 of the agreement, the year 1 total expense comes to \$44,886.60.

As mentioned, this is an agreement with Insight and PureStorage. Insight is the reseller of the PureStorage products and will be performing the initial installation and configuration with the Greenfield Information Technology Team. The cost for the installation services per storage enclosure is \$9,469.41. For both enclosures, the total installation cost is \$18,938.82.



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In summary, the chart below shows the cost incurred over the 5 year term of the agreement

Year of Agreement/ Invoice #	Received Time of Service	Storage Cost	Implementation Cost	Total Payment
1	Start Date/First 12 months	\$44,886.60	\$18,938.82	\$63,825.42
2	+12 Months	\$59,848.80	\$0.00	\$59,848.80
3	+12 Months	\$59,848.80	\$0.00	\$59,848.80
4	+12 Months	\$59,848.80	\$0.00	\$59,848.80
5	+12 Months	\$59,848.80	\$0.00	\$59,848.80