

South Park School District

Request for Proposal

SPSD - Storage Array Network (SAN) and VMware Virtual Hosts



Table of Contents

1. Overview of the South Park School District
2. Background of network
3. Services Requested
4. Hardware Requested
5. General Requirements
6. Proposal Process

South Park School District Request for Storage Array Network
(SAN) and VMware Virtual Hosts
Proposal

The South Park School District seeks proposals for replacement Storage Array Network (SAN) and VMWare Virtual Hosts for our district. This equipment will be the backend support for students and staff resources district-wide. The South Park School District replacement program's goal is to provide services to the district that will support South Park School District's vision of collaborative education serving the needs over the next five years.

1. Overview of the South Park School District

The South Park School District operates and administers technologies, and related support services for education to the public students from K-12. The South Park School District serves South Park Township in the suburbs of Pittsburgh, Pennsylvania.

The current shared technologies and services administered and supported by South Park School District include:

- 1:1 program with Chromebooks (1,300) in grades 3-12.
- 1,750 students and 200 faculty
- Management of 500 PC's and laptops for students and faculty.
- Management of 200 tablets and iPads for students and faculty.
- Electronic collaboration system(s) including Google Apps for Education.
- Wide Area Network connecting 3 school buildings, and 2 non-instructional facilities.

2. Background of network

South Park School District acquires, maintains, and manages the network that interconnect 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.
- 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.

In 2015, South Park School District purchased a core switch to serve as the core link for all buildings in the district. The Wide Area Network (WAN) link consists of (2) 10Gbps links to educational buildings, and 1Gbps to the non-instructional buildings.

In 2015, South Park School District purchased a firewall with a single 10Gbps uplink to our ISP, 10Gbps uplink for network.

Between 2016 and now wireless has been replaced to allow 802.11 AC wave 2 in all the buildings

3. Services Requested

Unboxing, setup, installation and configuration of all systems and pieces for this project. The configuration must be setup to South Park School District's specifications.

4. Hardware Requested

South Park School District is looking for bids on the following equipment:

1. (2) VMware Virtual Hosts consisting of a minimum of 16 Cores, 192GB Ram, SSD/Flash drive for VMware installation, a minimum of (4) 1Gbps throughput for iSCSI traffic, a minimum of (2) 1 Gbps management throughput. VMware licenses are currently owned by the district for this installation.
2. 1 SAN (Storage Array Network) consisting of a minimum of 20TB effective useable capacity (with triple parity RAID, 1.2TB of SSD cache, capable of 25000 IOPS, providing deduplication and compression for data reduction, minimum of (4) 1Gbps of data throughput with similar redundant connections standby acceptable (with ability to change/upgrade networking as necessary), minimum of (2) 10Gbps of management ports, including all available software options provided by manufacturer, having dual redundant and hot swappable SAN controllers, and having dual redundant and hot swappable power supplies.
3. All devices must include a 3-year warranty as a base bid. Alternate bid with option extending the hardware warranty to 5 years will be considered.

5. General Requirements

- a. Bidders must submit their proposed contract with the bid response and must certify understanding that all services and terms of the final contract will be negotiated.
- b. Bidders 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 South Park School District will consider partial bids and reserves the right to unbundle any or all proposals and award multiple contracts based on price, availability, and products when, in South Park School District's judgment, it best serves the district. The South Park School District reserves the right to seek additional or fewer quantities than provided in this RFP.
- d. This RFP 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 South Park School District reserves the right to alter or cancel the South Park School District Request for Storage Array Network (SAN) and VMWare Virtual Hosts Proposal at any time.
- f. The South Park School District reserves the right to reject any and all proposals for any reason.
- g. Proposals submitted in response to this RFP shall become the property of South Park School District. South Park School District will share all proposals with internal staff and board members. All proposals received shall remain confidential or released only when South Park School District is legally required to do so.

5. Proposal Process

- a. Proposal Delivery
 - a. **RFPs should be submitted no later than 4:00 PM ET on Monday, July 1, 2019.**
 - b. In an effort to limit the impact on our natural resources, we ask that all RFPs be submitted via email to: chelsea.campolongo@sparksd.org
- b. For questions or comments regarding this RFP process or the RFP documents, please submit your questions or comments in email. You may submit requests for information and/or clarification in writing until 12:00 PM on June 20, 2019.

Please submit questions via email to ray.whitney@sparksd.org.

- c. This RFP is referenced by its internal RFP number: SAN001. This application number should be included in the subject line of all inquiries and RFP submissions.

d. Proposal Preparation Instructions

I. Cover Letter (maximum 1 page)

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 enterprise networking.

III. Services Requested

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

- Creation of a program for a Administration Storage Array Network (SAN) and VMware Virtual Hosts for the South Park School District. The total number of hosts will be finalized at time of contract signing, as quantities and locations may change.
- Additional features and functionality of proposed products that enhance the delivery of existing or new services. (As 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
- 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.

IV. Cost Proposal

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: VMWare Virtual Hosts, SAN (Storage Array Network), NAS (Network Attached Storage), warranty for 3 years, warranty for 5 years and any other applicable licenses. **It is the South Park School District's expectation that proposed prices will be honored throughout the term of a negotiated agreement.**
- Vendors may choose to respond to partial or complete solutions. The South Park 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 South Park 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.

V. Requirements

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

VI. Client References

The South Park School District would like 3 references from the vendor. Please supply the following information for each reference:

- Name of company.
- Number of employees.
- Contact name and phone number.
- Approximate number of locations.
- Approximate number of computers.
- Vendor products currently in use.

- e. **Basis of Award** - Awards will be granted to the most cost-effective solution(s) that best meet the goals of a developing network equipment replacement program. Price will be the most heavily weighted factor, but not the sole factor in evaluating proposals. 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 a RFP.

- f. The South Park School District will not be liable in any way for any costs incurred by Vendors in the preparation of their proposals in response to this RFP nor for the presentation of their proposals and/or participation in any discussions or negotiations.
- g. 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.