

August 1, 2018

Deadline for bid submissions: 9:00 a.m. CST, Friday, August 31, 2018.

INTRODUCTION

Colby Community College will replace an existing data Storage Area Network (SAN) with a new one that has more speed, more features, and greater capacity.

PROPOSAL SYNOPSIS

Colby Community College will replace an existing SAN with a new one that has more speed, more features, and greater capacity. This RFP is for the purchase of a SAN for the existing primary server room only. Colby Community College will also be considering the option to acquire appropriately sized compatible switching hardware, as well a consider the installation of the switching equipment or SAN by the service provider.

This SAN is primarily intended to house VMware LUNS for servers and datastorage. These will be used by three existing HPE Proliant DL380 servers hosting VMWare clustered VMWare virtual machines. Each server should have at least two 10 gigabit Ethernet iSCSI and two 10 gigabit Ethernet iSCSI/NFS VMWare VMNetwork connections to the storage. The connections must be through two separate switches (switches yet to be purchasænd will be used solely for iSCSI/NFS storage traffic). The storage must have multipath support so that connection to the data is not disrupted in the event of a failed switch or failed storage controller.

DEFINITIONS

- 1. Service provider(, W L V DofSparts or lsesvirces, and is otherwise known as a "contractor" or "vendor".
- 2. "Must" and "Shall" (, Q G L F D W H W K H V W D W H R I E H L Q J P D Q document, all requirements that "must" or "shall" exist or take place are required in order for a proposal to be considered.
- 3. "Should" Indicates a preference for something. Proposals with stated preferences included will be scored higher than those without.



- 4. "Can", "May" and "Could" –Indicate an option for which there is no preference for or against. Such options are stateprovide suggestions/guidance to the service provider.
- 5. "Usable Capacity" and "Usable Storage Capacity" his is the amount of data storage space left for use by The College after the SAN is fully installed and configured for production use, including the tup of the RAID volumes, and including after the SAN software is loaded onto the array, if applicable.

INSTRUCTIONS TO BIDDERS

- 1) Date and PlaceProposals can be mailed to Colby Community College, Attn: Seth Carter, 1255 S. Range Ave. Colby, KS 67701 and must be received breday. F August 31at 9:00 a.m. Central Standard Time
- 2) Submitting Proposal The submitted proposal must be valid for a period of sixty (60) days from the closing date. Proposal submissions must include:
 - A. A complete copy of this document with the company name filled in on the title page
 - B. Signed statement (provided herein) from authorized signatory of service provider indicating their agreement to stand behind the proposal submission and its quotes
 - C. A proposal which includes lamandatory requirements and all information asked for within the Proposal Details section below, as well as details of any optional components described by the proposal details
 - D. Supporting documentation about the service provider detailing its experience its abilities to perform the included scope of work proficiently and within the guidelines of this RFP
 - E. Minimum three (3) valid references for relevant work performed, only if installation or configuration services are included in proposal



F. Indicate if any training is included or required (including costs) to properly install and operate the equipment

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- B. Choose the propostal sed on a lowest evaluated bid, which includes, but is not limited to, costs. Lowest evaluated bid is based on scoring on several factors below.
- C. Withdraw or amend this RFP at any time. d) Reject proposals from parties without reasonable acquaintance with class of equipment or work specified.
- D. Negotiate with the awarded service provider for adjustments in their proposal.
- E. Accept or reject any combination of the optional components provided by the service provider as part of the proposal. g) Ask service provider for clarifications on details of proposal.
- 6) Scoring (Scoring of the proposals is based on the following items:
 - A. Vendor Qualifications
 - a. Stability, experience and abilities
 - b. Maintenance/support capability
 - c. References
 - B. Degree to which criteria in this RFP are met
 - C. Quality of goods and services offered
 - D. Perceived value of features in solution
 - E. Scalability
 - F. Performance
 - G. Capacity
 - H. Ease of implementation/management
 - I. Delivery schedule
- 7) Advertising Awarded service provider cannot advertise that any work, products or services were provided to The College without first obtaining the express written permission from The College. Colby Community College will provide express written permission upon satisfactory and complete implementation of winning proposal, if requested.
- 8) Implementation Incompatibility Awarded service provider must acknowledge that if the proposed solutiocannot be successfully installed in The College's environment due to hardware or software incompatibilities that cannot be resolved by the service provider, then the solution will be returned to the supplier at no cost to The College.



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- x The costs of additional drives
- x The maximum amount of vertical space the SAN solution takes up (excluding switches) in a standard 19" wid



- x Whether deduplication acts immediately or on a schedule
- x Whether compression acts immediately or on a schedule
- x What the snapshot limits are (i.e. snapshots per volume, etc.)
- x What licensing is included in proposal, and what other licensing options exist
- x If replication is included or available
- x What kinds of mounts or railings are included to mount the SAN within a rack
- x If the solution is customer installable
- x If there are any components that are NOT hot swappable

Optional Components:

(For proposals that include one or more of the stated optional components below, costs of all included optional components must be separated out from the rest of the proposal as well as from each other).

The service provider at its own discretion may include any combination of the following optional components in the proposal:

- x The option for service provider to include two appropriately sized and classed switches in the propal (must specify makes and models)
- x Assistance with Installation and configuration of the entire SAN proposal
- x Add two additional years of both hardware and software technical support and updates, to bring the total support coverage to seven (7) years
- x Addition of a cold spares package



CERTIFICATION

I hereby certify, on behalf of the Company I represent, that the information and prices supplied as part of this proposal are accurate, and that the costs for any errors contained herein will be borne solely by the Company I represent.

Further to the above, I hereby certify that this proposal is submitted without any connection, knowledge, comparison of figures, or arrangements with any other company, firm or person submitting a proposal for the same.

Name of Company :
Signed by Company Official:
Witness
Date: