

# City of Coppell – IDPA Cyber Recovery Proposal

## DELL EMC DATA PROTECTION

### KPIs



50% FASTER  
BACKUP TIME



20x  
FASTER Recovery



98%  
NETWORK REDUCTION



55X.....  
Deduplication Guarantee



<15 Min  
TIME TO DEPLOY

## SIMPLY POWERFUL

Boosted  
application-direct  
protection



Source-side  
deduplication

24TB–96TB → + 192TB with 

### POWERFUL

- Comprehensive coverage
- High performance
- Efficient cloud

### SIMPLE

- Management – HTML5
- Deployment & upgrade
- Grow-in-place & to the cloud

### ALL IN ONE

- Single Node - 2U
- VMWare Ready
- All Software Included



3-YEAR SATISFACTION  
GUARANTEE



UP TO 55:1  
DATA PROTECTION  
DEDUPLICATION GUARANTEE



HARDWARE INVESTMENT  
PROTECTION



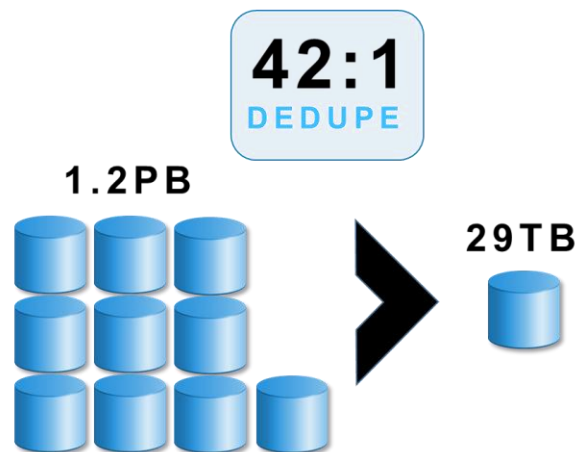
PREDICTABLE SUPPORT  
PRICING



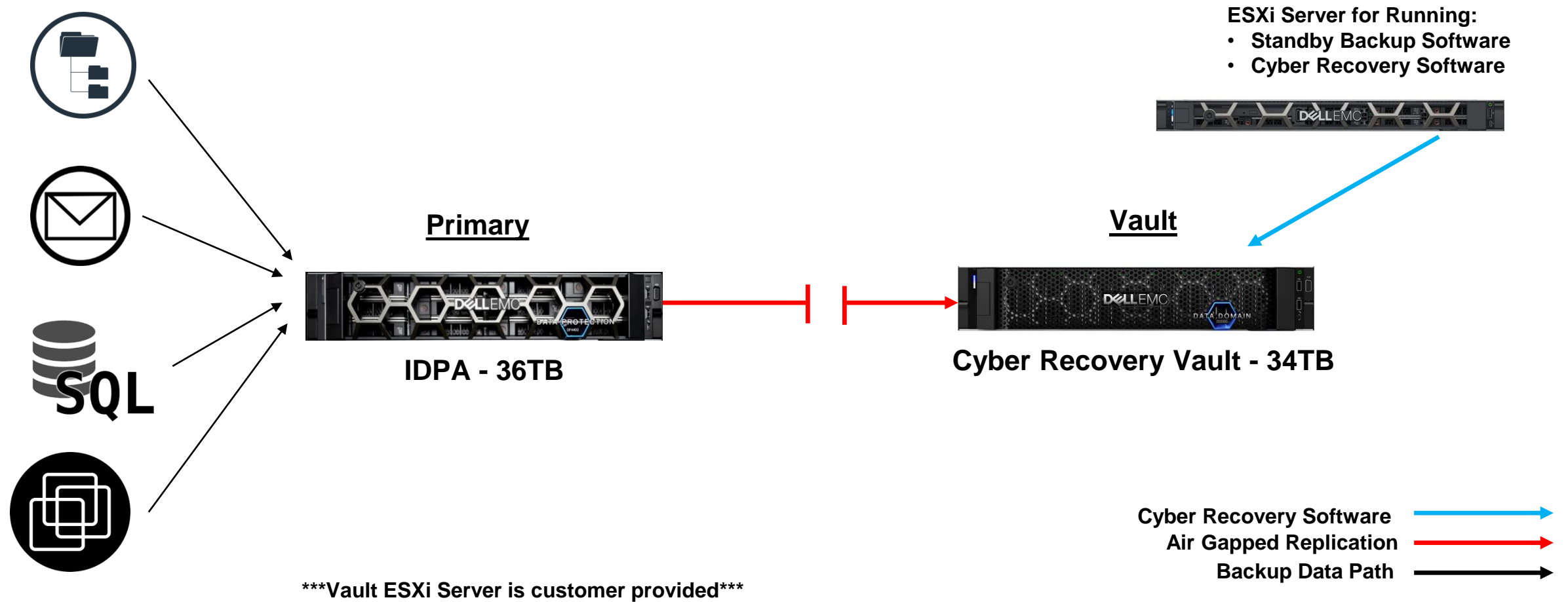
# Tanos Exploration – Sizing Information

Data Type	Back Up Size (TB)	Growth Rate (%)	Daily Change Rate (%)	Retention (Daily, Weekly, Monthly)
Database Data	5TB	10%	5%	4 Weeks of Daily Copies
Filesystem Data	18TB	10%	1%	4 Weeks of Daily Copies
Total FE TB Size	23TB			

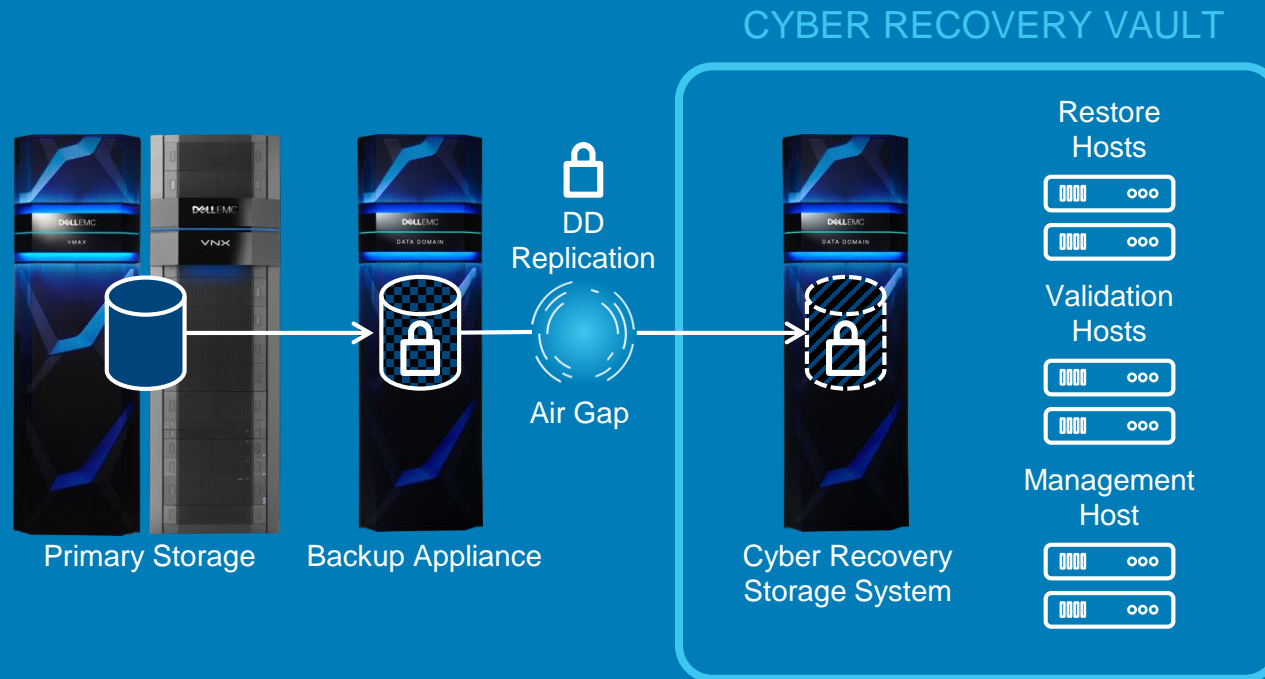
\*\*\*Sizing is completed for a 5 year solution.



# Solution Architecture



# Cyber Recovery – Dell EMC Data Domain



- Easy Future Add-On
- Create backup of data
- No management connectivity to Air-Gap Vault
- Automated replication to isolated system
- Once replication is complete data link is auto-disabled
- Maintain WORM locked restore points
- Optional security analytics on data at rest
- Professional Services
- Can be purchased via CapEx or OpEx model

# Financial Summary

36TB



24TB-96TB → + 192TB with

## Proposed



5YR ProSupport w/ Mission Critical



On-site Implementation Services



5 TB Cloud Tier Included



DP Search & DP Advisor Included



5 TB Cloud DR Included



Dell EMC Future-proof program

DP4400	Logically Protected Data	Configured Capacity	Dedupe Size	Estimated Dedupe
Primary	1.2PB	36TB	29TB	42:1

Financial Summary	
36TB List Price w/ Cyber Recovery Solution	\$411,000
Tier 1 Customer Discount	<del>\$82,260</del>
Tier 1 Partner Discount	<del>\$110,863</del>
<b>Total</b>	<b>\$217,877</b>

**\$0.003 per GB/Mo**

\*\*\*Pricing based on DIR Contract #TSO-2634\*\*\*