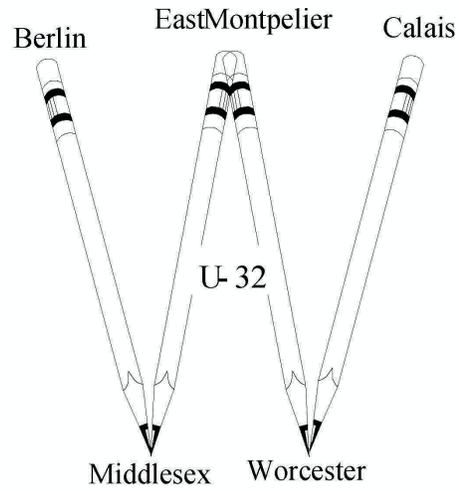


Request for Proposal



Storage and Virtualization Equipment

Washington Central Unified Union School District

Released to Public: March 1, 2021

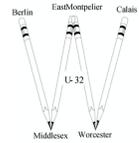
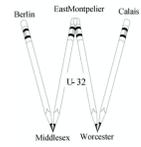


Table of Contents

1.	OVERVIEW OF THE WASHINGTON CENTRAL UNIFIED UNION SCHOOL DISTRICT	3
2.	BACKGROUND OF NETWORK.....	3
3.	BACKGROUND OF CURRENT STORAGE AND VIRTUALIZATION ENVIRONMENT	4
4.	FUTURE STATE - SERVICES REQUESTED FOR STORAGE AND VIRTUALIZATION EQUIPMENT	4
5.	FUTURE STATE - HARDWARE REQUESTED FOR STORAGE AND VIRTUALIZATION EQUIPMENT.....	4
6.	GENERAL REQUIREMENTS	5
5.	QUOTE AND INFORMATION PROCESS	6
6.	PROPOSAL PREPARATION INSTRUCTIONS	7
7.	REQUIREMENTS	9
8.	CLIENT REFERENCES.....	9
10.	DECISION AND IMPLEMENTATION TIMELINE.....	10
	ATTACHMENT A.....	ERROR! BOOKMARK NOT DEFINED.



Washington Central Unified Union School District

Request for Proposal (RFP)

Storage and Virtualization Equipment

Deadline for Bid Submission: March 12, 2021 4:00pm EST

The Board of Directors for WCUUSD reserves the right to reject any and all bids

The Washington Central Unified Union School District seeks proposals and information for its replacement Storage Array Network (SAN) and Microsoft Hyper-V Virtual Hosts for our district. This equipment will be the backend support for students and staff resources district-wide. The Washington Central Unified Union School District (WCUUSD) replacement program's goal is to provide services to the district that will support Washington Central Unified Union School District's vision of collaborative education over the next five years.

1. Overview of the Washington Central Unified Union School District

Founded late 2018, pursuant to the Vermont State Board of Education's final Statewide Plan and in conjunction with Act 46, the school districts of Berlin, Calais, East Montpelier, Middlesex, Worcester, and Union High School U32 were merged to create the Washington Central Unified Union School District in central Vermont.

The Washington Central Unified Union School District operates and administers technologies, and related support services for education to the public students from K-12.

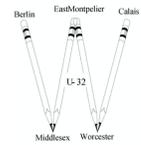
The current shared technologies and services administered and supported by Washington Central Unified Union School District include:

- Approximately 1,500 students and 300 faculty & staff.
- 1:1 program with Chromebooks (~1,200) in grades 3-12.
- Management of 500 PC's and laptops for faculty and staff.
- Management of 300 tablets and iPads for students (PreK-2) and faculty.
- Electronic collaboration system(s) including Google Apps for Education.
- Wide Area Network connecting 6 school buildings, and 2 non-instructional facilities.

2. Background of network

WCUUSD acquires, maintains, and manages the network that interconnects the district. Network responsibilities include:

- Internet access for all faculty and students' computers.
- Internet filtering on all faculty and students' computers as mandated by CIPA and the E-rate funding.



**RFP Storage and Virtualization Equipment
March 2021**

- Design and ongoing management of high speed and high availability network to link all points of service.
- Our district has a wireless network that is designed to support both secure access as well as free public WiFi.
- Management of network service providers including contract negotiation, billing, service level management, and repair management.
- Design and consulting support for local networks.
- File storage and reliable data backups.

WCUUSD has Wide Area Network (WAN) fiber links that tie each of the facilities together for inter-site communications and coax services that provide internet bandwidth to each of the school sites.

WCUUSD also has firewalls and web content and email filters at each location throughout the district, centrally managed at the central office.

3. Background of Current Storage and Virtualization environment

The current storage and virtualization infrastructure consists of the following:

Central Office Configuration:

2 x HPE ProLiant DL360 Gen 8 servers (256GB RAM, Windows 2012 R2 Datacenter Hyper-V)
 1 x HPE ProLiant DL360 Gen 9 servers (256GB RAM, Windows 2012 R2 Datacenter Hyper-V)
 EMC VNX with 16TB of usable storage in a RAID 5 configuration today
 24 Virtual Machines with standard SIS, LMS, File/Print, Accounting, and other services running in the environment. SQL Server and Tableau services require more IOPS and CPU resources than the other applications and services.

Each school (6) has a non-virtualized server (HPE ProLiant Gen 7 thru 9 servers) running Active Directory and File and Print Services.

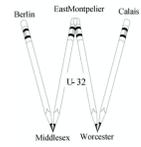
Additionally, there is a 24TB Synology onsite used for local backups (and one recently created iSCSI target for a file server (2TB))

4. Future State - Services Requested for Storage and Virtualization Equipment

The district will request a quote (bid) for receiving, unboxing, setup, installation and configuration of all systems and pieces for this project. The configuration must be setup to Washington Central Unified Union School District’s specifications. This quote should be itemized separately from the remaining parts of the quote. WCUUSD will decide if it is going to accept this line item in the quote, reject this item and do the work itself, or reject this item in the quote and delegate this service request to another firm.

5. Future State - Hardware Requested for Storage and Virtualization Equipment

Washington Central Unified Union School District is looking for bids on the following



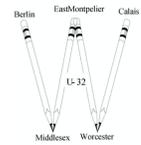
RFP Storage and Virtualization Equipment March 2021

equipment / architecture:

1. Please provide hyperconverged platform and/or non-hyperconverged storage platform option. The district will be making a decision on its move forward platform at the conclusion of the quoting process.
2. 3 Virtualization Hosts at Central IT Office (Recommending 16-32 Cores, 256 GB RAM)
3. 1-2 Virtualization Hosts at Disaster Recovery (DR) location (Recommending 16-32 Cores, 256 GB RAM)
4. Hyperconverged (with hosts above) or non-hyperconverged storage infrastructure consisting of a minimum of 40TB usable capacity in each of the production and DR locations. Storage should include storage resiliency and redundancy within the environment and across the environment. Deduplication and compression for data storage optimization is recommended. Dual redundant and hot swappable power supplies, controllers, drives, etc. is strongly recommended.
5. Storage and Virtualization Infrastructure must be able to sustain a 99.98% availability guarantee at all times.
6. All devices must include a 3-year warranty as a base quote. Alternate bid with option extending the hardware warranty to 5 years will be considered and welcomed.

6. General Requirements

- a. Quoters must submit their proposed quote with the bid response and must certify understanding that all services and terms of the final contract will be negotiated.
- b. Quoters must make known the terms of agreements or those dependencies the bidder has with any third party that could potentially prevent them from providing the products and/or service levels being proposed.
- c. The Washington Central Unified Union School District will consider partial bids and reserves the right to unbundle any or all quotes and award multiple contracts based on price, availability, and products when, in Washington Central Unified Union School District's judgment, it best serves the district. The Washington Central Unified Union School District reserves the right to seek additional or fewer quantities than provided in this RFQ/I.
- d. This RFQ/I is made without any previous agreement with any other person, firm or corporation making a bid for the same purpose and is in all respect fair and without collusion or fraud.
- e. The Washington Central Unified Union School District reserves the right to alter or cancel the Request for Proposal for Storage and Virtualization Equipment at any time.
- f. The Washington Central Unified Union School District reserves the right to reject any and all proposals for any reason. WCUUSD IT Team and the School Board will make the final decision on what vendor and solution is chosen.
- g. Proposals submitted in response to this RFP shall become the property of Washington Central Unified Union School District. Washington Central Unified Union School District will share all proposals with internal staff and board members. All proposals received will be released only when Washington Central Unified Union School District is legally required to do so.
- h. WCUUSD will conduct an internal Bid opening and an internal committee will read,



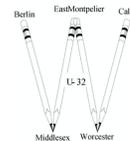
RFP Storage and Virtualization Equipment March 2021

evaluate and analyze, score and tabulate, and recommend a solution to be presented to the Administration and Board for discussion, and potentially, approval.

- i. Any individual, business, organization, corporation, consortium, partnership, joint venture, or any other entity including subcontractors currently debarred or suspended is ineligible to bid. Any entity ineligible to conduct business in the State of Vermont for any reason is ineligible to respond to the RFP.
- j. The Evaluation Team reserves the right to refuse to consider any response from a vendor who:
 - Has been convicted for commission of a criminal offense as an incident to obtaining or attempting to obtain a public or private contract or subcontract, or in the performance of the contract or subcontract;
 - Has been convicted under State or Federal statutes of embezzlement, theft, forgery, bribery, falsification or destruction of records, receiving stolen property, or other offense indicating a lack of business integrity or business honesty that currently and seriously affects responsibility as a State contractor;
 - Has been convicted or has had a civil judgment entered for a violation under State or Federal antitrust statutes;
 - Has violated contract provisions such as:
 - Knowing failure without good cause to perform in accordance with the specifications or within the time limit provided in the contract; or
 - Failure to perform or unsatisfactory performance in accordance with terms of one or more contracts;
 - Has violated ethical standards set out in law or regulation

5. Quote and Information Process

- a. Proposal Delivery
 - a. RFP should be submitted no later than 4:00 PM ET on Friday, March 12, 2021. No late quotes and proposals will be accepted after the deadline. Any quote modifications are due by the submission date and time above if they are to be considered.
 - b. In an effort to limit the impact on our natural resources, we ask that all RFPs be submitted via email.
- b. RFP Designated Contact:
 - a. Name: Jim Garrity
 - b. Department: Information Technology
 - c. Address: 1130 Gallison Hill Road, Montpelier, VT 05602
 - d. Email Address: jgarrity@u32.org
 - e. During this RFP process, no communications directly or indirectly related to this bid may be discussed with any member of the WCUUSD School Board, Administration, Faculty or Staff, except the RFP Designated Contact. Any communication that takes place outside of communication with this contact will



RFP Storage and Virtualization Equipment March 2021

immediately disqualify the RFP respondent from this bid and could make them ineligible to bid on future WCUUSD opportunities.

- c. For questions or comments regarding this RFP process or the documents, please submit your questions or comments in email. You may submit requests for information and/or clarification in writing until 10:00 PM on March 8, 2021.

Please submit questions via email to jgarrity@u32.org.

- d. The district's goal is to respond to all questions by March 9, 2021 at the end of the day. All RFP respondents will receive an email of the questions asked and the responses.
- e. The RFP is referenced by its internal RFP number: WCU-RFP-HC001. This application number should be included in the subject line of all inquiries and proposal/quote submissions.

6. Proposal Preparation Instructions

I. Cover Letter (not required but maximum 1 page will be accepted)

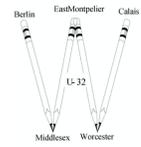
II. Proposal Summary

Please summarize your response and your company's qualifications. Additionally, you may use this section at your discretion to articulate why your company's products and services are uniquely suited for this district and this quoting process.

III. Equipment Cost Quote

Pricing tables must be included for services as proposed by the vendor. Additionally, the cost proposal should address the following points:

- Vendors should provide separate pricing schedules for each component you are responding to:
 - **Non Hyperconverged Solution:**
 - Location 1
 - Virtual Hosts,
 - SAN (Storage Array Network), OR
 - NAS (Network Attached Storage),
 - Warranty for 3 years, warranty for 5 years and any other applicable licenses.
 - Location 2
 - Virtual Hosts,
 - SAN (Storage Array Network), OR
 - NAS (Network Attached Storage),
 - 4 hour and NBD Warranty for 3 years,
 - Support Costs
 - Warranty option for 5 years
 - Any other applicable licenses.
 - Backup and Replication Licenses
 - **Hyperconverged (HCI) Solution**
 - **Location 1 & 2**



RFP Storage and Virtualization Equipment March 2021

- HCI Cost for Location 1 and Location 2
- 4 hour and NBD Warranty for 3 years,
- Support Costs
- Warranty option for 5 years
- Any other applicable licenses.
- Backup and Replication Licenses

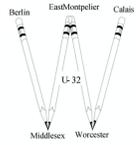
IV. Services Requested (Alternate or Additional Services or Expenses)

Response to the goals outlined under section Services Requested. These include:

- Receive, Unbox, Stage, Rack and Stack, Network connect, and setup Hyperconverged Infrastructure (HCI) or individual Storage Array Network (SAN) and Virtual Hosts for the Washington Central Unified Union School District's central IT office location and DR location. The total number of hosts will be finalized at time of contract signing, as quantities and locations may change.
- Setup backups and replication between locations.
- Test 1 Disaster Recovery failover

V. Additional Comments

- **It is the Washington Central Unified Union School District's expectation that proposed prices will be honored throughout the term of the negotiated agreement.**
- Vendors may choose to respond to partial or complete solutions. The Washington Central Unified Union School District welcomes cost-effective alternatives to products or designs which the vendor deems to be worthy of consideration. In cases where an alternative is being suggested, we request that you provide the rationale for the alternative.
- Please list all one-time charges and fees, such as for installation.
- Please describe your preferred pricing strategy for the products and services you would propose.
- Please list any optional or supplementary products or services you are proposing and the benefit to the Washington Central Unified Union School District, and how they would be priced.
- Please indicate the assumptions you used to develop the pricing strategy, or any other part of your proposal.
 - Additional features and functionality of proposed products that enhance the delivery of the new products and/or services (Options)
 - Documentation supporting the estimated life cycle of proposed products and product families, warranties and maintenance contracts, and any other information that would support an ongoing replacement program.
 - The plan for equipment must include new, not refurbished or remanufactured equipment
 - Provide remote fine tuning (if needed)
 - Documentation supporting the estimated life cycle of proposed products and product families, warranties and maintenance contracts,



and any other information that would support an ongoing replacement program.

7. Requirements

Response to each of the terms and conditions identified in the section *General Requirements*

8. Client References

The Washington Central Unified Union School District would like 3 references from the vendor. Please provide the following information for each reference:

- a. Name of company.
- b. Number of employees.
- c. Contact name and phone number.
- d. Approximate number of locations.
- e. Approximate number of computers.
- f. Vendor products currently in use.

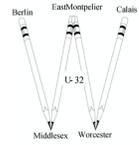
9. Basis of Award –

Awards will be granted using the following set of criteria (Rubric):

Criteria	Percentage
Overall Price for the Solution	25%
Product Ease of Use and Reliability	25%
Remote and Onsite (if necessary) Service & NPS	20%
Vendor School District References	10%
RFP Requirements Met	10%
Warranty Value/Depth/Term	10%
Total:	100%

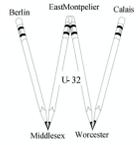
Other factors of consideration may include, but are not limited to service scalability, reliability, management capability, industry position, and flexibility of terms and arrangements. The customer does not guarantee any award of contract by submitting an RFP.

- a. The Washington Central Unified Union School District will not be liable in any way for any costs incurred by Vendors in the preparation of their quotes and proposals in response to this RFP nor for the presentation of their proposals and/or participation in any discussions or negotiations.
- b. Vendors must submit proposals that are complete, thorough and accurate. Brochures and other similar material may be included but should be relevant to the RFP.



10. Decision and Implementation Timeline

Decision Point	Due Date
Bid Released to General Public	March 1, 2021
Bid Questions are due	March 8, 2021 10:00pm EST
Bid Question Responses are due back to vendors	March 9, 2021
Bid Due Date to WCUUSD and Bid Opening	March 12, 2021 4:00pm EST
Bid Analysis and Internal Scoring	March 15, 2021 (Anticipated)
Vendor Recommendation to School Board – Board Awards Bid	March 17, 2021 (Anticipated)
Selected Vendor is Notified	March 19, 2021
Install Purchased Equipment	April 19-23, 2021
Report due to School Board on Status of Equipment Project	May 5, 2021



**Attachment A
 Washington Central Unified Union School District
 Storage and Virtualization Equipment
 Request for Proposal**

Bids are due March 12, 2021 by 4:00 P.M.

****You may modify this form to include all of your priced equipment and/or services as long as ALL of the relevant fields are present****

Please include items from Section 6.3 – Equipment Cost Quote

Equipment, Licensing, Warranty, Support Costs for Equipment	Unit Price	Quantity	Extended Price

Please include items from Section 6.4 – Alternative or Additional Services or Expenses

Alternative or Additional Services or Expenses	Unit Price	Quantity	Extended Price

Total cost for project _____

The form must be completed fully and contain an original signature of the bidder or its authorized agent. **Bids should have a 60-day price guarantee.** Winning bidder guarantees that they will deliver equipment by the install date which commences on April 19, 2021.

Bids Submitted by:

Company Name

Authorized Representative Signature

 Phone Number

 Printed Authorized Representative

The Board of Directors for WCUUSD reserves the right to reject any and all bids!