



Berkeley County Council
Department of Information Technology
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Memorandum

To: Berkeley County Council
From: Gary A. Wine, Deputy County Administrator
Date: 09/03/2019
Re: Tape Backup RFP

The Council opened bids for a tape backup solution on Thursday, August 29 2019. There were three responses to the bid and are listed below:

Fusion Digital	\$ 39,389.88
SHI International Corp	\$ 13,882.10
PCMall Gov	\$ 6,812.96

After a complete review of the proposals submitted, only one response met the specifications. The solution submitted by Fusion Digital has all components necessary to implement in our current environment with no additional costs.

We are recommending that the bid be awarded to Fusion Digital for **\$ 28,639.88**. We also recommend removing the media from the bid response. At this time, we have some media in stock and we will assess what is needed and make that purchase at a later date.

If further information is needed or you have any question please feel free to contact me at any time.