

Request for Proposal

**Talbot County Public Schools
12 Magnolia St
Easton, Maryland 21601
Phone 410-822-0330
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**Hyperconverged Infrastructure Solutions
Talbot County Education Center
TCPS Data Center
Easton High School**

Proposal Posting Date: 12/12/2021
Proposal Due Date: 1/12/2022 2:00 p.m.

CONTACT: Steve Wilson, IT Director
PHONE: 410-822-0330, EXT 128
Email: swilson@talbotschools.org

The Talbot County Public Schools reserves the right to waive any informality in, or to reject, any or all proposals.

The Talbot County Public Schools does not discriminate in admissions, access, treatment, or employment in its programs and activities on the basis of race, sex, age, color, national origin, religion, disability, sexual orientation or other basis prohibited by law. Appropriate accommodations for individuals with disabilities will be provided upon request.

By order of Talbot County Public Schools

Dr. Kelly Griffith Superintendent of Schools

Administrative Overview

RFP Number	22-0112
RFP Contact Information Submit questions in writing	Steve Wilson swilson@talbotschools.org
RFP Release Date	December 12 2021
RFP Documents available	TCPS Website https://tcps.k12.md.us/about/business-and-operations/notices-and-rfps/
Last date to email questions	January 05 , 2022
Final response to questions	January 06 , 2022
Submission: 2 copies delivered Prior to RFP Closing	Request for Proposal 22-0112 Attention: Steve Wilson Talbot County Education Center 12 Magnolia St. Easton, Maryland 21601
RFP closing date and time– Opening Time & location	January 12, 2022 2:00PM EST Talbot County Public Schools 12 Magnolia St. Easton, Maryland 21601
Estimated Contract Start Date	January 27, 2022
Q&A and Addendums	https://tcps.k12.md.us/about/business-and-operations/notices-and-rfps/

Purpose

The purpose of this RFP is to seek proposals for the hardware, software and professional services, and a 5 year service level agreement necessary for the configuration of a replacement and migration of our existing hyperconverged infrastructure and support of a new generation of hardware. Responding Contractors should provide confirmation of Partner Network certification.

Current Infrastructure

Talbot County Public Schools currently maintains hosts containing 53 virtual servers on a Nutanix platform using Supermicro hardware. This system is paired with a Unitrends disaster recovery system. Both systems have operated flawlessly. TCPS has standardized on Nutanix NX series hardware and the Acropolis Hypervisor (AHV)—see BOMs below—account for the storage and compute resources needed to accommodate Talbot County Public Schools' service footprint and the estimated growth of that footprint over the next 5 years.

System Requirements

The proposed infrastructure must be hyperconverged, should consist of hybrid SSD/HDD storage, and satisfy the following requirements:

- Primary Cluster [Easton High School, 723 Mecklenburg Ave, Easton, MD 21601]
 - 80 CPUs
 - 1.5TB RAM
 - 192TB HDD Storage
 - 15TB SSD Storage Cache
 - 160Gbps network connectivity via 10GBASE-T NICs
- Secondary Cluster [Talbot Education Center, 12 Magnolia St. Easton, MD 21601]
 - 60 CPUs
 - 1.5TB RAM
 - 192TB HDD Storage
 - 11.5TB SSD Storage Cache
 - 120Gbps network connectivity via 10GBASE-T NICs
- The secondary cluster should be able to accommodate 100% capacity of the primary cluster for business continuity purposes. Please note that the above sizing accommodates the production workloads that also run on the secondary cluster, allowing any site's cluster to support the entire virtual workload. HDD capacity calculations are based on a 1.4:1 capacity optimization ratio. Alternative vendors specifying higher optimization ratios to achieve smaller sizing will need to provide a sizing guarantee

This RFP contains a Bill of materials for Nutanix software, licenses and Gen8 NX (Supermicro) series servers. The attached configuration will meet Talbot County Public School's private cloud needs over the next five years. TCPS will entertain proposed solutions from other manufacturers; it is the contractor's responsibility and obligation to provide documentation that their solution is functionally equivalent or superior to Nutanix NX series hardware and provide comparable hardware support. Full firmware and driver management, functionally identical to Nutanix Lifecycle Manager, need to be included, if additional licensing is required. As well, alternate contractors must provide K-12, Higher Ed, or local government references and/or case studies. Failure to show equal functionality, comparable service level agreements, or applicable references may result in the disqualification of the bid.

This project is subject to the approval of funds by the Talbot County Public Schools Board of Education as well as its funding agency, the Talbot County Council. Any contractor to be considered for the award must be a Nutanix partner authorized to sell NX series hardware; as well, any alternative hardware solution's bid must come from a channel partner for that contractor, and all hardware must be officially compatible with all Nutanix software packages listed in the bill of materials. In the event of partial funding of this project, TCPS reserves the right to prioritize and purchase a partial amount of bid prices.

Statement of Work Requirement

Contractor must agree to provide a Statement of Work as part of RFP based on the requirements and specifications in the proposal and the Contractor's knowledge of the work to be completed. The Statement of Work will contain:

- Detailed tasks and deliverables for the following:
 - Vendors not proposing a Nutanix NX solution must provide a configuration that includes Primary and Secondary site clusters to ensure the following requirements:
 - Full fault tolerance and high availability
 - Description of snapshot retention capabilities. Site to site snapshot replication is required.
 - Nutanix Acropolis OS (AOS) Ultimate licensing installed
 - Nutanix Flow installation and configuration will be required for all vendors including Nutanix NX
 - Configuration of Protection Domains and Consistency Group replications
 - Migration of existing virtual workloads to new clusters
 - Testing and validation of all configuration requirements
- Statement of Work is to be submitted with the RFP

Included in this RFP is a complete description of the proposed equipment, part numbers, support agreements, and installation location. List all equipment and software proposed to include model numbers, version numbers, etc. All equipment should be priced FOB Talbot County Education Center, 12 Magnolia Street Easton MD 21601, and is subject to approval by TCPS.

RFP notices will be posted on the following:

- Talbot County Public Schools' Website <https://tcps.k12.md.us/about/business-and-operations/notices-and-rfps/>
- Talbot County Public Schools' Central Office: The Talbot County Education Center, 12 Magnolia St. Easton, MD 21601

All questions or requests for RFP interpretation shall be submitted in writing via email to Steve Wilson swilson@talbotschools.org

Talbot County Public Schools reserves the right to waive any informality in, or to reject any and all bids.

Talbot County Public Schools reserves the right to award the contract (subject to funding) to the contractor who offers the best solution in the sole opinion of the school system.

Talbot County Public Schools reserves the right to terminate a contract for failure to comply with the terms of the contract.

If the service provider intends for there to be a contract for the services being bid, then a copy of the contract signed by the bidder shall be submitted with the bid. The contract shall also include a signature line for approval by the bidding entity.

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Warranty, Support and Licensing: All proposed products and software will be covered by a 5-year support agreement with next-business day service level agreements on all hardware. Software support: patches, bug fixes, software maintenance upgrades, software licensing, and software support will be included in the bid response for a period of 5 years. All required software providing stated functionality of Nutanix or their equivalent will include licensing for all software specified for a minimum period of 5 years. Specify if any of the SLAs are not available for this location.

Software and Services					
Item	Part Number	Description	Qty	Unit Cost	Ext Cost
1	SW-AOS-ULT-PRD	Subscription, Acropolis (AOS) Ultimate Software License & Production Software Support Service	1		
2	L-CORES-ULT-PRD	Subscription, Acropolis (AOS) Ultimate Software License & Production Software Support Service for 1 CPU core	140		
3	L-FLASHTIB-ULT-PRD	Subscription, Acropolis (AOS) Ultimate Software License & Production Software Support Service for 1 TiB of flash	25		
4	TERM-MONTHS	Term in months	60		
5	SW-FLOW-CORE	Flow software license subscription for 1 CPU core	80		
6	TERM-MONTHS	Term in months	60		
7	S-HW-PRD	24/7 Production Level HW Support for Nutanix HCI appliance 24 hr response	2		
8	SUPPORT-TERM	Support Term in Months	60		
9	S-HW-PRD	24/7 Production Level HW Support for Nutanix HCI appliance - 24 hr response	1		
10	SUPPORT-TERM	Support Term in Months	60		
11	S-HW-PRD	24/7 Production Level HW Support for Nutanix HCI appliance -24 hr response	4		
12	SUPPORT-TERM	Support Term in Months	60		
13	CNS-INF-FST-FLOW	Nutanix FastTrack for Flow - Deploy Flow, Configure policies, knowledge transfer	1		
14	UNITED STATES	Selected Region for CNSRES resource	1		
Primary Cluster					
15	NX-8235-G8-4310T-CM	NX-8235-G8, 2 Node; 2x Intel XeonSilver 4310T processor (2.3 GHz/ 10-core/ 105W, Ice Lake) per node	2		
16	C-MEM-32GB-3200-CM	32GB Memory Module (3200MHz DDR4 RDIMM)	48		
17	C-HDD-12TB-AA-CM	12 TB 3.5" HDD	16		
18	C-SSD-1.92TB-A-CM	1.92 TB SSD	8		
19	C-NIC-10G4B1BT-CM	10GbE, 4-port, Base-T, Network Adapter (Intel X710-T4L)	4		
20	C-PSU-2200-TR2-CM	2200 W Power supply uni	4		
21	C-PWR-4FC13C14A-CM	C13/C14, 10A, 4ft Power cord	4		
Secondary Cluster					
22	NX-8235-G8-4310T-CM	NX-8235-G8, 2 Node; 2x Intel XeonSilver 4310T processor (2.3 GHz/ 10-core/ 105W, Ice Lake) per node	1		
23	C-MEM-32GB-3200-CM	32GB Memory Module (3200MHz DDR4 RDIMM)	32		
24	C-HDD-18TB-AA-CM	18 TB 3.5" HDD	8		
25	C-SSD-1.92TB-A-CM	1.92 TB SSD	4		
26	C-NIC-10G4B1BT-CM	10GbE, 4-port, Base-T, Network Adapter (Intel X710-T4L)	2		
27	C-PSU-2200-TR2-CM	2200 W Power supply uni	2		
28	C-PWR-4FC13C14A-CM	C13/C14, 10A, 4ft Power cord	2		
29	NX-8135-G8-4310T-CM	NX-8135-G8, 1 Node; 2x Intel Xeon Silver 4310T processor (2.3 GHz/ 10- core/ 105W, Ice Lake) per node	1		
30	C-MEM-32GB-3200-CM	32GB Memory Module (3200MHz DDR4 RDIMM)	16		
31	C-HDD-18TB-AA-CM	18 TB 3.5" HDD	4		
32	C-SSD-1.92TB-A-CM	1.92 TB SSD	2		
33	C-NIC-10G4B1BT-CM	10GbE, 4-port, Base-T, Network Adapter (Intel X710-T4L)	1		
34	C-PSU-2200-TR2-CM	2200 W Power supply uni	2		
35	C-PWR-4FC13C14B-CM	C13/C14, 15A, 4ft Power cord	2		

		Hardware: Estimated delivery date if ordered by 1/27/22 - Month/Year		/ 2022
		Hardware FOB Delivered Total		
		5 Year Software and License Total		
		1 Time Professional Services for Migration to New Environment		
		5 Year, 24/7 Service Level Agreement – 24 Hour Response Time		
			Final Total	

Evaluation Criteria:

Once TCPS has received all bids, an evaluation of each bid will occur based on a set of criteria. These criteria include (but are not limited to):

- **Qualifications of Company:** Track record and stability of the proposed manufacturer and reseller, the stability, expertise and technical competence of the vendor completing the RFP response, as well as the overall logic and organization of the RFP response. 5%
- **Related Experience:** Proven experience in providing services similar to those requested herein; experience working with similar or related organizations, and assessment via client references. 5%
- **Completeness of Response:** Completeness of response in accordance with RFP instructions; exceptions to or deviation from the RFP requirements, or inclusion of required licenses and certifications. 5%
- **Equipment and Services Offered:** Based on what hardware, software, services, and related configurations are included in the RFP, and in how well the solution provided in the RFP satisfies Talbot County Public Schools' infrastructural needs. 40%
- **Reasonableness of Price:** Reasonableness of the individual firm-fixed prices and/or hourly rates, and competitiveness of quoted firm-fixed prices with other proposals received; adequacy of the data in support of prices quoted; basis on which prices are quoted. Total Cost of Ownership will be calculated to include the capital expenditure and operational expense of the proposed solution as well as the hypervisor and management costs that may or may not be included in the proposal. 45%

My company, _____ is an Authorized Reseller of (check one of the following):

Nutanix/Supermicro alternative products proposed

Authorized Signature _____ Date _____

Name Printed _____ Email _____

Position _____ Phone _____ Ext _____

Name of Company _____

Company Address _____

Total project cost for all parts, materials, services, FOB 12 Magnolia St., Easton MD 21601 \$ _____