



NIAGARA REGIONAL POLICE SERVICE

Police Service Board Report

PUBLIC AGENDA

Subject: Enterprise Storage Expansion – Technical Crimes
Report To: Chair and Members, Niagara Police Service Board
Report Date: 2025-01-13

Recommendation

That the Niagara Police Service Board (Board) approve the attached quote #3000184240368.2 provided by Dell Technologies for \$189,818.02 net of HST rebates to meet the Technical Crimes Unit's escalating storage requirements.

Key Facts

- The Technical Crimes Unit has experienced a significant increase in data volume due to the growth of digital investigations, necessitating expanded storage capabilities.
- Dell Technologies is Niagara Regional Police Service (NRPS) record vendor for PowerScale storage servers, which is dedicated and optimized to handling unstructured data workloads, such as large files, images, videos, and data streams.
- Dell Technologies and NRPS directly negotiated aggressive pricing for this purchase. The associated costs include the physical hardware, software, installation services, 4 hours of on-site service and support for 5 years.
- The funding for the purchase is available in the 2024 Enterprise Storage Capital budget.

Financial Considerations

As per Board By-Law 412-2024, Financial Reporting, Control and Procurement of Goods and Services, contractual agreements awarded via a single source procurement process with a contract value greater than \$150,000.00 requires Board approval.

The financing for this purchase project in the total cost amount of \$189,818.02 net of HST rebates is available through the approved 2024 Technology Services Enterprise Storage capital budget.

Subject to Board approval, the Service will award the single source purchase of the Storage Expansion for Technical Crimes to Dell Technologies. A single source/direct negotiation is recommended due to the need for compatibility with existing equipment and support services in accordance with section 11.9.1 of By-Law 412-2024.

Analysis

The existing Dell Isilon enterprise storage infrastructure designated for the Technical Crimes Unit is approaching its capacity, potentially and impeding ongoing operations and investigations.

Dell Technologies PowerScale digital evidence storage continues to provide a robust, reliable, and scalable solution for the growing demands of digital investigations. The PowerScale infrastructure allows for incremental growth as storage needs expand, ensuring long-term viability. It is built to handle high-throughput and concurrent workloads, ideal for managing large video files, images, forensics data, and other digital evidence.

Dell Technologies has provided a quote (Appendix 1) for an expanded storage solution, including PowerScale A300 systems and supporting software, hardware, and professional services. This solution will offer 5 years of support and service to ensure operational efficiency. The quote includes ProSupport services, ensuring minimal downtime and access to advanced technical support. The approval of this quote will ensure that the Technical Crimes Unit can continue its critical work without interruption.

Alternatives Reviewed

The NRPS is expanding its PowerScale storage capacity, taking advantage of the existing solution that was implemented in 2016. The NRPS continues to pursue opportunities to reduce costs, risk and complexity through supporting technology currency (fewer technology brand models), where appropriate and to ensure superior and responsive vendor support is in place for ongoing technology hardware maintenance, particularly during incidents.

Relationship to Police Service/Board Strategic Priorities

The NRPS is dedicated to improving the emergency services provided to its public safety partners, community, and citizens. The Service looks for opportunities to enhance the offering and delivery of those services, while at the same time improving the effectiveness and efficiency of its workforce.

Relevant Policy Considerations

Board By-Law 412-2024, A By-Law to Regulate Financial Reporting, Control, and Procurement of Goods and Services in the Niagara Regional Police Service.

Other Pertinent Reports

Not applicable.

This report was prepared by Akram Askoul, Director, Technology Services in consultation with Courtney Woods, Financial Planning Coordinator. Recommended by Luigi Greco, Deputy Chief, Support Services.



Submitted by:

Bill Fordy, O.O.M. #5835
Chief of Police

Appendices

Appendix 1 - Dell Quote - 3000184240368.2 - Final

APPENDIX 1

Akram Askoul

Subject: FW: Your Dell Quote 3000184240368.2



Your quote is ready for purchase.

Complete the purchase of your personalized quote through our secure online checkout before the quote expires on **Jan. 15, 2025**.

You can download a copy of this quote during checkout.

[Place your order](#)

Quote Name:	Digital Video Storage with Expansion PS 5yr	Sales Rep:	Mahmoud Awadallah
Quote Number:	3000184240368.2	Phone:	1(800) 456-3355, +14163508240
Total (CAD) :	\$210,784.56	Email:	Mahmoud_Awadallah@Dell.com
Company Name:	NIAGARA REGIONAL POLICE SERVIC		
Customer Number:	8261060		
Quoted On:	Dec. 16, 2024		
Expires By:	Jan. 15, 2025		
Solution ID:	19636447.20		

Message from your Sales Rep

Please use the Order button to securely place the order with your preferred payment method online. You may contact your Dell sales team if you have any questions. Thank you for shopping with Dell.

Regards,
Mahmoud Awadallah

Bill To:
PAYABLE ACCOUNTS
NIAGARA REGIONAL POLICE SERVIC
1815 SIR ISSAC BROCK WAY
PO BOX 1042
THOROLD ON L2V 4T7
CA
1 (905) 6884111

Product	Qty	Unit Price	Subtotal
PowerScale A300 - AMER VI	4	\$30,205.00	\$120,820.00
PowerScale Chassis - AMER VI	1	\$2,055.00	\$2,055.00
PowerScale Additional Software - AMER VI	4	\$4,880.00	\$19,520.00
PowerScale OE Software - AMER VI	4	\$10,955.00	\$43,820.00
PowerScale Accessories - AMER	1	\$320.00	\$320.00

Tax Summary

Tax Code	Tax Rate(%)	Tax Amount	Subtotal:	
				CAD
GST/HST	13.00	24,249.56	Freight:	\$0.00
			EHF:	\$0.00
			GST/HST:	\$24,249.56
			GST/ HST Taxable Amount:	\$186,535.00
			GST/ HST Non-Taxable Amount:	\$0.00
			PST/QST Taxable Amount:	\$0.00
			PST/QST Non-Taxable Amount:	\$0.00

Total (CAD): \$210,784.56

In some provinces, Dell may be required by regulation to charge customers for an Environmental Handling Fee (EHF). Where applicable, these fees will be included in the final invoice per provincial requirements.

Description	SKU	Qty	Unit Price	Subtotal
PowerScale A300 - AMER VI Estimated delivery if purchased today: Jan. 08, 2025		4	\$30,205.00	\$120,820.00
A300 - L3 - SED FIPS 180TB (15x12TB)/800GB SSD	210-AZWJ	4		
2x25GbE (SFP28) Back-end W/O OPTICS	590-TFHE	4		
2x25GbE (SFP28) W/O OPTICS	590-TFBK	4		
Parts Only Warranty 36 Months	709-BDXL	4		
ProSupport with 4-Hour Onsite Service Extension, 24 Month(s)	199-BPZP	4		
ProSupport with 4-Hour Onsite Service Initial, 36 Month(s)	199-BPZQ	4		
Keep Your Hard Drive For Enterprise, 60 Month(s)	711-BBOF	4		
Infrastructure Deployment Selected	701-6538	4		
ProDeploy Plus PowerScale Expansion	683-BBNQ	4		
Transceivers/Optic/SFP+/SR/10GbE/2 GEN6	407-BCIU	4		
ProDeploy Plus Addon PowerScale Generation Update	519-BDCF	4		
PowerScale Chassis - AMER VI Estimated delivery if purchased today: Jan. 08, 2025		1	\$2,055.00	\$2,055.00
Base Chassis - Normal A-Series	210-BBFS	1		

Parts Only Warranty 36 Months	709-BDXL	1		
ProSupport with 4-Hour Onsite Service Extension, 24 Month(s)	199-BPZP	1		
ProSupport with 4-Hour Onsite Service Initial, 36 Month(s)	199-BPZQ	1		
		Qty	Unit Price	Subtotal
PowerScale Additional Software - AMER VI Estimated delivery if purchased today: Jan. 02, 2025		4	\$4,880.00	\$19,520.00
Description	SKU			
PowerScale Hybrid ADDSW Virtual Base	210-BCEP	4		
Enterprise Bundle A3 Tier 3 L3 =ID	151-BBGR	4		
SnapShotIQ Base License Bundle A3 Tier 3 L3 =ID	151-BBHJ	4		
SmartConnect Base License Bundle A3 Tier 3 L3 =ID	151-BBJE	4		
SmartQuotas Base License Bundle A3 Tier 3 L3 =ID	151-BBJS	4		
SmartDedupe Base License A3 Tier 3 L3 =ID	151-BBJB	4		
ProSupport Additional Software Support-Maintenance, 60 Month(s)	487-BDZK	4		
HDFS for OneFS (\$0.00)	151-BBEH	4		
SnapShotIQ Capacity License Bundle A3 Tier 3 L3 =CB	151-BBIY	720		
Enterprise Bundle Capacity A3 Tier 3 L3 =CB	151-BBJK	720		
SmartQuotas Capacity License Bundle A3 Tier 3 L3 =CB	151-BBJM	720		
SmartConnect Capacity License Bundle A3 Tier 3 L3 =CB	151-BBJP	720		
SmartDedupe Capacity License A3 Tier 3 L3=CB	151-BBJF	720		
		Qty	Unit Price	Subtotal
PowerScale OE Software - AMER VI Estimated delivery if purchased today: Jan. 02, 2025		4	\$10,955.00	\$43,820.00
Description	SKU			
PowerScale Hybrid OESW Virtual Base	210-BBWD	4		
OneFS Base License A3 12-20TB Tier 3 L3=ID	149-BBGL	4		
OneFS Encryption Key A3 12TB+ Tier 3 L3=ID	149-BBGY	4		
ProSupport OneFS Hybrid Software Support-Maintenance, 60 Month(s)	487-BEBR	4		
OneFS Capacity A3 Tier 3 L3=CB	149-BBGI	720		
		Qty	Unit Price	Subtotal
PowerScale Accessories - AMER Estimated delivery if purchased today: Jan. 08, 2025		1	\$320.00	\$320.00
Description	SKU			
Accessories Virtual Base - VI	210-AYYS	1		
ISG Product (info)	379-BDPD	1		
PWCRD KIT for Normal Chassis	450-AJHP	2		
CABLE ETHERNET 10G PASS SFP+ 3M	470-AEGF	8		

Please do not reply to this email as it's auto-generated.

Dell Quote Terms

For Home and Home Office Purchasers: Unless otherwise stated in the quote, this quote is valid for 5 days, can be cancelled at any time by Dell and is subject, along with your purchase and use of Dell products, to the Consumer Terms of Sale, Limited Hardware Warranty and Return Policy located at dell.ca/terms.

For Commercial, Enterprise, Business, Channel and Public Sector Purchasers:

Validity, Prices, Errors: Unless otherwise stated in the quote, prices for most items in the quote are valid for 10 days (except for prices for third party products which are valid for 5 days). Dell may, at its sole discretion, extend the validity of pricing for up to 30 days in total. Products, availability, and pricing is subject to change (including as a result of fluctuating foreign exchange rates or changes in component costs). Dell may cancel this quote as a result of pricing or other errors and will not be responsible for any inaccuracies, errors or omissions. This quote may include estimated applicable sales taxes, shipping fees and environmental fees but final taxes and fees will be set out in the applicable invoice.

Agreement: The quote is considered an offer by Dell. If you issue a purchase order to and/or place an order with Dell Canada Inc. ("**Dell**") for the quoted items, you, the entity to whom this quote was issued ("**Customer**") are accepting Dell's offer, and the quote, including the terms and conditions below, constitute a contract between Dell and Customer.

Governing Terms: This quote, and Customer's order and use of products and services is subject to: (a) a separate written agreement between Customer or a Customer affiliate and Dell or a Dell affiliate (to the extent the agreement expressly applies to the products and/or services in this quote) or, to the extent there is no such agreement, to the applicable set of Dell's Terms of Sale (available at www.dell.ca/terms), or for cloud/as-a-Service offerings, the applicable cloud terms of service (identified as part of the Offer Specific Terms referenced below); and (b) the other terms referenced herein (collectively, the "**Governing Terms**"). The Governing Terms apply to the exclusion of all terms and conditions incorporated in or referred to in any documentation submitted by Customer to Dell (including in any Customer submitted purchase order, even if such purchase order is signed by Dell). Different Governing Terms may apply to different products and services on this quote. For instance, any separate written agreement entered between Customer and EMC Corporation of Canada (a former affiliate of Dell that was amalgamated with Dell) will apply to any storage, converged, hyper converged, data protection and other similar infrastructure products (collectively, "**Infrastructure Products**") and related services listed in this quote and ordered from Dell (regardless of whether there is also a separate purchase agreement in place between Customer and Dell governing the purchase of other products).

Global or Non-Canadian Agreements: Customer and Dell may choose to leverage a separate written agreement between their respective non-Canadian affiliates as the Governing Terms. If Customer and Dell leverage such Governing Terms for the purchase of Infrastructure Products, notwithstanding any delivery terms to the contrary therein, title and risk of loss for such Infrastructure Products will transfer from Dell to Customer upon clearance of Canadian customs.

Dell Software Licenses and Services Descriptions: Customer's use of any Dell software is subject to the license terms accompanying the software, or in the absence of accompanying terms, the applicable terms posted on www.Dell.com/eula. Descriptions and terms for Dell-branded standard services are stated at www.dell.com/servicecontracts/global or at www.dellemc.com/en-us/customer-services/product-warranty-and-service-descriptions.htm

Offer-Specific, Third Party and Program Specific Terms: Customer's use of third-party software is subject to the license terms that accompany the software. Certain Dell-branded and third-party products and services listed on this Quote are subject to additional, specific terms stated on www.dell.com/offeringspecificterms ("**Offer Specific Terms**").

In case of Resale only: Should Customer procure any products or services for resale, whether on standalone basis or as part of a solution, Customer shall include the applicable software license terms, services terms, and/or offer-specific terms in a written agreement with the end-user and provide written evidence of doing so upon receipt of request from Dell.

For third party Financing only: If Customer intends to enter into a financing arrangement for the products and/or services listed in this quote with a funding source ("**FS**"), such source must be pre-approved by Dell. Customer may issue its purchase order to Dell or to FS (who in turn will issue a purchase order to Dell). If issued to FS, Dell will fulfill and invoice FS upon confirmation that: (a) FS intends to enter into a Financing Agreement with Customer for this order; and (b) FS agrees to procure these items from Dell. Notwithstanding the Financing Agreement, Customer's use (or Customer's resale of and the end-user's use) of these items in the order is subject to the applicable Governing Terms between Customer and Dell, except that title shall transfer from Dell to FS instead of to Customer. If FS fails to make payment due to Dell within the timeline listed in the invoice (typically 30 days), Dell will invoice Customer and Customer will promptly pay the Dell invoice amounts directly to Dell.

DFS Payment Solution: Payment solutions provided and serviced by Dell Financial Services Canada Limited or its affiliate or designee ("**DFS**") to qualified customers. Offers may not be available or may vary in certain countries. Where available offers may be changed without notice and are subject to product availability, applicable law, credit approval, documentation provided by and acceptable to DFS and may be subject to minimum transaction size. Offers not available for personal, family or household use. Dell Technologies and the Dell Technologies logo are trademarks of Dell Inc. Restrictions and additional requirements may apply to transactions with governmental or public entities.