

COUNTY COUNCIL OF BEAUFORT COUNTY  
ADMINISTRATION BUILDING  
BEAUFORT COUNTY GOVERNMENT ROBERT SMALLS COMPLEX  
100 RIBAUT ROAD

POST OFFICE DRAWER 1228  
BEAUFORT, SOUTH CAROLINA 29901-1228

TELEPHONE: (843) 255-2000

FAX: (843) 255-9401

www.bcgov.net

D. PAUL SOMMERVILLE  
CHAIRMAN

GERALD W. STEWART  
VICE CHAIRMAN

COUNCIL MEMBERS

CYNTHIA M. BENSCH  
RICK CAPORALE  
GERALD DAWSON  
BRIAN E. FLEWELLING  
STEVEN G. FOBES  
ALICE G. HOWARD  
WILLIAM L. MCBRIDE  
STEWART H. RODMAN  
ROBERTS "TABOR" VAUX

GARY T. KUBIC  
COUNTY ADMINISTRATOR

JOSHUA A. GRUBER  
DEPUTY COUNTY ADMINISTRATOR  
SPECIAL COUNSEL

THOMAS J. KEAVENY, II  
COUNTY ATTORNEY

SUZANNE M. RAINEY  
CLERK TO COUNCIL

AGENDA  
EXECUTIVE COMMITTEE

Monday, April 11, 2016

4:30 p.m.

Executive Conference Room, Administration Building  
Beaufort County Government Robert Smalls Complex  
100 Ribaut Road, Beaufort

Committee Members:

Jerry Stewart, Chairman  
Gerald Dawson  
Brian Flewelling  
William McBride  
Stu Rodman

1. CALL TO ORDER – 4:30 P.M.
2. RESOLUTION AUTHORIZING BEAUFORT COUNTY TO SELF-FUND EMPLOYEE BENEFITS PLAN ([backup](#))
3. CONSIDERATION OF CONTRACT AWARD  
A. Veeam Availability Suite Enterprise Plus for VMware (Backup and Replication Enterprise Plus) ([backup](#))
4. ADJOURNMENT

2016 Strategic Plan Committee Assignments  
Capital Project Sales Tax  
Long-Term County Offices Plan / Strategy



**RESOLUTION 2016 /**

**RESOLUTION AUTHORIZING BEAUFORT COUNTY TO  
SELF-FUND EMPLOYEE BENEFITS PLAN**

**WHEREAS**, Beaufort County offers its employees a comprehensive health benefits insurance program; and

**WHEREAS**, Beaufort County presently fully insures its medical and pharmacy plan (“Employee Benefits Plan”); and

**WHEREAS**, Beaufort County has studied and evaluated the advantages and disadvantages of converting from a Fully-Insured Employee Benefit Plan to a Self-Funded Employee Benefit Plan; and

**WHEREAS**, Beaufort County has concluded that the advantages of a Self-Funded Employee Benefit Plan are considerable especially when such a plan is implemented for a three (3) to five (5) year period; and

**WHEREAS**, Beaufort County has further concluded, after carefully considering the advantages and disadvantages of both approaches to Employee Benefit Plans, that it is in the best interest of Beaufort County, its residents and its employees to change from a Fully-Insured Benefit Plan to a Self-Funded Employee Benefit Plan.

**NOW, THEREFORE, BE IT RESOLVED**, by the County Council of Beaufort County, South Carolina, that effective FY 2017 Beaufort County will self-fund its medical and pharmacy plan and Beaufort County Administrator is hereby authorized to execute and enter into the agreements necessary to transition to a self-funded plan and to enter into all other ancillary and incidental agreements necessary to implement the self-funded plan as presented by representatives of Wells Fargo to the Finance Committee during its meeting of March 21, 2016.

Adopted this \_\_\_\_ day of April, 2016.

COUNTY COUNCIL OF BEAUFORT COUNTY

By: \_\_\_\_\_  
D. Paul Sommerville, Chairman

APPROVED AS TO FORM:

\_\_\_\_\_  
Thomas J. Keaveny, II County Attorney

ATTEST:

\_\_\_\_\_  
Suzanne M. Rainey, Clerk to Council



COUNTY COUNCIL OF BEAUFORT COUNTY  
**PURCHASING DEPARTMENT**

106 Industrial Village Road, Bldg 2 – Post Office Drawer 1228  
Beaufort, South Carolina 29901-1228

TO: Councilman Gerald Stewart, Chairman, Executive Committee

FROM: Dave Thomas, CPPO, Purchasing Director

SUBJ: Request to Purchase Veeam Availability Suite Enterprise Plus for VMware (Backup and Replication Enterprise Plus)

DATE: April 8, 2016

**BACKGROUND:**

A recent assessment by an outside vendor, Nimble, has determined our current IT data recovery infrastructure is inadequate to meet the growing needs of the County's enterprise system. The purpose of the requested purchase is to replace the current Unitrends backup system and help ensure a structure that more soundly provides data security, backup, replication, and restoration of critical applications, such as the Microsoft Exchange server, in a reliable and efficient manner. **Through the GSA Schedules Program, the County received a quote from NWN for 80,479.44.**

**VENDOR INFORMATION:**

NWN, Greenville, SC

**COST**

\$80,479.44

**FUNDING:**

Account 10001150-51110, IT-Systems Management Department – Maintenance Contracts  
(Current Balance \$314,811.78)

**PRIOR YEAR COST:**

Not applicable.

**FUTURE ANTICIPATED NEED:**

Recurring need to be priced annually.

**FOR ACTION:**

Executive Committee meeting occurring April 11, 2016.

**RECOMMENDATION:**

The Purchasing Department recommends that the Executive Committee approve the contract award to NWN for \$80,479.44.

CC: Gary Kubic, County Administrator *AK*  
Joshua Gruber, Deputy County Administrator/Special Counsel *RG*  
Alicia Holland, Assistant County Administrator – Finance *CE*  
Monica Spells, Assistant County Administrator – Civic Engagement and Outreach *MS*  
James Johnson, IT-Systems Management Project and Team Manager *JJ*

Att: Pricing Information

# PROPOSAL QUOTE SHEET

124 Verdae Blvd  
Suite 303  
Greenville, SC 29607

864-679-4800 Phone  
Fax



Veeam for Backup and Restore GSA contract # GS-35F-4342D						
<b>Client:</b>	Beaufort County Council	<b>Issue Date:</b>	4/8/2016			
<b>Client Address 1:</b>	PO Drawer 1228	<b>Opportunity #:</b>	OP109863			
<b>Client Address 2:</b>		<b>Account Exec:</b>	Stacy Roland			
<b>Client City, State, Zip:</b>	Beaufort, SC 29901-1228		sroland@nwnit.com			
<b>Attn:</b>	James Johnson		864-679-4923			
<b>Phone:</b>	843-255-7005	<b>Version:</b>	2.00			
<b>email:</b>	jjohnson@bcgov.net					
Product Number	Description	Qty	List Price	Unit Price	Extended Price	
<b>Section 1 - Hardware and Software</b>						
V-VASPLS-VS-P0000-00	Veeam Availability Suite Enterprise Plus for VMware (includes Backup & Replication Enterprise Plus + Veeam ONE)	35		\$2,117.88	\$	80,479.44
**Please reference GSA contract # GS-35F-4342D on your PO**						
<b>Section 1 Hardware &amp; Software Subtotal</b>						\$ 80,479.44
<b>Section 2 - Annual Manufacturing Maintenance</b>						
<b>Section 2 Annual Maintenance &amp; SaaS Subtotal</b>						\$ -
<b>Section 3 - Professional Services</b>						
NWN Professional Services, as defined in the related Statement of Work Proposal						\$ -
<b>Subtotals</b>						
Hardware and Software Subtotal:						\$ 80,479.44
Manufacturer's Maintenance Subtotal:						\$ -
Professional Services Subtotal:						\$ -
Optional Products & Services Subtotal:						\$ -
<b>Total Project Investment</b>						<b>\$ 80,479.44</b>
This Purchase is by Electronic Delivery and is Tax Exempt. Please mark Electronic Delivery and Tax Exempt on your PO.						
<b>Signature:</b> _____						<b>Estimated Taxes</b>
<b>Print Name:</b> _____						<b>Estimated Shipping</b> \$ -
<b>Title:</b> _____						<b>Estimated Tax on Shipping (TX Only)</b> \$0.00
<b>Date:</b> _____						
<b>Total Project Investment including Taxes &amp; Shipping</b>						<b>\$ 80,479.44</b>
<b>Terms &amp; Conditions</b>						
This quote is valid for 30 days from date of issue. Applicable taxes & freight charges will be applied to the final invoice. All other Terms and Conditions are included in the Master Services Agreement or Proposal document. NWN will invoice customer for hardware, software and maintenance upon shipment from Original Equipment Manufacturer.						