REQUEST FOR PROPOSALS:
HYPERCONVERGED SERVER CONSOLIDATION

A. Introduction
The Public Health Institute (PHI) is a global leader in public health. PHI is dedicated to promoting health, well-being and quality of life for people around the world through innovative solutions and collaborative partnerships. Through this Request for Proposals (RFP), PHI seeks bidders to provide the services and specifications as outlined below.

B. Proposal Format
In order for PHI to conduct the most efficient proposal evaluation, bidders are required to include the following information in their proposals as described below:

1. Corporate Overview – A description of the bidder and a list of references
2. Statement of Work (SOW)
3. Price Proposal – A description of the bidder’s price schedule (monthly/yearly/discounts)
4. Contact Information – A statement of main point of contact for negotiations
5. Examples of similarly-complex projects
6. Client references
7. Project timeline with major tasks and milestones
8. Project budget by line item

C. Submission of Proposals & Closing Time

Please submit proposals to:  
Clark Hartsock  
Public Health Institute  
555 12th Street  
Oakland, CA 94607  
Email: clark.hartsock@phi.org

Proposals are due by:  
September 10, 2020  
5:00 PM – Pacific Standard Time (PT)

- Proposals must be submitted via email by the date and time specified above. Bidders are permitted, but not required to submit hard copy proposals in addition to an electronic submission. Hard copy proposals must arrive within two business days of the proposal due date.
- PHI encourages inquiries concerning this RFP. All questions pertaining to this RFP must be made via email to clark.hartsock@phi.org. Questions are due by 9:00 AM PT, Friday September 4, 2020.
- Bidders should retain a copy of their application and accompanying enclosures for their records

PHI intends to follow the below timeline for review and award of this solicitation:

<table>
<thead>
<tr>
<th>Questions Due:</th>
<th>September 4, 9:00 AM (PT)</th>
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<tbody>
<tr>
<td>Deadline for Submittal:</td>
<td>September 10, 5:00 PM (PT)</td>
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D. Solicitation Guidelines

1. Agreement
PHI intends to issue a Fixed Price agreement to the successful bidder from this procurement process. The agreement will outline approved billing rates for each type of service provided and the terms and conditions applicable to the work performed.

2. Discretion
PHI may, at its sole discretion and after the evaluation process, choose not to issue any agreement as a result of this process. PHI may also, at its sole discretion, choose to issue as many or as few agreements as deemed necessary to meet PHI’s business needs.

3. Offers/Quotations
Prices must be inclusive of all costs, including taxes and fees, in US Dollars. Quotes prices should remain valid for thirty (30) calendar days from proposal submission.

4. Proposal Costs
There is no reimbursement for costs associated with preparing or submission of proposals in response to this RFP or costs associated with possible award negotiation.

5. Proposal Evaluation
PHI will select the bidders whose offer will provide the most favorable mix of corporate credentials and cost, thereby ensuring overall best value procurement.

The following evaluation criteria will be utilized to evaluate the proposals by an internal evaluation team from PHI:

- Statement of Work (SOW) – Up to 55%
- Project Timeline – Up to 25%
- Cost Reasonableness – Up to 15%
  - Overall cost reasonableness
  - Projected Cost over 7 years
  - Flexibility to expand/add capacity
  - Diversity and Inclusion Initiative – Up to 5%

E. Required Services / Specifications

Overview
PHI seeks to consolidate existing multi-cabinet data center into a hyperconverged, smaller footprint infrastructure. Time, price, and performance (including vendor performance) are of the essence, as the
successful implementation of this project is a predecessor to numerous current and critical projects. PHI seeks easy scalability and a minimum N+1 redundancy.

1. Service Type(s):
   - Hardware
   - Software
   - Professional services

2. Specification(s):

   Mandatory Requirements.
   - The solution must fully replace the functionality of all existing servers and storage as described by a Live Optics analysis (To be provided upon vendor qualification).
   - The proposed solution must integrate hardware, storage, hypervisor, management, data protection, and replication tools.
   - Include three years of 24x7 system support for hardware and software
   - The system must be able to support a minimum 5-year life-cycle including growth projection of at least 10% growth per year.
   - The solution must be designed with no single point of failure, and use fully redundant, and hot-swappable components wherever possible.
   - The solution must provide fully redundant multi-path capability to both storage and networking.
   - The solution must include 10GbE connectivity or higher and include the appropriate redundant 10GbE TOR switches.
   - Email Alerting must be configured for any critical hardware or software events that may occur.
   - The solution must include out-of-band management for the entire system.
   - Vendor will provide system documentation including:
     ▪ As-Built cabinet elevations of currently owned PHI gear residing in the cabinet that houses the virtualization stack.
     ▪ A detailed description of deployed configuration including:
       ▪ A network diagram that includes all virtual switches, vmnics, vmks, vLans, etc, and all physical connections (iDrac, backup nets, etc)
       ▪ Detailed vSan diagram and description of configuration
   - Vendor will detail best practices for normal operations, including provisioning, upgrades, etc.
   - The proposal must include all necessary hardware and software to enable replication of all Production systems to a cloud DR solution
   - The solution must support non-disruptive updates and upgrades.
   - The solution must be compatible with third party backup solutions.
• Upon selection the vendor agrees to provide roster of involved personnel and all contact information necessary for the successful completion of the hardware and/or software installations.
• Vendor must be an authorized re-seller.

3. Statement of Work (SOW)/Proposal

The Statement of Work/Proposal must include:
• All labor and/or services, including professional services, etc. required to successfully complete the installation of the new hardware and software at our colocation site. All details of the included labor and/or services to be delivered must be specified. The installation must meet the manufacturer’s standards and/or best practices.
• A technical narrative of the work to be performed.
• System Administration training of PHI staff on the implemented solution.
• Knowledge transfer to be led or coordinated by the vendor to existing PHI IT/Technical staff that are familiar with the current infrastructure, so as to ensure that PHI staff are able to successfully maintain and manage the new/modified environment after installation is completed.
• Include forecasted costs for a minimum 5-year life-cycle including any hardware, software, or licensing to achieve this.
• A summary description of the proposed approach and timing for completing the Services requested including details on how the Respondent would engage with PHI, the availability of proposed products and professional services teams (including any current product, shipping, or time constraints), and description of any / all tools, templates, documentation, etc. offered as part of the proposed approach.
• Indicate the name, title, telephone number and email address of the individual who will be the principal contact for PHI.
• Please provide examples of similar solutions and deployments performed by the responding professional services team along with an overview of the team composition.
• Vendor must provide manufacturer-certified technicians to complete the installations and configurations to PHI specifications as outlined in the Statement of Work (SOW).
• Vendor must provide the Company name of the any authorized sub-vendors who will perform the installation and configurations if different than the bidding vendor.
• The detailed design consultation/specification process
• Hardware and software support features that are included, such as details about warranty for parts or labor, travel costs, on-site/phone/email support, etc.
• Recommended/compatible and supported backup and DR solutions.
• What support options exist or can be obtained after year three
• What licensing is included in proposal, and what other licensing options exist
• Installation and configuration of the entire new infrastructure
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- Detailed outline and timelines for accomplishing the work; estimates on hours/days for downtimes.
- Professional services for design, deployment, and configuration.
- Professional service for installation of all hardware and software
- Professional services for VM guest migration
- Professional services for knowledge transfer of system design, configuration, and common administration tasks
- Proposed hardware must:
  - Be in a new factory condition with full warranty
  - Be certified to operate with VMware VxRail Must include a minimum of 4 VMware nodes
  - Must include a backup storage tier such as Dell EMC Data Domain
  - Network must have N+1 redundancy at all layers, minimum 10Gbs link speed
  - The number and size (2.5” or 3.5”) of empty drive slots that are available/remaining (if any) in the proposed configuration
  - Run on at least two fully redundant AC power supplies
- Include hardware/software support for at least three (3) years
- Include integration of the existing EMC VNX5300 SAN into the new environment
- Specify power consumption requirements

4. Location(s):
   NTT (formerly RagingWire)
   CA3 Datacenter
   1625 W National Dr
   Sacramento, CA 95834

5. Other Requirement(s):
   - The selected vendor and any subcontractors will need to provide name of professional insurance carrier and amount of coverage carried.
   - Vendor will coordinate through/with manufacturer and sub-vendors to ensure that:
     - Any and all required manufacturer and sub-vendor services and support are received as contracted.
     - Maintenance and supports agreements are from the manufacturers and that the correct PHI site ID, contact information and Stack location is properly recorded by/with the manufacturer.

6. Diversity and Inclusion Initiative
PHI is dedicated to promoting diversity in its procurement of goods and services. Pursuant to PHI’s commitment to diversity, PHI encourages vendors that are certified as any of the following businesses:
• WOSB: Women-Owned Small Business
• SDVO: Service-Disabled Veteran-Owned Business
• HUBZone: Historically Underutilized Business Zone
• SDB: Small Disadvantaged Business
• 8(a)BD: African American, Asian Pacific American, Hispanic American, Native American, Subcontinent Asian American