



**SUBMITTAL TO THE RIVERSIDE UNIVERSITY HEALTH  
SYSTEM MEDICAL CENTER GOVERNING BOARD  
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**



**ITEM:** 18.2  
(ID # 27748)

**MEETING DATE:**  
Tuesday, May 06, 2025

**FROM :** RUHS-MEDICAL CENTER

**SUBJECT:** RIVERSIDE UNIVERSITY HEALTH SYSTEM-MEDICAL CENTER: Ratify and Approve the authorization to the Purchasing Agent to Issue a Purchase Order to Insight Direct USA, Inc. for the Purchase of Equipment, Additional Storage Capacity, and Associated Services for FY24/25, All Districts. [Total Cost, \$749,897; 100% Hospital Enterprise Fund 40050]

**RECOMMENDED MOTION:** That the Board of Supervisors:

1. Ratify and Approve the authorization to the Purchasing Agent to issue a Purchase Order to Insight Direct USA, Inc. for the purchase of equipment, additional storage capacity, and associated services for FY24/25 in the amount of \$749,897.

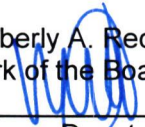
**ACTION:**Policy

---

**MINUTES OF THE GOVERNING BOARD**

On motion of Supervisor Washington, seconded by Supervisor Gutierrez and duly carried by unanimous vote, IT WAS ORDERED that the above matter is approved as recommended.

Ayes: Medina, Spiegel, Washington, Perez and Gutierrez  
Nays: None  
Absent: None  
Date: May 6, 2025  
xc: RUHS-MC

Kimberly A. Rector  
Clerk of the Board  
By:   
Deputy

**SUBMITTAL TO THE RIVERSIDE UNIVERSITY HEALTH  
SYSTEM MEDICAL CENTER GOVERNING BOARD OF DIRECTORS  
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

<b>FINANCIAL DATA</b>	<b>Current Fiscal Year:</b>	<b>Next Fiscal Year:</b>	<b>Total Cost:</b>	<b>Ongoing Cost</b>
<b>COST</b>	\$749,897	\$0	\$749,897	\$0
<b>NET COUNTY COST</b>	\$0	\$0	\$0	\$0
<b>SOURCE OF FUNDS:</b> 100% Hospital Enterprise Fund 40050			<b>Budget Adjustment:</b> No	
			<b>For Fiscal Year:</b> 24/25	

**C.E.O. RECOMMENDATION:** Approve

**BACKGROUND:**

**Summary**

Riverside University Health System – Medical Center (RUHS-MC) is requesting that the Board of Supervisors approve the purchase of equipment, additional storage capacity, and associated services from Insight Direct USA, Inc. (Insight) for the expansion of its existing Pure Storage FlashArray system.

In 2020, RUHS's Information Services Department transitioned from an end-of-life Storage Area Network (SAN) to a modern Pure Storage FlashArray system housed at the RC3 Datacenter. This solution was selected to meet increasing data demands and ensure high performance and reliability for mission-critical operations. Current utilization is approaching 90%, a critical threshold that if exceeded may lead to performance degradation and impact patient care.

Pure Storage FlashArray provides a scalable, consumption-based storage platform that includes ongoing maintenance, performance upgrades, and cloud extension capabilities unique among SAN vendors. This request seeks to expand the existing Pure Storage system to ensure continued reliability and performance.

**Impact on Residents and Businesses**

These services are a component of RUHS's system of care aimed at improving the health and safety of its patients and the community.

**Contract History and Price Reasonableness**



The requested purchase with Insight Direct USA, Inc. is a combination of products and services. The total equipment cost is \$610,261 and the total service cost is \$93,743. There is cost savings to the county if the purchase is completed by the next available Board date due to tariffs being imposed by the federal government. The increase is a minimum of 25% and would be effective after the May 6, 2025, Board date. This purchase is being made through the county's Vizient Group Purchasing Organization (GPO) member program. The comprehensive contracting process administered by Vizient has been found by the Board to meet the statutory requirements for competition which was approved on June 27, 2023 (Item 15.5).

RUHS-MC is seeking Board approval as the cost exceeds the authority delegated to the purchasing agent to execute purchase orders in excess of \$100,000 for professional services.

**SUBMITTAL TO THE RIVERSIDE UNIVERSITY HEALTH  
SYSTEM MEDICAL CENTER GOVERNING BOARD OF DIRECTORS  
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

**ATTACHMENTS:**

Attachment A:	Quotation #0228359346 – RUHS
Attachment B:	Vizient GPO – Insight Contract Summary – IT0034
Attachment C:	H-11 Insight Direct USA

	
Melissa Curtis, Deputy Director of Purchasing and Fleet	Jacqueline Ruiz, Principal Analyst
4/22/2025	4/30/2025


Gregg Gu, Chief of Deputy County Counsel
4/25/2025

**Account name: 11129611**

RIVERSIDE UNIVERSITY HEALTH SYSTEM  
26520 CACTUS AVE  
MORENO VALLEY CA 92555-3927

**SHIP-TO**

RIVERSIDE UNIVERSITY HEALTH SYSTEM  
26520 CACTUS AVE  
MORENO VALLEY CA 92555-3927

**Quotation**

**Quotation Number** : [0228359346](#)  
**Document Date** : 11-APR-2025  
**PO Number** :  
**PO Release** :  
**Sales Rep** : Justin Wing  
**Email** : [JUSTIN.WING@INSIGHT.COM](mailto:JUSTIN.WING@INSIGHT.COM)  
**Phone** : +14803333517 X 3517

**We deliver according to the following terms:**

**Payment Terms** : Net 45 days  
**Ship Via** : Insight Assigned Carrier/Ground  
**Terms of Delivery** : FOB ORIGIN  
**Currency** : USD

Material	Material Description	Quantity	Unit Price	Extended Price
<a href="#">FAX70R4ETH366TB20X</a>	Pure Storage FlashArray //X70 R4 - Flash storage array	1	398,320.63	398,320.63
<a href="#">FAX70R4366TB1MOPRM</a>	FA-X70R4- 366TB 1 MONTH EVERGREEN SUBSCRIPTION, 4 HOUR DELIVERY, 24/7 DSE	12	4,719.12	56,629.44
<a href="#">FAXR225GETHSFPSR4P</a>	Pure Storage - Network adapter - PCIe 3.0 x8 - 25Gb Ethernet SFP28 x 2 - For XR2 Controller - Short Range (SR) SFP	1	1,100.00	1,100.00
<a href="#">FAXCR425GISCSIROCE</a>	HBA, CONNECTX- 6 LX, PCIE-GEN4 X8, 25GBE DUAL-PORT SFP28	2	370.41	740.82
<a href="#">FAXR225GETHSFPSR4P</a>	Pure Storage - Network adapter - PCIe 3.0 x8 - 25Gb Ethernet SFP28 x 2 - For XR2 Controller - Short Range (SR) SFP	2	1,100.00	2,200.00
<a href="#">FAXR225GETHSFPSR4P</a>	Pure Storage - Network adapter - PCIe 3.0 x8 - 25Gb Ethernet SFP28 x 2 - For XR2 Controller - Short Range (SR) SFP	1	1,100.00	1,100.00
<a href="#">PS-DP-FAINST00</a>	Pure Storage - installation	1	3,989.80	3,989.80
<a href="#">SS-DFSG2</a>	PURE STORAGE DIRECT FLASH SHELF GEN2. CONNECTS TO // X, //C, //E, //XL Coverage Dates: 11-APR-2025 - 11-APR-2026	1	15,407.99	15,407.99
<a href="#">SSDFMSHELF1MOPRM</a>	SS-DFM-SHELF 1 MONTH EVERGREEN FOREVER SUBSCRIPTION, 4 HOUR DELIVERY, 24/7 DSE Coverage Dates: 11-APR-2025 - 11-APR-2026	12	224.60	2,695.20
<a href="#">DFMDP127TB14X91TB</a>	PURE STORAGE FLASHARRAY DFM DATAPACK 127TB-14X9.1TB	1	188,696.53	188,696.53



Material	Material Description	Quantity	Unit Price	Extended Price
<a href="#">DFMDP127TB1MOPRM</a>	DFM-DP- 127TB 1 MONTH EVERGREEN FOREVER SUBSCRIPTION, 4 HOUR DELIVERY, 24/7 DSE	12	2,254.49	27,053.88
<a href="#">PS-DP-FAISCAP-AD</a>	Pure Storage - FlashArray Additional Capacity	1	6,070.00	6,070.00
Product Subtotal				610,261.17
Services Subtotal				93,743.12
TAX				45,892.24
<b>Total</b>				<b>749,896.53</b>

Thank you for choosing Insight. Please contact us with any questions or for additional information about Insight's complete IT solution offering.

Sincerely,

Justin Wing  
+14803333517 X 3517  
[JUSTIN.WING@INSIGHT.COM](mailto:JUSTIN.WING@INSIGHT.COM)  
Fax +14807609136

This quote/order is subject to Vizient GPO Contract IT0034 terms and conditions

Insight Global Finance has a wide variety of flexible financing options and technology refresh solutions. Contact your Insight representative for an innovative approach to maximizing your technology and developing a strategy to manage your financial options.

This purchase is subject to Insight's online Terms of Sale unless you have a separate purchase agreement signed by both your company and Insight, in which case, that separate agreement will govern. Insight's online Terms of Sale can be found at the "terms-and-policies" link below.

**SOFTWARE AND CLOUD SERVICES PURCHASES:** If your purchase contains any software or cloud computing offerings ("Software and Cloud Offerings"), each offering will be subject to the applicable supplier's end user license and use terms ("Supplier Terms") made available by the supplier or which can be found at the "terms-and-policies" link below. By ordering, paying for, receiving or using Software and Cloud Offerings, you agree to be bound by and accept the Supplier Terms unless you and the applicable supplier have a separate agreement which governs.

Tariffs imposed by the United States government on technology-related products may lead to cost increases for manufacturers and suppliers, who then pass these increases on to partners like Insight. Additionally, supply constraints, production delays, component shortages, and logistical pressures have contributed to cost increases and product shipment delays from manufacturers and suppliers. Insight is actively engaged with its suppliers and partners to address these challenges. While we strive to honor initial price proposals and quotes, the fluid nature of the impact on manufacturer and supplier costs and product availability due to tariffs and supply disruptions could require a requote before finalizing any subsequent or impacted proposals, quotes, and orders.

<https://www.insight.com/terms-and-policies>

IT0034

Insight Direct USA, Inc.

## IT Hardware and Software Value Added Resellers

- Desktop/Workstations
- Notebooks/Laptops
- Tablets/eBook Readers
- Servers
- Storage and Memory products
- Displays & Projectors
- Networking Equipment
- Audio & Video
- Printers & Scanners
- Software Products
- IT Service

Effective dates: 01/01/2014 - 10/31/2025

Multi-source contract

**OTHER CONTRACTS IN THIS CATEGORY** IT0031 - CDW Government IT VAR, IT0032 - Paragon Development Systems (PDS) IT VAR, IT0033 - PC Connection/MoreDirect/Gov Connection IT VAR

**PREVIOUS CONTRACTS IN THIS CATEGORY** IT132X - Eplus Technology, Inc., IT178X - CDW Government LLC, IT194X - Insight Public Sector, Inc., SVC1003X - Paragon Development Systems, U0919CX - PC Connection Information Tech Svcs, U0919GX - GovConnection Computer Services, U0919X - MoreDirect Information Tech Svcs

**DISTRIBUTION** Direct from the supplier

### Agreement access

**TO ACTIVATE CONTRACT TIERS** - For those who have access to request tiers, click the purple "Activate Now" button on the catalog contract details page to launch the online activation process. Follow the prompts and provide all requested data until you reach the Submit stage. If requesting a different tier, click the purple "Request a New Tier" button and follow the same process.

Pricing and terms

**PRICING** Pricing detail is available from the Contract Documents area of the contract details page in Vizient Catalog.

**PRICE TIERS** Refer to Vizient Catalog for tier eligibility requirements. If you qualify for a different tier from the one your facility is currently on, click the "Request a New Tier" button on the Facility Status line to initiate a new tier request with the supplier. Follow the prompts and provide all requested data until you reach the Submit stage.

**PRICE PROTECTION** Firm Price, Entire Term of the agreement but may be subject to reduction due to market conditions.

**CONTRACT TERM** Initial term is effective through 12/31/2023; Automatic Two (2) One Year Options; unless Vizient gives 90 days notice or Supplier gives 180 days notice.

**CONTRACT AND PRODUCT UPDATES** Product and price updates, promotions, supplier news and other changes that occur during the term of this contract are shared via Vizient Catalog. They can be viewed at the Contract News link on the contract details page.

## Contract process and award rationale

**COMPETITIVE CONTRACTING PROCESS** Vizient awards product agreements to the suppliers that offer best overall value, as determined through a comprehensive contracting process that follows the principles of the American Bar Association's Model Procurement Code and involves participating member organizations to the greatest practical degree. The process uses member-driven criteria and a weighted award decision tool that considers financial and product specification/quality factors. This contract was awarded based solely on the results of this process.

Based solely upon the results of this process, Vizient awarded this category as described on page 1.

### Request for proposal

Vizient issued a request for proposal in March 2013.

The RFP was issued to these suppliers: CDW Government LLC, ePlus Technology Inc., Insight Direct USA Inc., Kyocera, Paragon Development Systems Inc., PC Connection/MoreDirect, Inc. /GovConnection, Inc. Inc. Presidio, Sentinel Technologies, SHI International Corp., System Design Advantage LLC, The Ergonomic Group Inc., Upstate Wholesale Supply, and Zones Inc..

Responses were received from these suppliers: CDW Government LLC, ePlus Technology Inc., Insight Direct USA Inc., Kyocera, Paragon Development Systems Inc., PC Connection/MoreDirect, Inc. /GovConnection, Inc. Inc. Presidio, Sentinel Technologies, SHI International Corp., System Design Advantage LLC, The Ergonomic Group Inc., Upstate Wholesale Supply, and Zones Inc..

### **Proposal evaluation**

In addition to financial value, the proposals were evaluated based on the following product specification /quality factors, which were developed and weighted by Vizient's Information Technology Council in February 2013:

- breadth and depth of offering, supplier capabilities/member value, member preference, and terms and conditions

### **Member input**

A member preference survey was conducted in April 2013 in conjunction with the request for proposal to assess which suppliers' members find acceptable and prefer to use. Results were factored into the award recommendation.

### **Best-and-final offer**

Based on the scoring results, CDW Government, Insight Direct, Paragon Development Systems, and PC Connection/MoreDirect/GovConnection were invited to submit their best-and-final pricing offer in October 2013.

### **Award validation**

Based on the proposal scorecard results and the recommendation of the council, Vizient awarded this category as described above.

Vizient wishes to thank the members of the Information Technology Council for their valuable direction and input into this award decision.



## Catalog Task

Pending	Open	Work in Progress	Complete
Number	<input type="text" value="TASK0939297"/>	Opened	<input type="text" value="04-17-2025 05:07:37 PM"/>
Assignment group	<input type="text" value="RCIT TSOC H-11"/>	Service Location	<input type="text"/>
Assigned to	<input type="text"/>	Opened by	<input type="text" value="Damon Bagley"/>
Configuration item	<input type="text"/>	Priority	<input type="text" value="4 - Low"/>
Business Application	<input type="text"/>	State	<input type="text" value="Closed Complete"/>
Watch list		Request	<input type="text" value="REQ0377063"/>
		Request item	<input type="text" value="RITM0398813"/>
		Requested for	<input type="text" value="Jennifer Sandoval"/>

## Form Data and Customer Comments

### Variables

<b>Requested for:</b> Jennifer Sandoval	<b>Requested Purchase:</b> New Network Storage Appliance
<b>Department:</b> RUHEALTH	<b>Describe Requested Purchase:</b> <p>In 2020 Riverside University Health System Information Services Department moved from End of Life Storage Area Network (SAN) to the Pure Storage Appliance in RC3 Datacenter.</p> <p>The Pure Storage solution provided adequate coverage at the time and allowed for keeping up with increasing growth and demand. Pure Storage offers a storage platform and service designed to allow customers to configure data storage and retention either on-premises or through a proprietary cloud solution. Additionally, Pure Storage provides a flexible, consumption-based model, enabling the platform to extend beyond its capacity using proprietary cloud technologies if data storage requirements exceed the projected growth percentage. This feature is unique among Storage Area Network (SAN) vendors.</p> <p>Pure Storage platforms include all necessary subscriptions for critical storage features. Another key benefit of this storage appliance is its annual maintenance plan, which includes a complete swap of controllers, which extends the unit's lifespan, allowing the Medical Center to leverage technological advancements for improved performance and greater storage capacity.</p> <p>This request seeks to expand Pure Storage. The vendor is indicating storage utilization is approaching above 90, a critical threshold and expansion is required. Over 90% threshold, the storage system will begin to degrade, and RUHS server performance will experience an issue an cause an impact for RUHS patient care and safety. The Pure Storage Expansion was a planned expense for FY 24-25 and has been reviewed and approved by Joe Zamora, CFO</p>
<b>Approving Supervisor/Manager:</b> Josh Alexander	
<b>Alternate Contact:</b>	
<b>Purchase Details:</b>	
<b>Category:</b>	<b>Business Criticality</b>

<input checked="" type="checkbox"/> Hardware <input type="checkbox"/> Professional Services <input type="checkbox"/> Software <input type="checkbox"/> Other	<input checked="" type="checkbox"/> Run the Business <input checked="" type="checkbox"/> Grow the Business <input type="checkbox"/> Transform the Business
<b>Purchase Requested:</b> New	<b>Business Impact</b> <input type="checkbox"/> Reduce Expenses <input checked="" type="checkbox"/> Support Current Operations <input checked="" type="checkbox"/> Improve Customer Service <input checked="" type="checkbox"/> Improve Operational Efficiencies
<b>Procurement Status:</b>	

Terms

<b>Is this a multi-year contract?</b> No	<b>Start Date:</b> 02-07-2025
<b>Length of Contract (In Years) :</b> 1	<b>End Date:</b> 02-07-2026

**Special Terms and Conditions:**

Transaction

**Is this Purchase or Lease?**  
Purchase

**Estimated Amount:**  
749897.00

**Notes:**

Requested Items - Non Standard							
Item Description	Purchase Type	Vendor	Quantity	Unit Cost	Sub Total	Item Tax	Total Cost
Pure Storage FlashArray //X70 R4 - Flash storage array		Insight	1	\$398,320.63	\$398,320.63	0.00	\$398,320.63
EVERGREEN SUBSCRIPTION, 4 HOUR DELIVERY, 24/7 DSE	Service Support	Insight	12	\$4,719.12	\$56,629.44		\$56,629.44
Pure Storage Network adapter	Equipment	Insight	1	\$1,100	\$1,100		\$1,100
HBA, CONNECTX- 6 LX, PCIE- GEN4 X8, 25GBE DUAL-PORT SFP28	Equipment	Insight	2	\$370.41	\$740.82		\$740.82
Pure Storage - Network adapter - PCIe 3.0 x8 - 25Gb Ethernet SFP28 x 2 - For XR2 Controller - Short Range (SR) SFP	Equipment	Insight	2	\$1,100	\$2,200		\$2,200
Pure Storage - Network adapter - PCIe 3.0 x8 - 25Gb Ethernet	Equipment	Insight	1	\$1,100	\$1,100		\$1,100

Item Description	Purchase Type	Vendor	Quantity	Unit Cost	Sub Total	Item Tax	Total Cost
SFP28 x 2 - For XR2 Controller - Short Range (SR) SFP							
Pure Storage - installation	Service	Insight	1	\$3,989.80	\$3,989.80		\$3,989.80
PURE STORAGE DIRECT FLASH SHELF GEN2. CONNECTS TO // X, //C, //E, //XL	Equipment	Insight	1	\$15,407.99	\$15,407.99		\$15,407.99
SS-DFM-SHELF 1 MONTH EVERGREEN FOREVER SUBSCRIPTION, 4 HOUR DELIVERY, 24/7 DSE	Support/Service	Insight	12	\$224.60	\$2,695.20		\$2,695.20
DFM-DP- 127TB 1 MONTH EVERGREEN FOREVER SUBSCRIPTION, 4 HOUR DELIVERY, 24/7 DSE	Support/Service	Insight	12	\$2,254.49	\$27,053.88		\$27,053.88
Pure Storage - FlashArray Additional Capacity		Insight	1	\$6,070	\$6,070		\$6,070

#### RCIT Bureau Approval/Rejection

**BRM: Please choose approve or reject:**

Approve

**CCB: Please choose option:**

N/A

**EAB: Please choose option:**

N/A

**TSB: Please choose option:**

N/A

**ISO: Please choose option:**

Approve

**SAM: Please choose option:**

Approve

**TSOC: Please choose approve, reject or n/a:**

Approve

**Short description**

Policy H-11 Technology Procurement for RUHEALTH greater than 100k

**Description:**

Policy H-11 Technology Procurement request is more than 100k, please review.

**Work notes list**

**Work notes:**

**Additional comments:**

Customer Comments (From Portal)

04-24-2025 07:08:21 AM - By: Richard Torres Jr.  
Request Automatically Closed as all Line Items were complete

Activities

- Activity
- 04-24-2025 07:08:20 AM **Richard Torres Jr.** - Changed: State  
State: Closed Complete was: Open
- 04-17-2025 05:07:37 PM **Damon Bagley** - Changed: Impact, Opened by, Priority, State  
Impact: 3 - Low  
Opened by: Damon Bagley  
Priority: 4 - Low  
State: Open

Fulfillment Instructions

RITM Approvers						1 Approvals	
Approving = bff41b9fc370e65424677423e40131a9							
State	Approver	Comments	Description	Approval for	Created	Updated	
Approved	Josh Alexander	04-14-2025 03:35:40 PM - Josh Alexander (Comments) reply from: j.alexander@ruhealth.org  Ref:MSG19974530  RUHS Confidentiality Disclaimer  The information contained in this electronic message is intended only for the personal and confidential use of the designated recipients named above. This e-mail transmission and any documents, files or previous e-mail messages attached to it may contain confidential information that is legally privileged, covered by the Electronic Communications Privacy Act 18 U.S.C. ? 2510-2522. If you are not the intended recipient, or a person responsible for delivering it to the intended recipient, YOU ARE HEREBY NOTIFIED that any retention, dissemination, distribution, disclosure,		RITM0398813	04-14-2025 02:27:57 PM	04-16-2025 02:27:57 PM	

State	Approver	Comments	Description	Approval for	Created	Updated
		copying or further use of any of the information contained in or attached to this transmission is STRICTLY PROHIBITED.				

**Affected CIs** Task = TASK0939297 0 CIs Affected

Configuration Item	Class	Support group	Owned by	Applied	Applied date	Manual proposed change	Updated
No records to display							

**Approvers** Approval for = TASK0939297 0 Approvals

State	Approver	Comments	Description	Created	Updated
No records to display					

**Group approvals** Parent = TASK0939297 0 Group approvals

Approval	Assignment group	Approval user	Short description
No records to display			

**All Attachments** Table sys ID = 1456975cc381a69424677423e401317a .or. Table sys ID = bff41b9fc370e65424677423e40131a9 .or. Table sys ID = 77f41b9fc370e65424677423e40131a9 AND Table sys ID != NULL 2 Attachments

File name	Content type	Table name	Table sys ID	External Attachment
Pure Storage Additional Capacity – Flash Array.pdf	application/pdf	sc_req_item	bff41b9fc370e65424677423e40131a9	false
Quotation #0228359346 - Riverside University Healt.pdf	application/pdf	sc_req_item	bff41b9fc370e65424677423e40131a9	false

**Wm Orders** Parent = TASK0939297 0 Wm Orders

Number	Opened	Priority	State	Short description
No records to display				



**Save Checklist as Template**

Template Name