



Technology Department
8715 Holmes Road, Kansas City, MO 64131
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Published: March 7, 2019

Responses Due: April 8, 2019, 12:00 noon, central time

Submit proposal to: Center School District
Attn: Colleen McLain
8701 Holmes Road
Kansas City, MO 64131
Phone: (816) 349-3357
Email: cmclain@center.k12.mo.us

Purpose

Center School District is looking to replace our existing Quest Rapid Recovery backup system with a newer appliance.

Background

Our environment consists of 1 VMWare cluster with 3 hosts running 45 VMs connected to a Dell Compellent SC4020 SAN. Each host has a Broadcom QLogic 57840 4 port 10Gig Ethernet Adapter with redundant connections to the data network as well as the storage network. We are backing up to a Dell DL4000 appliance running Quest Rapid Recovery with a 64GB of RAM, a 9 TB data store, and 5.5 TB virtual standby with a compression rate of 55% and a deduplication rate of 40%. The main appliance is replicating to another Dell PowerEdge server with 32GB of RAM and similar storage specs. If we were to run a full back up on all protected systems, it would be almost 5 TB. Currently, we do hourly virtual full backups amounting to 7 GB of data in 20 minutes. Our retention policy is setup to keep all jobs for 5 days, 1 job per day for 4 days, 1 job per week for 3 weeks, and 1 job per month for 2 months.

Section 1:

General Bidding Instructions and Conditions

Proposals must be submitted electronically, through either email or a delivered USB memory device, and received by **12:00 PM local time (central time) on Monday, April 8, 2019**. If desired, a postal or hand delivery should be mailed to:

Center School District
Attn: Colleen McLain
8701 Holmes Road
Kansas City, MO 64131

Phone: 816-349-3357
Email: cmclain@center.k12.mo.us

Proposals received after the exact time and date noted will NOT be considered.

Public opening will take place at 12:15 (central time) on Monday, April 8, 2019 at
Center School District Central Office
8701 Holmes Road
Kansas City, MO 64131

Section 2:

Terms and Conditions

1. Proponents may not amend their proposal after the closing date and time, unless as a result of negotiations commenced by the CSD but may withdraw their proposal at any time.
2. E-mail transmitted proposals will be accepted under the following conditions:
 - a. the proposal is received before the submission deadline at the e-mail address stated;
 - b. the CSD will not accept liability for any claim, demand or other actions for any reason should the e-mail transmission be interrupted, not received in its entirety, received after stated closing time and date, received by any other e-mail system other than that stated herein, or for any other reasons.
3. All questions or inquiries concerning this Request for Proposals must be submitted to the e-mail address provided above no later than Friday, **March 29, 2019**. All questions will be answered at <https://v.gd/CSDbackup>. Verbal responses to any inquiry cannot be relied upon and are not binding on either party.
4. Any amendments or addendums made after the release of this bid may be found on our website at <http://www.center.k12.mo.us/our-district/business-office>
5. If a contract is to be awarded as a result of this Request for Proposals, it shall be awarded to the proponent who is responsible and whose proposal provides the best potential value to the CSD, taking into account overall content of the proposal, cost, overall proposal, experience and qualifications of the firm, staff assigned and quality and content of the manner in which the services are proposed to be performed. The District may request additional information and/or an interview with some or all Proposers as part of the selection process. In no event shall the District be required to explain the evaluation process or award selection to any Proposer.
6. Notice in writing to a proponent and the subsequent execution of a written agreement shall constitute the making of a contract. No proponent shall acquire any legal or equitable rights or privileges whatever until the contract is signed.
7. The contract will contain the relevant provisions of this Request for Proposals and of the successful proposal, as well as such other terms as may be mutually agreed upon, whether arising from the proposal or as a result of any negotiations prior or subsequent thereto.
8. In the event of any inconsistency between this Request for Proposal, and the ensuing contract, the contract shall govern.

9. The CSD has the right to cancel this Request for Proposals at any time and to reissue it for any reason whatsoever without incurring any liability and no proponent will have any claim against the CSD as a consequence.
10. The CSD is not liable for any costs of preparation or presentation of proposals.
11. An evaluation committee will review each proposal. The CSD reserves the exclusive right to determine the qualitative aspects of all proposals relative to the evaluation criteria.
12. The proposal and accompanying documentation submitted by the proponents are the property of the CSD and will not be returned.
13. Vendor must notify CSD of any specific portions of proposals considered confidential. CSD will take reasonable efforts to protect the confidentiality of such material but makes no guarantees that such material may be protected. Entire proposals designated as confidential may be rejected.
14. Vendor proposal in response to this RFP will be incorporated into the final agreement between CSD and the selected vendor. The submitted proposal at a minimum should include the following sections:
 - Itemized Pricing and Total Sheet Summary
 - Any exclusions
 - CSD and Vendor Responsibilities
 - Fees, Payments and any applicable Trade-in credits
 - Legal Terms and Conditions
15. Vendors must include references for projects of similar size and scope that have been completed within the past two years. These references must be schools, school district, higher education or business similar in size and contain the following:
 - Job Location
 - Contact name and telephone numbers
 - Dates of contract
 - Project description
 - Devices provided
16. All services must be provided solely by a single vendor.

Section 3:

Overview of Products and Expectation of Services to Be Provided

1. Backup and Recovery Appliance

- a) Requesting a system that offers back up as well as replication to another site.
- b) Include options for cloud-based and on premise replication using a similar device to the one proposed in this RFP or district owned repurposed equipment.
- c) Needs to store virtual fulls or similar for at least 3 months.
- d) Training, if needed.
- e) 24/7 hardware and software support for 3 years required. Please include a 5-year option as well.
- f) Present trade-up or competitive trade in offers.
- g) No refurbished, used, end of life or otherwise older models will be considered.

2. Basic disaster recovery

- a) Expectation appliance/cloud will allow for spinning up a few key servers in a short amount of time.

Section 4:

Timeline

Release of RFP to Vendors	3/7/2019
Product demonstration	<i>Optional, call for appointment</i>
Deadline for Questions Regarding RFP	3/29/2019, 4:00 pm central time
Responses Received from Proposers	4/8/2019, 12:00 noon central time
Public Opening of Responses	4/8/2019, 12:15 pm central time
Evaluation of Responses	4/8/2019 - 4/15/2019
Recommendation to Board of Education	4/16/2019
Contract Approval by Board of Education	4/22/2019
Post Contract Award Design Meeting	TBD, if needed
Project Completion Date	7/10/2019

Section 5:

Evaluation Criteria

1. The purpose of this RFP is to identify those suppliers that have the interest, capability, and financial strength to supply the District with the device solution identified herein.
2. Evaluation -- All proposals will be evaluated according to, but not limited to, the point schedule listed below.
 - Response to RFP's requests, implementation, and services
 - Response to questions
 - Strength of references
 - Pricing
 - Service level agreements and support resources
 - Overall understanding, quality and content of proposal

Note: The District reserves the right, at its sole discretion, to include any optional costs provided in the Pricing section to calculate the pricing score. Scores are used solely as a guide in the evaluation of proposals, and the Proposer with the highest score is not necessarily guaranteed an award of the contract. The final decision to award a contract rests with the Board of Education.

Section 6:

Detailed options/responses.

This is an area for you to include a description, as needed, in response to requested products and services. Please include any additional information, description or explanation that would include details and options.

a) Explain your deduplication. What type are you proposing?

Explanation:

b) Provide an explanation of how the proposed solution does virtual full back ups.

Explanation:

c) Provide an explanation of your replication option(s) including both cloud-based and on premise, if applicable.

Explanation:

d) Provide all options for support, including 3 and 5 year options.

Explanation:

e) What training will be required?

Explanation:

f) Does your proposal include any trade-up or competitive trade in offers?

Explanation:

g) Explain what the district could expect of your proposal should a disastrous event occur, including support from you.

Explanation:

- b. Support that occurred within the last three years are preferred
- c. The Proposer sold the devices at the reference's location
- d. The reference's request correlates directly to the products provided in this RFP
- e. References should be environments consisting of a similar size
- f. References will be contacted. Please verify the contact information before submitting.

B. Reference format:

Reference 1	
Organization Name	
Mailing Address Line 1	
Mailing Address Line 2	
City	
State	
Zip Code	
Contact Person Name	
Contact Person Title	
Contact Person Phone Number	
Contact Person E-mail Address	
Device Sell Date	
Number of Users	
Specific Device Model that was sold	

Reference 2	
Organization Name	
Mailing Address Line 1	
Mailing Address Line 2	
City	
State	
Zip Code	
Contact Person Name	
Contact Person Title	
Contact Person Phone Number	
Contact Person E-mail Address	
Device Sell Date	
Number of Users	
Specific Device Model that was sold	

Reference 3	
Organization Name	
Mailing Address Line 1	
Mailing Address Line 2	
City	
State	
Zip Code	
Contact Person Name	
Contact Person Title	
Contact Person Phone Number	
Contact Person E-mail Address	
Device Sell Date	
Number of Users	
Specific Device Model that was sold	

**Section 9:
Deviations**

- A. List any deviations or exceptions from the requirements of this RFP. Please include illustrated descriptions of all RFP items that are deviations from specified items.

**Section 10:
Signatures**

In compliance with this Request for Proposal, any addenda thereto, and subject to all terms, conditions, and provisions thereof, the undersigned offers and agrees, if the Proposal is accepted, to furnish any or all of the items or services listed herein at the price and terms stated.

**Authorized Person
Signature**

Signature:	Date:
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Authorized Person Contact Information (please print)	
Name:	
Title:	
Phone Number:	
E-mail Address:	