

EXHIBIT 'B'

Information Technology Overview

The City of Riviera Beach is in need of increasing its storage capacity, backup and disaster recovery capabilities for on-site and off-site data availability, cyber-security, high-availability, failover, redundancy, and connectivity. This document below explains the two items the Information Technology Division recommends and the reasons behind our recommendation.

Current Storage Infrastructure

The City of Riviera Beach currently utilizes two Netapp FAS2200 series storage devices which consist of 80 terabytes usable across both appliances. These systems will soon be out of storage capacity, end-of-life and end-of-support as of December 20th, 2018. These devices are critical to the infrastructure to house citizen and departmental data. The City is in desperate need to improve the performance and capacity to a more robust, scalable and cost-effective solution.

Keep in mind the Netapp FAS2200's take a considerable amount of space in Riviera Beach's primary data center, including two full racks. With this in mind, this increases the Cities operational costs from power, cooling, and electricity. In addition, the Netapp solution is very cost adverse and requires a tremendous amount of operational time to manage and maintain.

As the city continues to build out our GIS, ERP, and application development. The IT staff recommends a storage solution that not only increases its capacity, but infrastructure performance, resiliency, and elasticity within the City of Riviera Beach's eco-system.

Recommended Storage Infrastructure

The Information Technology Division recommends Western Digital to provide a single storage platform for any and all of our workloads. By moving to a single operating system and a scale-out enterprise solution, we found that Western Digital gives us the best TCO, ROI, and the lowest level of operational complexity. The solution narrative with our current environment in mind requires 96 terabytes usable pre-duplication and compression while protecting 175 virtual machines running on VMware. With the inline deduplication and compression on Western Digital HD2080-200 located at Riviera Beach's primary data center. The City will see a capacity of over 300 terabytes usable. Meaning, the City is asking for a solution of 134 terabytes usable pre-deduplication and compression. However, with deduplication and compression on Western Digital solution, the City of Riviera Beach will see A 300% growth. Giving the City requirements to scale-out and scale-up, Western Digital allows the following:

1. NAS and SAN protocols on the same system
2. All-flash and hybrid flash storage on the same system
3. Data reduction through inline deduplication and compression on all-flash and off-site hybrid flash storage.

Lastly, The Western Digital solution will allow the City of Riviera Beach's storage footprint to grow of upwards of 300%, which is the highest value in the storage market. Furthermore, this gives the City built in high-availability with redundant components and enterprise-grade all-flash storage to run all of our mission-critical applications and the entire virtual machine environment on one appliance. Our recommendation to move to all-flash arrays on-site while replicating our data to a hybrid array into Hayes E-Government Resources enterprise private cloud environment, allows us to protect data in multiple locations.

The following locations of our data will be at the City of Riviera Beach's primary data center and Hayes E-Government Resources private cloud in Tampa, Florida. Giving the City of Riviera Beach a robust disaster recovery and data protection strategy. The IT staff found that Western Digital gives the IT staff the best narrative to decrease our total cost of ownership, the highest return on investment, lowest operational complexity, and a smaller data center footprint. The IT staff assumes a 45% data growth over the next three years. Putting the City at 139 terabytes usable. Western Digital sized our environment with this in mind and giving the City plenty of room to grow our GIS, ERP and application data footprint. All together giving the City 335 terabytes of usable capacity.

Current Backup Infrastructure

The City of Riviera Beach is presently using legacy Veeam and multiple QNAP storage targets that require backup software, servers, and VM proxies. Veeam presently takes up to 3 weeks to copy data up to AWS S3 storage. Furthermore, there is operational complexity, failed backup jobs, and poses a case of being infected by ransomware and causing a serious concern for the City to recover its data. Ransomware attacks are increasing exponentially. There has been a reported average of over 4,000 ransomware attacks per day since January 1, 2018. Ransomware has risen over 300% since 2015. There have been a number of recent ransomware infections affecting State, Local, and Education entities including the City of Atlanta, City of Sarasota and Monroe County School District. Most recent estimates of the costs of the ransomware attack against the City of Atlanta are upwards of \$17M. Lastly, there is no reliable disaster recovery infrastructure in place today. Which puts the City of Riviera Beach at risk during the instance of natural disasters and malicious cyber-security attacks.

Recommended Backup Infrastructure

During the evaluation process, the City of Riviera Beach IT Staff has reviewed EMC/Dell's data protection suite, Veeam, Unitrends, and Rubrik. Upon intensive reviews and proof of concepts, the City IT staff recommends Rubrik as its enterprise cloud data management backup solution. Rubrik effectively eliminates all of the complexity and enables the City of Riviera Beach to take advantage of a cloud-scale modern data management platform, that will add business value, and simplify IT operations while reducing total cost of ownership.

Rubrik delivers a single software-defined platform that unifies backup, instant recovery, replication, search, analytics, archival, compliance, and copy data management, and much more in one secure fabric across the data center and cloud. In summary, Rubrik will deliver the following benefits:

1. Consolidation of complex, cumbersome hardware & software into a single converged platform.
2. Increased backup & recovery performance with dramatic improvements via Recovery Point Objective, with its incremental forever and intelligent log handling.
3. Radical daily management simplicity and time reduction enabled by an SLA driven approach that automates backup jobs, tasks, and schedules while decreasing daily troubleshooting time.
4. Next-generation capabilities such as Live Mount & Instant Recovery for a near zero Recovery Time Objective and indexing for fast single file restore.
5. Cloud Archiving to Hayes E-Government Resources enterprise private cloud.
6. Unlimited, simple scalability to meet our needs today, tomorrow and forever.
7. No more forklift upgrades or data migrations enabled by a true web-scale architecture.
8. Seamless integration with automation & orchestration tools via (REST) API's and Service Now.

The City IT Staff, recommends Rubrik to provide all these functionalities moving forward. And have found Rubrik to be the best fit for our requirements, over any other backup vendor on the market.

Disaster Recovery Site

The City of Riviera Beach IT staff recommends co-locating the secondary infrastructure in Hayes E-Government Resources private cloud environment located in Tampa, Florida. The solution will include Rubrik for backups, Western Digital for Hybrid all-flash arrays for storage, Juniper Networks network switch to connect and Super Micro compute for failover in the case of ransomware to protect our mission-critical applications and workloads in the cloud. Hayes can support running City of Riviera Beach's entire virtual environment temporarily in the event of a production storage disaster. This is unmatched flexibility and the Rubrik + Western Digital + Hayes solution provides the foundation to support disaster recovery and business continuity going forward. Rubrik, Western Digital, Super Micro and Hayes jointly deliver end-to-end encryption across all environments while maintaining performance. Hayes customers have recovered from ransomware attacks and resumed operations in under an hour with zero data lost due to the ability to recover instantly; combined with a hybrid all-flash array via Western Digital, Juniper Network, and the Super Micro compute to support a full production failover seamlessly. This solution will give the City of Riviera Beach true geo-diversity, high-availability, redundancy for its entire mission-critical environment.

Procurement Process

The Information Technology Division went through the process of collecting 3 quotes for each solution, including:

1. Rubrik
2. Western Digital

However, Hayes E-Government Resources can provide all the State and National Contract vehicles for all of our needs and recommends Hayes to deliver a financing proposal for three years which includes Rubrik, Western Digital, Juniper Networks, and Super Micro hardware for both locations as requested. Please view below:

Rubrik	Price	Contract Vehicle	Frequency
Hayes	\$452,465.14	GSA: GS-35-0256K	Financed
UDT	\$645,357.80	Not Available	Every Three Years
Rubrik Inc.	\$580,372.00	Not Available	Every Three Years
Western Digital	Price	Contract Vehicle	Frequency
Hayes	\$245,955.96	GSA: GS-35F-303DA	Financed
BlueAlly	\$445,629.00	Not Available	Every Three Years
Western Digital Inc.	\$444,879.00	Not Available	Every Three Years
Juniper Networks	Price	Contract Vehicle	Frequency
Hayes	\$12,389.21	State Contract: 43220000-WSCA-14-ACS	Financed
Super Micro	Price	Contract Vehicle	Frequency
Hayes	\$23,465.00	Not Available	Financed

Financing

Hayes E-Government
Resources: Financed
through E-Plus

Price

\$734,275.31

Contract Vehicle

GSA: GS-35-0256K
GSA: GS-35F-303DA
State: 43220000-
WSCA-14-ACS

Frequency

Annual for three
years

Payments

Payment 1: \$266,139.59
due 30 days after PO
date
Payment 2: \$266,139.59
due one year after PO
date
Payment 3: \$266,139.59
due two years after the
PO date
Payment 4: Dollar
Buyout