



Legislation Text

File #: 22-0891, Version: 1

**Contract Request Template (Contracts; IGAs; Leases)**

**Date Submitted: 8-1-2022**

**Requesting Agency: Technology Services  
Division:**

**Subject Matter Expert Name: Sean Greer  
Email Address: Sean.Greer@denvergov.org  
Phone Number:**

**Item Title & Description:**

*(Do not delete the following instructions)*

*These appear on the Council meeting agenda. Initially, the requesting agency will enter a 2-3 sentence description. Upon bill filling, the City Attorney's Office should enter the title above the description (the title should be in **bold** font).*

*Both the title and description must be entered between the red "title" and "body" below. Do **not** at any time delete the red "title" or "body" markers from this template.*

**A resolution approving a proposed Agreement between the City and County of Denver and Zivaro, Inc. to purchase on-demand data storage to support the City's data storage needs.**

Approves a contract with Zivaro, Inc. for \$1,750,000 and for three years to purchase on-demand data storage to support the City's data storage needs, citywide (TECHS-202263433). The last regularly scheduled Council meeting within the 30-day review period is on 8-29-2022. The Committee approved filing this item at its meeting on 8-2-2022.

**Affected Council District(s) or citywide? Citywide**

**Contract Control Number: TECHS-202263433**

**Vendor/Contractor Name (including any "DBA"): Zivaro, Inc.**

**Type and Scope of services to be performed:**

Technology Services is requesting approval of a contract with Zivaro, Inc. for the purchase of On Demand Storage as a Service (STaaS) services. Storage is a critical component of Technology Services' data strategy and plays a major role in keeping City Agencies running. STaaS services will allow fast and efficient access to stored data for Agency business decisions. STaaS services, versus a traditional storage data infrastructure, will reduce complexity, risk and resource

management while increasing availability and flexibility.

Through this service, Technology Services will reduce the need of capital expenses for purchasing its own physical, on-premise server infrastructure as well as technical debt and will have the flexibility to scale (increase / decrease) storage capacity on an as needed basis. As this is a flexible, pay-as-you-go service, it will allow for a decrease in overall, long-term costs.

The STaaS services supports block, file, and object storage services that the City can deploy on-premises, in a co-location facility, and in the cloud. As the City's data needs grow and evolve, Technology Services will be able to focus more on strategic data management rather than focusing on the details of physical storage management and operations like data migration, performance, reliability, and capacity. This will help alleviate growing Technology Services' staff workloads and allows Technology Services to quickly respond to unpredictable technology needs.

On Demand Storage reduces technical debt whereas a state of the art piece of equipment purchased today is no longer state of the art just two years later. It also eliminates the risk of either purchasing too much (over-provisioning) or too little storage (under-provisioning). It also accounts for the unpredictable nature of seasonal workloads and spikes. Through this service, the City will have consistent availability to virtually unlimited storage capacity so the City will never outgrow its storage capacity needs.

**Location (if applicable):**

**WBE/MBE/DBE goals that were applied, if applicable (construction, design, Airport concession contracts): N/A**

**Are WBE/MBE/DBE goals met (if applicable)? N/A**

**Is the contract new/a renewal/extension or amendment?**

New

**Was this contractor selected by competitive process or sole source?**

**Competitive**

**For New contracts**

**Term of initial contract:**

**3 years**

**Options for Renewal:**

**How many renewals (i.e. up to 2 renewals)?**

**Term of any renewals (i.e. 1 year each):**

**Cost of initial contract term: \$1,175,000**

**Cost of any renewals:**

**Total contract value council is approving if all renewals exercised:**

**For Amendments/Renewals Extensions:**

**Is this a change to cost/pricing; length of term; terms unrelated to time or price (List all that apply)?**

***If length changing***

**What was the length of the term of the original contract?**

**What is the length of the extension/renewal?**

**What is the revised total term of the contract?**

***If cost changing***

**What was the original value of the entire contract prior to this proposed change?**

**What is the value of the proposed change?**

**What is the new/revised total value including change?**

***If terms changing***

**Describe the change and the reason for it (i.e. compliance with state law, different way of doing business etc.)**