4010074787-NA Services Estimate-City of Greenfield-SCT-Services-VMware Upgrade for City of GreenfieldEstimate

PREPARED FOR

City of Greenfield

September 6, 2023

1. CONTACT LIST

1.1. Account Management

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1.2. Services

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2. EXECUTIVE SUMMARY

2.1. City of Greenfield Goal

Upgrade their current VMware deployment to a supported version

2.2. City of Greenfield Challenge

To have full technical support for their VMware environment

2.3. Your Long Term Strategic Global Software Partner

We understand that you are looking to select a long-term strategic global Software reseller partner and the outcomes from this relationship in the form of cost savings, control, compliance, and service. Global Software management and supply can be challenging for any organization. Insight understands the difficulties facing your organization; with 28 years of experience in this field, blended with the experience of working with multiple global organizations, Insight is able to offer you a compelling proposal that removes complexity, gives you options, and ensures that you are able to meet the growing needs of your business and end users as you grow worldwide.

2.4. Insight's Commitment to City of Greenfield

By engaging Insight, you will benefit from the following:

- Dedicated account management team in with over 25 years' combined experience
- Vendor benchmarking analysis
- Global multi-currency price books
- Assistance in global terms negotiation
- Honesty, transparency, and integrity
- Unwavering commitment from Insight to City of Greenfield to deliver the very best service and support

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3. SERVICE OVERVIEW

3.1. This Service describes the Insight VMware vSphere Upgrade. Insight expert deployment consultants and technicians will fully upgrade, configure and test the client's current VMware vSphere deployment. A comprehensive service handoff includes installation, configuration, verification testing, documentation and knowledge transfer of the upgraded VMware vSphere

3.2. Services Approach and Methodology

VMware vSphere
- ***Assess client's current vSphere deployment***

3.3. Deploy VMware's Health Analyzer tool Perform remote upgrade of up to the following:

QUANTITY (4) – VMWARE VSPHERE ESXI SERVERS
QUANTITY (1) – VMWARE VCENTER SERVER APPLIANCE

4. DURING THIS ENGAGEMENT, INSIGHT WILL:

4.1. Assessment
- ***Perform health check***

4.2. Utilize vSphere Health Analyzer tool to assess current environment Document findings in preparation for vSphere upgrade activities Conduct current state analysis/architecture review
Document current firmware revisions of physical hosts

4.3. Conduct gap analysis of firmware upgrades against vSphere 6.x support matrix

4.4. Review/Plan
- ***Complete vSphere upgrade prerequisites checklist***
- ***Develop physical host firmware upgrade plan***
- ***Develop VMware vCenter upgrade plan***
- ***Develop vSphere upgrade plan and remediation requirements***
- ***Develop vSphere upgrade operational verification***
- ***Identify one physical host to place in "Maintenance Mode" to test upgrade plan and remediation***

4.5. Implementation

4.6. Build
- ***Execute vCenter appliance upgrade***
- ***Validate vCenter appliance upgrade***
- ***Execute test upgrade of physical host upgrade for***

4.7. Configure new vSphere features Provide knowledge transfer Perform project wrap-up

5. ESTIMATED DURATION AND TIMELINES

Estimated time will be up to 1.5 weeks. Work is performed remotely.

6. SERVICE ESTIMATE FEES

Estimated pricing for proposed solution. This offer of Services will be valid for 30 days.

6.1. Fixed Fee Costs

The estimated fees for this Fixed Scope project are set out in the table below:

Engagement Phase	Total Fees
VMware Upgrade Services for vSphere from 6.5/6.7 to Supported version	$12,436.00

6.1.1. Expenses

Client will be invoiced for reasonable travel expenses as incurred throughout the delivery of the project. All actual expenses will be submitted in detail with receipts during the monthly invoice cycle as accrued by an Insight project team.

7. DISCLAIMER LANGUAGE

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