

Request For Proposal



Metropolitan Area Cluster

Contract # 1072 10/16/2015

LATE PROPOSALS WILL NOT BE ACCEPTED

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1. General Provisions

1.1. Scope of Services

This RFP is intended to procure, install and configure the following:

A “Metropolitan Area Cluster” or “Stretched Cluster” to replace the existing VMWare environment consisting of two separate VMWare clusters using SRM to provide replication and failover.

1.1.1. Hardware

This Cluster will consist of two sites, each with identical hardware:

Each site will have (3) HP DL380 Gen 9 servers with 512GB of RAM and 4x 10G SFP+ NICs in each.

A third site will also contain the Quorum Witness server for the 3Par Peer persistence. This will be an HP ML350 Gen9 server.

Storage will consist of (1) 3Par SANs at each site with either ~75 or ~100TB of useable storage. Peer Persistence will be utilized to provide synchronous replication between the sites. These SANs will provide 3 tiers of storage to allow Town IT staff to choose the appropriate storage level for each VM.

Top of Rack switching will consist of (2) HP 5900 switches with 48 10G SFP+ ports and 4x QSFP+ ports.

In addition on the equipment above, Racks, cabling, UPS's, KVM's and any other parts/equipment necessary to complete the project are also included in this RFP.

1.1.2. Software and Support

This cluster will utilize VMWare as a hypervisor. The Town already possesses the appropriate VMWare licensing for our (6) current hosts (Enterprise Plus). Any upgrades/renewals required for this project are included in this RFP.

Any required software licensing/support to complete this project must also be included. This includes, but is not limited to:

- Replication Software Suite for 3Par SAN
- Reporting Suite for 3Par SAN
- Data Optimization Suite for 3Par SAN
- VMWare licensing—Pricing should be included for the following:
 - Option 1: An upgrade/renewal of existing VMWare licensing.
 - Option 2: An upgrade to VMWare vSOM licenses.
- HP iLO Advanced license for Host servers
- 5 Year support/licensing for all hardware/software in this RFP. All hardware and software must be licensed and supported for the full term of the lease.

1.1.3. Services

The Vendor will be required to perform the following services:

- Deliver all equipment to their respective locations.
- Rack mount equipment.
- Connect all equipment in the rack (power, network, etc.)
- Connect equipment to existing core switches.
- Configure 3Par Virtual Copy, Adaptive Optimization, Remote Copy and Peer Persistence.
- Demonstrate simulated failure of array/site and subsequent functionality.
- Demonstrate migration of VMs from current cluster to the new (limited to 5 VMs).

Town IT staff will handle installation of VMWare on the host servers. Any additional services not listed that are required for completion of this project should be included in the bid.

1.1.4. Project Timeline

Vendor must provide a project plan including the following:

- Expected equipment delivery timeline
- Installation—Expected to no later than January 2016
- Testing—Expected no later than February of 2016
- Migration—Expected no later than March 2016
- Knowledge transfer

The current equipment is leased, with the lease term ending 4/1/2015. Any proposed project plan must have a completion date prior to this date. The Town of Vernon expects to award the bid by October 30th 2015.

1.1.5. Lease

The Town requires all submitted bids to include a lease agreement for all equipment for a term of 5 years. The lease agreement must **not** include an option to buy out the equipment at the end of the lease term.

At the end of the Lease term, the Vendor must remove all leased equipment at their expense.

The Town reserves the sole right to extend the contract annually for up to two (2) additional years.

The intention of this Request For Proposal ("RFP") is to:

- Get the best value for the equipment specified in section 3.1.1

1.2. Qualification of Vendors

The Town is seeking well qualified and experienced vendors for this project. In order to be considered for this request, firms must include the following information:

- Provide three (3) current or former client references relative to the projects of this scope.
- The qualifications and experience (on similar projects) of personnel to be assigned to the Project team.
- Ability to provide the services within proposed project schedule time constraints.
- The firm's awareness of projects issues, opportunities and constraints.
- Quality and performance of past services.
- A fee proposal responding to the scope of work.
- Hourly fees and expense schedule.
- Professional references
- e coverage

The selected firm must meet all municipal, state and federal AA and EEO practices and requirements. MBEs/WBEs/SBEs are encouraged to apply

1.3. Proposals

The Town requires three (3) hard copies and one (1) digital copy (on CD-R disk or USB drive) of each vendor proposal. All proposal material is to be submitted to John D. Ward, Town Administrator, Town of Vernon located at 14 Park Place, Vernon, Connecticut 06066 by 11:00 AM October 16, 2015. Emailed/faxed or late bids will not be considered. Immediately following, all proposals received will be publicly opened and read aloud.

All questions about the proposals should be directed to Robert Sigan by email at rsigan@vernon-ct.gov; no later than September 23rd 2015. Answers to all received questions will be posted on the Town's website under the bid section by September 24th, 2015. All proposals must include the signature of a duly authorized officer or agent of the organization submitting the proposal.

1.4. Contract

This RFP is not a contract and, alone, shall not be interpreted as such. This RFP only serves as the instrument through which proposals are solicited. The Town reserves the right to make contract awards to the vendor or vendors whose proposal or components of the proposal is, in the opinion of the Town, best suited for use and the best value for the amount expended.

All information and material returned with proposals shall become part of any contract, which results from this proposal. Any proprietary information submitted for review should be submitted in a separate sealed envelope plainly marked as proprietary information. The TOWN OF VERNON will disclose this information only to those involved in the selection process.

If the Town's governing body fails to appropriate sufficient funds in any fiscal year for services to the Firm, and if no other funds are available for such payments, then a "non-Appropriation" shall be deemed to have occurred. In the event of "non-appropriation", the /any agreement with the Firm shall terminate and the Town shall not be obligated to pay any amounts due under such an agreement

The Town will not necessarily be bound by the lowest bid. Quality, value, design and performance of the system shall be considered at all times and the Town shall be the sole judge of such.

1.5. Evaluation

The most promising responses will be evaluated in detail. Additional information may be sought from Firm (s).

The Town of Vernon will award this contract to a qualified contractor based on the overall ranking of the firm by the selection committee and the fairness and reasonableness of the proposed fee. All proposals will be subject to review by the Town's selection committee. Interviews may be required.

The Town reserves the right to reject any or all proposals in whole or in part, to award any one service or group of services or all services, to negotiate with any or all companies submitting proposals, and to enter into an agreement with any company for any services mentioned in this RFP if it is deemed to be in the best interest of the Town.

Firm (s) may be asked to present and explain their proposals. If interviews are held, they will be 30-45 minutes long. Initial presentations will be limited to 15 minutes. The final 15-30 minutes will be reserved for questions from the Selection Committee and subsequent discussion. The key person to be assigned to this project must be present at this interview. The Town reserves the right to waive non-material deficiencies in any proposal.

Proposals will be evaluated by TOWN OF VERNON, who reserves the right to reject any or all proposals received. The following will serve as the basic criteria for the selection of the consultant eventually selected.

- Understanding of the work required by the project manager as evidenced by the proposal and the ability of the contractor to commence work in a timely manner. Completeness of proposal will be critical.
- The qualifications of the company.
- The scope of the services offered.
- Completeness and responsiveness to the requirements of the RFP.
- Experience of the individual and/or team that will be assigned to the Town.

- Experience in evaluating operations and making recommendations that are feasible.
- Understanding of the project's objectives and scope as evidenced by the quality of the proposal submitted.
- Good service and good value shall weigh heavily in the selection process.
- Costs.

TOWN OF VERNON also reserves the right to exercise its discretion and be the sole judge of the proposal.

1.6. Addendums to RFP

In the event that it becomes necessary to revise any part of the RFP, an addendum will be provided to all prospective firms submitting proposals.

1.7. Proprietary Information

The Town recognizes that in responding to this RFP, vendors may submit proprietary information. To the extent allowed by law, the Town will keep confidential such proprietary information provided that the conditions as described in the following paragraph are met.

Proprietary information is submitted separately and must be clearly identified as containing proprietary information. Reference to the proprietary information must be clearly made in the proposal, and conversely the section in the proprietary information packet shall be clearly labeled as to the location in the proposal that it references. Labeling a complete proposal proprietary, that is general in nature, may be cause for rejection of the proposal.

1.8. Incurring Costs

The Town is not liable for any costs incurred by the Firms prior to the issuance of a contract and purchase order.

1.9. Ownership of Proposals

All proposals in response to the RFP are to be the sole property of the Town.

1.10. Taxes

The Town is tax exempt and will provide appropriate documentation if needed. If taxes do apply, these costs will be incorporated into the lease agreement.

1.11. Additional Information, Pricing, and Negotiation

The price of the equipment in this proposal shall be itemized. Any and all manufacturer provided engineering services offered shall be inclusive. If price excludes certain fees/charges, either recurring or nonrecurring, vendors must provide a detailed list of excluded fees with a complete explanation of the nature of those fees.

In the event that information or pricing submitted by the vendor is unclear, the Town may request further explanation and/or pricing breakdowns from the vendor for the purpose of evaluation and decision making. The vendor shall answer requests for additional information or clarification in writing, and these responses will become part of the vendor's proposal. Vendors failing to provide adequate information on any issue in a timely manner to allow a comprehensive evaluation by the Town shall be considered unresponsive, and their proposal may be subject to rejection.

2. Mandatory Requirements

2.1. Town Policies

Proposals must meet all requirements of applicable Town policies.

2.2. Added Value

Proposals shall include any added value services provided under a separate section labeled “Added Value”. Added value may include manufacturer provided engineering services, as well as any vendor provided engineering services (at no additional cost).

3. Product and/or Service Specifications

3.1. Technical Requirements

3.1.1. Design

The Design, as specified, is a “Stretch Cluster” over two sites connected via 24 pairs of Town owned fiber. Currently, one pair is used between the two locations specified. Multiple paths are provided between these sites via a “ring” of 4 locations. The fiber run between the two sites is approximately 3 miles of single-mode 9/125 fiber.

The new cluster will utilize an unused pair/s of fiber for data replication. The available 40GB QSFP+ ports in the HP 5900 switches should be utilized for this replication traffic.

Connections between the storage and servers will be 10G iSCSI over SFP direct attach cables.

Connections to the core switches will also be 10G, fiber or direct attach cables can be used to interconnect these devices.

Each site will have identical equipment. An outline of specifications for each site is below:

- 3x HP DL380 Gen9--2x Xeon E5-2670v3, 512GB RAM, 3x 80GB SSD, 4x 10GB SFP+
- 3Par 7200 SAN—2 options should be priced:
 - Option 1 (~75 Useable TB) 5TB useable SSD storage(RAID 5, 3+1) 32TB useable 10K SAS (RAID 5, 3+1) and 40 TB useable 7.2k (RAID 6, 4+2)
 - Option 2 (~100 Useable TB) 5TB useable SSD storage(RAID 5, 3+1) 55TB useable 10K SAS (RAID 5, 3+1) and 40 TB useable 7.2k (RAID 6, 4+2)
- 2x HP 5900 Switches—48x 10G SFP+, 4x 40GB QSFP+
- 1x HP Rack with cable management and filler panels for open spaces
- 1x HP KVM (Monitor/Keyboard tray and KVM switch with all necessary KVM adapters)
- 2x UPS (~10 minutes runtime). UPS must be able to be monitored via SNMP. Each UPS will power a PDU on one side of the rack.
- 2x PDU

A third location (on the fiber network) will contain the Quorum Witness server:

- HP ML350 Gen9—Xeon E5-2640v3 16GB Ram, 2x 146GB SAS, 2x 300GB SAS

3.1.2. Hardware

All equipment provided shall be factory new and not “refurbished”.

Equipment Summary*:

Description	Part #	Quantity
HP Proliant DL380 Gen9 w/512 GB RAM, 3x 80GB SSD SAS, 4x 10G SFP+	784655-S01	6
HP 642 Intelligent Series Rack		2
Must include side panels, front/rear doors, cable management and any other		

required accessories		
HP Remote Monitored PDU (2x in each rack)		4
HP KVM Console and switch		2
HP Proliant ML350 Gen9 (Quorum Witness)	776978-S01	1
HP Enterprise Hard Drive—300 GB SAS	759208-S21	3
HP Enterprise Hard Drive—146 GB SAS	652605-S21	3
3Par StorServ 7200 2-Node Storage Base	E7X67A	2
900GB 10K SAS disk	QR496A	See 3.1.1
480GB SSD SAS disk	E7W54B	See 3.1.1
3TB SAS 7.2K disk	QR500A	See 3.1.1
Licensing for Replication Suite, Data Optimization, and Reporting must also be included.		
HP 5900 AF switch	JC772A	4
Dual power supplies, fan trays and any required cabling and transceivers must also be included.		
HP LR 10G Transceivers	J9151A	8

*Items on this list must be included (equivalent substitutions may be made if the requested part is unavailable or unsuitable), but this is not an all-inclusive list. Any additional parts/cabling/software required to achieve the functionality described in section 3.1.1 must be included in the proposal.

3.1.3. Software

The following options for VMWare licensing should be included:

- Option 1:
 - Upgrade/renewal of existing licensing to VMWare 6.
- Option 2:
 - Upgrade existing licensing to vSphere 6 w/ Operations Management.
- Option 3:
 - Upgrade existing licensing to vSphere 6 w/ Operations Management and Operations Insight.

3.2. Support and Warranties

3.2.1. Inquiries:

All inquiries to sales or general administration shall receive a response from the vendor within one (1) business day

3.2.2. Additional Agreements:

Additional agreements shall not be allowed. The contract award and corresponding Purchase Order (PO) shall be the only documentation allowed for the purchase of equipment. The PO shall reference this contract and shall not deviate from the goods and services offered under the resulting contract award. Such documents shall be null and void. Any document utilized other than the contract award and corresponding PO(s) shall be invalid and all liability shall be the responsibility of the vendor. Any equipment delivered and installed under any of these null and void circumstances shall be removed immediately by the vendor and at the expense of the vendor.

3.2.3. Discounted Pricing:

The discount, as awarded in the resulting contract, shall be a minimum discount and shall remain firm for the entire contract period. Additional discounts may be negotiated with the vendor as appropriate. Vendors shall make the Town aware of any Manufacturer's promotions and discounts being offered as they apply to the resulting contract award. Price decreases shall become immediately effective on the date specified in the Manufacturer's printed notice of change. Price decreases shall also include promotional pricing, and the Town shall receive the lower of the promotional pricing, and the negotiated contract discount price. The vendor shall bill the Town at the reduced prices for all deliveries made on and after the date of the manufacturer's price reduction. The vendor shall also promptly provide the Town with a letter of notice concerning the decrease in price of equipment.

3.2.4. Warranties and Support:

The lease term will be 5 years for all equipment in this RFP. All equipment must be under warranty and manufacturer support for the full term of the lease. Critical components (SAN and Servers) must have a minimum same-day response time.

4. Terms and Conditions

4.1. Proposal Withdrawal

Proposals may not be withdrawn for sixty (60) days from the proposed due date unless the vendor makes a request in writing to the Town Administrator, John D. Ward, 14 Park Place, Vernon, Connecticut 06066 prior to the time set for the opening of proposals.

4.2. Proposal Acceptance

The Proposals must remain valid for a period not less than forty-five (45) days to allow for evaluation.

4.3. Incurring Costs

The Town and their technical consultants accept no responsibility for any expense incurred in the proposal preparation and presentation; such expenses are to be borne exclusively by the respondent vendor.

4.4. Collusion Among Vendors

Multiple proposals from an individual, firm, partnership, corporation or association under the same or different names are subject to rejection by the Town. Reasonable grounds for believing that a vendor is interested in more than one proposal for the work contemplated may result in rejection of all bids in which the vendor is interested. Any or all proposals will be rejected if there is any reason for believing that collusion exists among the vendors. Participants in such collusion may not be considered in future solicitations for the same work. Each vendor, by submitting a bid, certifies that it is not a party to any collusive action.

4.5. Irregular Proposals

Proposals may be rejected if they show omissions or irregularities of any kind. Proposals taking or noting exception to any element requested may be rejected in their entirety.

4.6. Minor Irregularities

Minor irregularities in proposals, which are immaterial or inconsequential in nature, may be waived wherever it is determined to be in the best interest of the Town.

4.7. Cancellation of the RFP and Rejection of Proposals

The Town may cancel this RFP, in whole or in part, or may reject any/all proposals submitted in response, whenever this action is determined to be in their best interest. In the event of such suspension, termination or modification,

the Town shall have no liability or obligation to any of the proposers preparing or submitting proposals under this RFP.

4.8. Public Information Act Notice

Vendors should give specific attention to the identification of those portions of their proposals that they deem to be confidential, or to contain proprietary information or trade secrets. Such information should be removed from the general portion of the proposal and submitted under separate cover. Envelopes containing confidential or proprietary information should be conspicuously marked and sealed. Vendors should provide justification why such material upon request, should not be disclosed by the Town.

4.9. Vendor Investigation

Before submitting a proposal, each vendor shall make all investigations and examinations necessary to ascertain all conditions and requirements affecting the full performance of the contract, and to verify any representations made by the Town that the vendor will rely upon. No pleas of ignorance of such conditions and requirements resulting from failure to make such investigations and examinations will relieve the successful vendor from its obligations to comply in every detail with all the provisions and requirements of the contract documents, or will be accepted as a basis for any claim whatsoever for any monetary consideration on the part of the successful vendor.

4.10. Laws and Regulations

It shall be understood and agreed that any and all articles and/or equipment furnished on this proposal shall comply fully with all Local, State and Federal laws and regulations.

4.11. Acceptance of Terms and Conditions

By submitting a response to this RFP, a vendor shall be deemed to have accepted all the terms, conditions, and requirements set forth in the RFP unless otherwise clearly noted and explained in its proposal. All proposals submitted in response to this RFP become the property of the Town. The selected firm must meet all municipal, state and federal AA and EEO practices and requirements. MBEs/WBEs/SBEs are encouraged to apply. The Town reserve the right to reject any or all proposals in whole or part, to award any one service or group of services or all services, to negotiate with any or all companies submitting proposals, and to enter into an agreement with any company for any services mentioned in this RFP; if it is deemed in the best interest of the Town.

4.12. Non-Conflict of Interest Statement

It is unlawful for any officer, employee or agent of the Town to participate personally in his/her official capacity through decision, approval, disapproval, recommendation, advice or investigation in any contract or other matter in which he/she, his/her spouse, parent, minor child, brother or sister, has a financial interest, or to which any firm, corporation, association, or other organization in which he/she has a financial interest, or in which he/she is serving as an officer, director, trustee, partner, or employee, or agent. The successful bidder agrees that during the term of the contract and for twenty four (24) months following the exit conference, the successful bidder, its employees, agents, and representatives, shall not, with or without compensation, on behalf of the successful bidder, or another person, entity, or corporation, take any action in connection or receive any benefit with any specific matter, finding or recommendation associated in any way with this project, except with the express written consent of the Town .

4.13. Non-Discrimination of Employment

The Town actively subscribes to a policy of equal employment opportunity and will not discriminate against any employee or applicant because of race, sex, age, color, physical or mental handicap, marital status, sexual affiliation, religion, national origin or political affiliation. The vendor shall not discriminate in any manner against any employee because of race, sex, age, color, physical or mental handicap, marital status, sexual affiliation, religion, national origin or political affiliation.

4.14. Order of Preference

In any and all cases of conflict between this document and the attachments, the following order of precedence shall govern;

- a. This solicitation document
- b. Addendum(s) signed by the vendor

4.15. Anti-Bribery Affidavit

Vendors and consultants are required to be aware that any person convicted of bribery, attempted bribery, or conspiracy to bribe under the laws of any State or federal government, or found civilly liable under a State or federal anti-trust statute, shall be subject to disqualification from entering into a contract with the Town for the supply of materials, supplies, equipment, or services by the person

4.16. Confidentiality

Vendor shall treat confidential all information, reports, and documents, hereafter, "data", regardless of form, that vendor receives or is provided access by the Town. Vendor shall take all precautions necessary to prevent disclosure of such data to others except upon the express written approval of the Town. Any third party to whom vendor is authorized to provide data shall be required, as a condition of receiving such data, to execute confidentiality agreement satisfactory to the Town. Vendor shall not use data for any purpose other than the performance of work contemplated under the contract. Upon the Town's request, vendor will return to the Town all copies of data. Vendor shall safeguard against disclosure to all others data in vendor's possession for a period for seven years after completion of the work and only if permitted by law.

The Town of Vernon is subject to the requirements of the Freedom of Information Act. If a respondent believes the information contained in its proposal should be treated as confidential, that material shall be clearly marked. The Town shall endeavor to protect confidential materials from disclosure to non-Town employees or contractors to the extent required by State or Federal law. In no event will the Town be responsible for the inadvertent disclosure of a response to this RFQ/RFP.