



Midland Public Schools
Inspiring Excellence

BID PACKAGE 18-100
STORAGE AND ARCHIVE SOLUTION

- STORAGE AREA NETWORK
- NETWORK
- BACKUP/ARCHIVING SOLUTION

REQUEST FOR PROPOSALS
APRIL 30, 2018

Bid Due Date / Opening:
May 15, 2018 at 11:00 AM local time
Midland Public Schools
Administration Building
600 E. Carpenter Road
Midland, MI 48640

TECHNOLOGY DESIGNER / :
CONSTRUCTION MANAGER



Bond ARCHITECT:



**REQUEST FOR PROPOSALS
BP 18-100 STORAGE AND ARCHIVE SOLUTION**

1. STATEMENT OF PURPOSE

- A. Midland Public Schools is requesting bids for a replacement storage area network including backup storage and associated switches.
- B. Bids are to be based on the requirements established in Section III of this RFP. Awarded Contractor will be responsible for meeting with district staff to assess the current systems and assess proposed solution based on current needs as well as room for growth, and path for providing additional growth in the future.
- C. Solution will include a replacement for the disaster recovery solution located at HH Dow High School.
- D. The base bid for each category is for equipment/software procurement only. The bid proposal form includes a spot for providing pricing for the Contractor to perform the installation and initial configuration. Owner will be responsible for migrating existing systems to the new SAN.
- E. The specifications call for Mandatory Requirements, Preferred Features, and Optional Components. Base bid is to meet all mandatory requirements. If bidder has different solutions for the preferred and optional components, these are to be included as voluntary alternates. Bidders are to provide pricing and backup for all solutions proposed.
- F. Equipment Locations:
 - 1. Administration Building (Production) 600 E. Carpenter. Midland, MI 48640
 - 2. H.H. Dow High School (DR) 3901 N. Saginaw Rd Midland, MI 48640
- G. The submission of a bid on the included bid proposal form shall constitute an offer on behalf of the Bidder to provide equipment and services through the duration of the bond project at or below the bid pricing / unit pricing if the Owner chooses to purchase additional equipment.

2. SCOPE OF WORK

- A. This bid consists of three bid categories. Bidders may submit bids for one or multiple bid categories but must submit a bid for the entire scope of work related to each bid category submitted. Midland Public Schools may choose to award all bid categories to one company, award to separate companies, or not award any categorie(s).
- B. The pricing for each bid category is to be a standalone price if awarded just that category. If there are savings from being awarded multiple categories indicate savings as a voluntary alternate.
- C. Bidders are to review the entire set of bid documents for all bid categories to include coordination items required between bid categories.

Bid Category 1: Storage Area Server

Bid Category 2: Network

Bid Category 3: Backup/Archiving

3. ALTERNATES

The project consists of the following alternates to be submitted in addition to the base bid:

- A. **The bid form includes a field for bidders to provide pricing for installation and various warranty options.**

- B. **Alternate 1.1: Addition of cold spare package**
- C. **Alternate 1.2: Failover**
Addition license and configuration for auto/manual failover in case a SAN is down for servers to be powered on from the replicated space
- D. **Alternate 1.3:Trade-in / Buyback Credit**
See specification for overview of existing system available for trade-in
- E. **Alternate 2.1:Optics**
Include any optics that are needed for the solution at host or switch end
- F. **Optional Alternate 3.1:Long Term Archive Cloud Storage**

4. RECEIPT AND OPENING OF BID PROPOSALS

- A. Bids must be submitted prior to the time and date specified below, at which time they will be Bids must be submitted prior to the time and date specified below, at which time they will be publicly opened and read aloud. Proposals will be opened publicly in a manner to avoid full public disclosure of contents until after all evaluations have been completed; however, Bidder's name and bid amount will be read aloud.

DUE DATE: May 15, 2018
TIME: 11:00 AM
LOCATION: Midland Public Schools
Administration Building
600 E. Carpenter Road
Midland, Michigan 48640

- B. Bids delivered shall be submitted in a sealed envelope and clearly labeled as follows:

BID PROPOSAL
Midland Public Schools
Bid Package 18-100
Storage and Archive Solutions
Attn: Bob Cooper, Associate Superintendent

- C. Bids received from Bidders after the deadline date and time will be returned to Bidder unopened.
- D. When submitting a bid proposal, use only the forms provided. Forms that have been altered or substitute forms will not be accepted.

- E. Bidders are to submit three (3) hard copies and one (1) electronic copy of all bid proposal documents including the bid proposal form, bill of materials, and any supporting documentation. (Note: only one hard copy and electronic copy of equipment product data sheets is needed).
- F. A Bid Security in the form of a bid bond from a qualified surety for the full amount of the bid or a cashier's check equal to five percent (5%) of the total bid and a statement indicating no outstanding personal property tax obligations. Bidder agrees that this Bid Proposal shall be irrevocable. All sureties providing bid bonds for this Project must be listed in the latest version of the Department of Treasury's Circular 570, entitled "Companies Holding Certificates of Authority as Acceptable Sureties on Federal Bonds and as Acceptable Reinsuring Companies", with the bond amount less than or equal to the underwriting limitation, and/or have an A.M. best rating of A- or better.
- G. All Bid Proposals must include the sworn statement included with the Bid Proposal Form, in accordance with MCL 380.1267, disclosing any familial relationship that exists between the owner(s) or any employee of the Bidder and any member of the school board or the superintendent of the school district.
- H. All Bid Proposals must include the affidavit included with the Bid Proposal Form certifying that the Bidder is not Iran-linked business.
- I. To enable the Owner to evaluate the competency and financial responsibility of the bidder, the bidder shall, when requested by the Owner, furnish the following information:
 - 1. A list of projects completed during the previous three (3) years, including the contract values and Owner's contact information.
 - 2. A statement regarding any past, present, or pending litigation with an owner. Such additional information may be required to satisfy the Owner that the bidder is adequately prepared, in technical experience, or otherwise, to fulfill the contract.
- J. Midland Public Schools reserves the right to reject any or all bid proposals, either in whole or in part, or to waive any informalities or irregularities therein.
- K. Additional information provided with a bid response shall be used in the evaluation of bids, but do not replace the requirements established by the Contract Documents (request for proposals, drawings, specifications, etc.). Barton Malow Company (BMC) or the Owner will not be responsible for reviewing equipment lists for completeness or conformance to the Contract Documents. Lists of material, bills of material, etc. submitted by the Bidder do not replace the submittal requirements and do not replace the requirements established by the Contract Documents.

5. TIMELINE

A. Milestone Dates:

- 1. Release of the bid document: April 30, 2018
- 2. Deadline for written requests for clarification: May 9, 2018 - 3:00 PM
- 3. Deadline for Proposals: May 15, 2018 at 11:00 AM
- 4. Post-bid Interviews: May 16, 2018 AM
- 5. Board of Education consideration: May 21, 2018 (anticipated)
- 6. Last day of School: June 15, 2018
- 7. Equipment Delivery: by July 13, 2018

- B. On-site work shall be performed, primarily during 8:00 a.m. to 4:30 p.m., Monday through Friday. Any changes to the established schedule must have prior approval of the Owner, and scheduled at the least disruptive time possible.
- C. Any installation in corridors including system cutovers must be performed outside of school hours aside from scheduled work completed during school breaks. Bidder to include the cost of any premium time in their base bid.

6. EVALUATION AND POST-BID INFORMATION

- A. After the bids are received, the project team may require a post-bid meeting for the purpose of further evaluating and clarifying the bid proposal. Items clarified during the post-bid evaluation will become part of the approved agreement.
- B. Bidder may be requested to provide follow up information including but not limited to:
 - 1. Complete detailed cost breakdown including all equipment/software, labor, and cleanup costs associated with work activities.
 - 2. A list of references from similar projects completed by the bidder using the solution proposed.
- C. Any requests made by the Owner for written cost analysis shall be adhered to by the bidder. Any bidder that does not comply with this request may be rejected.
- D. After the bids are received, the district administration and project team will identify a short-list of equipment Bidders and manufacturers based on the bid response.

7. CLARIFICATIONS, DISCREPANCIES, OMISSIONS OR INTERPRETATIONS

- A. Bidder shall promptly notify the Designer in writing of any ambiguity, conflict, inconsistency, discrepancy, omission or other errors which they may discover upon examination of the bid documents, otherwise proposal will be deemed to incorporate appropriate solution to the issue. Bidders requesting clarification or interpretation of the RFP Documents shall direct all questions to:

Barton Malow Company
Attn: Brad Kolcz
email: bradley.kolcz@bartonmalow.com

- B. All such requests must be made in writing via e-mail. No response will be made to any oral question.
- C. Any interpretation, correction or change of the Contract Documents will be made by addendum issued by Barton Malow Company (BMC) on behalf of the Midland Public Schools. Interpretations, corrections or changes of the documents made in any other manner will not be binding, and Bidders shall not rely upon such interpretations, corrections and/or changes. Addenda will be emailed to all that are known to have received Contract Documents.
- D. Each bidder in its Proposal must acknowledge all addenda which it has received, but the failure of a Bidder to receive, or acknowledge receipt of, any addendum shall not relieve the Bidder of the responsibility for complying with the terms thereof.
- E. The Owner intends that all bidders have equal access to information relative to this RFP, and that this RFP contains adequate information. No information communicated, either verbally or in writing, to or from a Bidder shall be effective unless confirmed by written communication contained in an addendum to this RFP, a Request for Clarification or other written response thereto, or in the Proposal.
- F. From the issue date of this RFP until a Bidder is selected and the selection announced, a prospective Bidder shall not communicate about the subject of this RFP or a Bidder's Proposal with the Owner, its Board of Education, or any individual member, administrator, faculty, staff, student, employee, or its Owner's Representatives.

8. BID PROPOSAL FORM

- A. Each bid shall be submitted on the included bid proposal form with all blank spaces filled in (enter "\$0.00" where items are included at no additional charge, enter "N/A" for items that are not applicable or available from the Bidder. All blanks on the bid form shall be typed or written manually in ink.
- B. Include an executive summary for the solution and adequate backup to familiarize the evaluation committee with the solution, integrator, and personnel who will be assigned to primary tasks.
- C. All interlineations, alternations or erasures shall be initialed by the bid representative of the Bidder that executes the bid form.
- D. Fill in all blank spaces for bid prices in both words and figures. In case of discrepancies, amount shown in words will govern.
- E. Submit all copies of the bid, the familial disclosure form, Iran Economic Sanction Affidavit, and any other documents required to be submitted with the bid, in a sealed opaque envelope.
- F. Each copy of the bid shall include the legal name of the Bidder and shall be signed by the person or persons legally authorized to bind the Bidder to a contract. If bids are submitted by an agent, provide satisfactory evidence of agency authority.

9. VOLUNTARY ALTERNATES

- A. All bid proposals must be based upon the base requirements established in the request for proposal. In addition to a base bid proposal, the submission of voluntary alternates is acceptable. If a voluntary alternate is submitted for consideration, it shall be expressed on the bid form. If a voluntary alternate is submitted, the Bidder shall also submit sufficient information in the form of specification, product data, etc., sufficient for analysis of the alternate.

10. TAXES

- A. The bidder shall pay any applicable taxes for any work that is not tax exempt. Exemption certificates, if required, will be furnished on forms provided by the bidder.

11. CONTRACT AND INSURANCE

- A. Bidder, if chosen, agrees to begin immediately following receipt of a "Midland Public Schools Purchase Order Form".
- B. A copy of the Insurance Requirements is attached to this RFP. If contractor includes installation, before commencement of any Work, a Certificate of Insurance executed by Bidder's insurance agent or carrier showing evidence of required insurance coverage's shall be submitted in accordance with the Insurance Requirements attached to these bid documents.
- C. Any exceptions to the terms and conditions contained in this RFP or any other special considerations or conditions requested or required by the Bidder MUST be specifically enumerated by the Bidder and be submitted as part of its Proposal, together with an explanation as to the reason such terms and conditions of the RFP or form of Contract cannot be met by, or, in the Bidder's opinion, are not applicable to, the Bidder. The Bidder shall be required and expected to meet the specifications and requirements as set forth in this RFP and the form of Contract in their entirety, except to the extent exceptions or special considerations or conditions are expressly set forth in the Bidder's Proposal and those exceptions or special considerations or conditions are expressly accepted by the Owner. All Pricing factors must be clearly indicated in the Proposal Forms provided as part of the Bidder's Proposal.

12. PAYMENTS

- A. Payments will be in accordance with the purchase order terms and conditions.

13. PERFORMANCE AND PAYMENT BONDS

- A. For installation options, Bidders are to include the price of a performance and payment bond in their bid proposal. The bid proposal form provides a means for identifying the cost of the bond. For bid proposals under \$50,000, the Owner may choose to waive the bonds in which case the amount would be deducted from the contract price.
- B. For all bids over \$50,000, Owner will require Bidder to furnish a Performance Bond and a Payment Bond, in amounts equal to the Agreement price, by a qualified surety naming both the Owner and Barton Malow Company as Dual Obligees. All sureties providing bonds on this Project must be listed in the Department of Treasury's Circular 570, entitled "Companies Holding Certificates of Authority as Acceptable Sureties on Federal Bonds and as Acceptable Reinsuring Companies" with the bond amounts less than or equal to the underwriting limitation indicated in the Circular, and/or must have an A.M. Best rating of A - or better. Bonds shall be duly executed by the Bidder, as principal, and by a surety that is licensed in the state in which the Work is to be performed.
- C. The Bidder shall deliver the required bonds to BMC prior to execution of the Agreement. If the Work is to be commenced prior thereto in response to a letter of intent, the Bidder, at a minimum, shall submit evidence to the satisfaction of BMC that such bonds will be furnished prior to commencement of onsite Work. In no event may the Bidder commence on-site Work without the required bonds properly issued and delivered.
- D. Performance Bond and Payment Bond form AIA Document A312 (1984 Edition) must be used for this Project.
- E. The Bidder's proposed surety must be acceptable to the Owner and BMC. If, at any time, after acceptance of the Bidder's bonds, the surety fails to meet the criteria stated above, the Bidder must, as a precondition to continuing Work and receiving further payments, replace the bonds with bonds from a surety that meets the stated criteria.
- F. The Performance and Payment Bond penal sums (i.e., the Agreement price) must be listed as a separate line item on the bid proposal and payment requests.
- G. In the event of a Change Order to the Agreement that increases the Agreement price, the penal sum of any required Performance and Payment Bonds shall also be increased so that each penal sum equals the adjusted Agreement price. BMC or Owner shall have the right to request submission of bond riders, issued by the original qualified surety, evidencing that such increase to the penal sum of the bonds has been accomplished. Notwithstanding the foregoing, in the next pay application after the Agreement price has been increased by twenty-five percent (25%) or more, as a condition precedent to payment, Bidder shall deliver a bond rider issued by the original qualified surety evidencing that the appropriate increase in penal sums has been accomplished. No alteration, erasure, or addition is to be made in the typewritten matter.

14. PREVAILING WAGE

- A. The Bidder shall comply with the latest prevailing wages and fringe benefits for all Work as required by State of Michigan/Public Act 166 dated 1965 as amended.

15. DEFINITIONS

- A. The Contract Documents consist of the Request for Proposal, the bid proposal, the specifications, all Addenda issued prior to bid opening and all clarifications noted during the post-bid interview. In the case of a discrepancy between the language in these Contract Documents and the owner purchase order language, the languages in these Contract Documents supersede.
- B. Addenda are written and/or graphic instruments issued by BMC prior to the execution of the Agreement which modify or interpret the contract documents by additions, deletions, clarifications or corrections.
- C. A Bidder is a legal entity submitting a bid.

- D. Bid, Bid Proposal, and Proposal are used interchangeably and refer to the bid submission from the Bidder in accordance with the Contract Documents.
- E. Base bid is the sum stated for which the Bidder offers to perform the complete work of, or supply equipment to which work may be added or deducted. The base bid shall be in strict accordance with the request for proposal, though voluntary alternates may be submitted in addition to the base bid.
- F. An alternate bid (or alternate) is an amount stated in the bid corresponding to change in project, materials or methods of work described in the contract documents as accepted.
- G. A unit price is an amount stated in the bid as a price per unit of measurement for materials or services as described in the contract documents.
- H. The term "day" is defined as calendar days unless otherwise specified.
- I. The term "Subordinate Parties" includes all of Bidder's employees, workers, laborers, agents, consultants, suppliers, Bidders or subcontractors, at any tier, who perform, assist with or otherwise are involved in any of the Work.
- J. The term "Work" includes all work and responsibilities performed or to be performed by Bidder of its Subordinate Parties under the Contract Documents.

16. GENERAL CONDITIONS

- A. The submission of a bid will be construed to mean that the Bidder is fully informed as to the extent and the character of the supplies, materials, or equipment and services required and a representation that the Bidder can furnish the item(s) in complete compliance with the Contract Documents.
- B. Before submitting a proposal, each Bidder shall make all investigations and examinations necessary to ascertain conditions, requirements and obstacles, if any exist, affecting the operation of the proposed services. Failure to make such investigations and examinations shall not relieve the successful Bidder from the obligation to comply, in every detail, with all provisions and requirements of the RFP nor shall it be a basis for any claim whatsoever for alteration in any term or payment required by the Agreement.
- C. No alteration, erasure, or addition is to be made to the Bid Proposal Form or other Contract Documents. Deviations from the Contract Documents must be set forth-in space provided on the bid for this purpose.
- D. The Owner intends to communicate with Bidders via e-mail (e.g. RFP clarifications and addenda). Except for the delivery of the Proposal itself, references in this RFP to "written" form of communication include e-mail.
- E. Any decision made by the Owner, including Bidder selection, shall be final.
- F. Products and services which are not specifically requested in this RFP, but which are necessary to provide the functional capabilities proposed by the Bidder, shall be included in the proposal.
- G. Each Bidder submitting its Proposal releases the Owner from any and all claims arising out of, and related to, this RFP process and selection of a Bidder.
- H. A recipient of this RFP is responsible for any and all costs and liabilities incurred by it or others acting on its behalf in preparing or submitting a Proposal, or otherwise responding to this RFP, or any negotiations incidental to its Proposal or this RFP.
- I. The Bidder certifies that its Proposal is made without any previous understanding, agreement or connection with any person, firm or corporation making a Proposal for the same Equipment and/or Services and is in all respects fair, without outside control, collusion, fraud or otherwise illegal action.

- J. The material/equipment specifications should be considered as a minimum requirement. Any deviations from the standard specified will be considered only when fully described and accompanied by descriptive literature and samples.
- K. All equipment must be supplied directly from the manufacturer with manufacturer standard components. No mixing of products or components from various manufacturers will be accepted, unless approved by the School District.
- L. Bidders must supply all rebates, incentives, warranties, and licenses purchased through the bid acceptance and not be part of a subcontract or duties requiring the Owner to file with a manufacturer.
- M. All components must be identical in similar systems purchased for each implementation phase.
- N. All prices bid must be "per unit" as specified.
- O. Prices shall be net, including transportation and delivery charges fully prepaid by the successful Bidder to destination indicated in the Contract Documents. If award is made on any other basis, transportation charges must be prepaid by the successful Bidder and added to the invoice as a separate item. In any case, title shall not pass until item(s) have been delivered and accepted by the Owner, in its sole determination.
- P. Bidders are to provide a response to the Contract Documents for quotation detailing the subsequent items with the response form. The response to the request for proposal shall include:
 - 1. The required bid proposal forms;
 - 2. Specification sheets on the systems proposed;
 - 3. Summary of manufacturer's standard warranty; and
 - 4. A summary of any deviations/enhancements to the minimum configurations listed
- Q. The Owner's operations must continue uninterrupted throughout the project. Certain portions of the work must be performed and completed in such order so as to permit the orderly operation of the Owner's activities. Each bidder shall review the work of their particular bid category, and all other bid categories to assure proper coordination to complete their work per schedule.
- R. Selected Bidder will submit daily report of all activities in the format approved by the Technology Designer documenting site location, work complete, commissioning checklists (if applicable), staffing levels (onsite and total), open issues, photos of completed work, etc.
- S. Selected Bidder will attend all meetings required by the Owner or Technology Designer including planning meetings, coordination meetings, construction meetings, progress meetings (anticipate weekly during planning and implementation), etc.

17. DELIVERIES

- A. The Owner will issue purchase orders stating the systems and the building slated for delivery. Delivery is to include:
 - 1. Inside delivery for all equipment.
 - 2. Deliveries received after 3:00 PM local time will not be accepted. Delivery service will be required to return the next business day.
 - 3. Note: the building does NOT have a truck well.
- B. Bidder will coordinate delivery with the construction manager and the Owner's staff. Delivery dates will be confirmed by the Successful Bidder one (1) week prior to delivery.
- C. The Owner will not accept any deliveries on Saturdays, Sundays, or legal holidays, except commodities required for daily consumption or where the delivery is an emergency, a replacement, or is overdue, in which event the convenience of the Owner shall govern.

- D. Item(s) shall be securely and properly packed for shipment, storage, and stocking in new shipping containers and according to accepted commercial practice, without extra charge for packing cases, baling or sacks.
- E. The Bidder shall be responsible for delivery of items in good condition at point of destination. They shall file with the carrier all claims for breakage, imperfections, and other losses, which will be deducted from invoices. The receiving school/department will note for benefit of successful bidder when packages, or package contents in cases of concealed damage, are not received in good condition.
- F. All deliveries shall be accompanied by delivery tickets or packing slips. All packing slips or delivery tickets shall indicate the purchase order no., name of the article and the quantity delivered and back-ordered.

18. ACCEPTANCE AND REJECTIONS OF BID-PROPOSALS

- A. It is the intent of the Owner to select a contract to the lowest responsible Bidder whose Proposal meets the criteria of the evaluation committee, provided the bid has been submitted in accordance with the requirements of the RFP and does not exceed the funds available. The Owner has not had the opportunity to review all of the products that may be submitted through this RFP, during the post-bid process the Owner will also review products bid to evaluate product suitability, initial cost, and ongoing costs.
- B. Although cost must be considered, other factors will influence the awarded Bidder. The Owner, at its sole discretion, shall determine whether particular Bidders have the qualifications to perform the scope of work. In determining whether a Bidder possess the basic qualifications Owner may consider, but not be limited to: Bidder and manufacturer's reputation for performance and service; product availability; longevity of service (number of years); previous experience with similar projects; years of continuous business; commitment to schedule and completion date; financial condition; Bidder's current workload; product availability; features and benefits of the proposed solution; alternates and voluntary alternates; product life cycle; warranty, etc.
- C. Owner reserves the right to negotiate further with the successful Bidder.
- D. The Owner reserves the right to reject all bids. Also, reserved is the right to reject for cause any bid in whole or in part; to waive technical defects; qualifications; irregularities; and omissions if in its judgment the best interest of the Owner will be served.
- E. Bids are considered irregular and may be rejected for any of the following reasons unless otherwise provided by law:
 - 1. If bid proposal form furnished is not used, altered, or incomplete.
 - 2. If there are unauthorized additions, qualifications, conditions or irregularities of any kind this may make the bid incomplete, indefinite or ambiguous as to its meaning.
 - 3. If Bidder adds any provisions reserving right to accept or reject any award of contract.
 - 4. If unit or lump sum prices or alternates contained in the bid schedule are obviously unbalanced either in excess of, or below, reasonable cost analysis values.
 - 5. If Bidder fails to complete bid proposal form in any other particulars where information is requested so bid proposal form may be properly evaluated.
 - 6. If bid security does not accompany bid proposal form.
 - 7. If the familial disclosure form and the Iran Economic Sanction Affidavit does not accompany bid proposal form.
- F. Bidder's lack of responsibility as revealed by submitted information on either experience, or equipment statements.

- G. Bidder's lack of expertise as shown by past work and judged from the standpoint of workmanship and performance history.
- H. If any pertinent instructions to bidders is not fully complied with.
- I. The Owner shall have the right to waive any informality or irregularity in any bid or bids received and to accept bid or bids which, in their judgment, is in their best interest.
- J. The Owner shall have the right to accept alternates in any order or combination and to determine the low Bidder based on the sum of the base bid and the alternates accepted.

19. GUARANTEES BY THE BIDDER

The successful bidder guarantees:

- A. Their products against defective material or workmanship and to repair or replace any damaged material/equipment or marring occasioned in transit or assembly when installation is specified.
- B. That all delivered material/equipment shall be as bid. No substitutions will be accepted unless prior to delivery material/equipment has been inspected by the Owner and found to be equal to the item specified.
- C. That all material/equipment or furniture offered is standard, new, latest model of regular stock product or as required by the Contract Documents, with parts regularly available for the type of equipment or furniture offered; also that no attachment or part has been submitted or applied contrary to manufacturer's recommendations and standard practice. All equipment must be guaranteed against faulty material and workmanship, and a manufacturer's warranty indicating the warranty or guarantee period must be available at time of delivery or acceptance.
- D. That he/she has carefully checked the enclosed figures and understands that he/she shall be responsible for any error of omission in this bid offer.
- E. Material/equipment with such specifications for the price set forth in this bid.

20. ON-SITE SAFETY AND LOSS CONTROL PROGRAM

A. General Requirements:

1. In addition to the requirements set forth below, the Bidder shall comply with all terms, conditions and provisions of all applicable laws.
2. Contractor must submit a monthly summary of hours worked on-site and information for any safety incidents as a requirement for payment processing. This includes on-site hours for any subcontractors, but does not include hours worked off-site or at the Contractor's facility. Form of reporting will be decided with the project team. If Contractor does not keep track of on-site vs. off-site hours for their internal purposes, an estimate will suffice.
3. The Bidder shall assign an individual to act as Safety Representative who will have the responsibility of resolving safety matters and acting as a liaison among Bidder, BMC and the Owner. The Safety Representative must be a person who is capable of identifying existing and predictable hazards in surroundings that are unsanitary, hazardous or dangerous to employees, and has the authority to take prompt corrective measures to eliminate them. The Safety Representative must meet the standards for a Competent Person under applicable law when required (scaffolding, confined spaces, etc.) and be on site full time. The Safety Representative or an alternate must attend periodic safety meetings as directed by BMC.
4. Bidder, through its site supervisors and/or Safety Representative, shall attend a pre-construction meeting where planning for safe execution of the project will be addressed.
5. All on-site employees of either Bidder or its Subordinate Parties are required to report any unsafe act or condition and any work-related injuries or illness immediately to a supervisor. If the act or condition can be safely and easily corrected, the employee or supervisor shall make the correction.

6. Bidder shall inform BMC immediately of the arrival of any federal or state inspector or compliance officer prior to touring the site. Any reports, citations, or other documents related to the inspection shall be provided promptly to BMC.
7. Bidder shall be responsible for payment of all safety-related citations, fines and/or claims arising out of or relating to its Work levied against the Owner, BMC or any of their respective employees or affiliates.

B. BMC's Rights

1. Safety Hazard Notifications may be issued to the Bidder when an unsafe act or condition is reported or observed. BMC shall not be required to supervise the abatement or associated reprimand of unsafe acts or conditions within a Bidder's scope of work as this is solely the responsibility of Bidder. Nevertheless, BMC has the right, but not the obligation, to require Bidder to cease or abate any unsafe practice or activity it notices, at Bidder's sole expense.
2. Bidder's failure to comply with the contract safety requirements will be considered a default of the Contract Documents and may result in remedial action including, but not limited to, withholding of payment of any sums due or termination.
3. BMC's failure to require the submission of any form, documentation, or any other act required under the Contract Documents shall not relieve the Bidder from any of its safety obligations.
4. Nothing in the Contract Documents makes BMC responsible or liable for protecting Bidder's employees and other Subordinate Parties or assuring or providing for their safety or preventing accidents or property damage.
5. All requirements referenced above are binding on Bidder and all of its Subordinate Parties, even where such requirements may exceed the standards of applicable law.

21. EQUAL EMPLOYMENT OPPORTUNITY

- A. It is the Owner's policy not to discriminate against any employee, applicant for employment, contractor, or material supplier, because of race, religion, national origin, ancestry or sex.
- B. Bidder understands that any agreement with the Owner shall be in consideration of maintaining the above mentioned non-discrimination policy.
- C. Bidder understands that they may be required to submit further information covering the race, color and work classification for our employees and those of subcontractors to be employed on this project.

PART II – ATTACHED DOCUMENTS

The following pages contain the following:

1. Bid Proposal Form
2. Affidavit of Compliance – Iran Economic Sanctions Act
3. Familial Disclosure Form
4. Insurance Requirements

BID PROPOSAL FORM

(Submit three (3) hard copies of this form and one (1) electronic copy of this form and all backup)

DATE: May 15, 2018

To: Midland School District
600 E. Carpenter Road
Midland, MI 48640

Project: Bid Package 18-100
Storage and Archive Solution

Attn: Bob Cooper
Associate Superintendent

Technology Designer / Construction Manager:
Barton Malow Company
26500 American Dr.
Southfield, MI 48034

Name of Bidder: _____

Business Address: _____

Phone Number: _____

Contact email: _____

SPIN Number: _____

Bid Proposal for: Bid Package 18-100 – Technology Infrastructure

Bidder, in compliance with the Advertisement to Bid for Work contemplated for Bid Package No. 18-100 having carefully examined the Bidding Documents and the site of the proposed Project and the conditions affecting the proposed Work in the Bid Category(ies) including the condition of the Project site, any surface or subsurface obstruction, removal and demolition, measurements and quantities involved in the Work, the availability of labor, materials and equipment, and the conditions that may possibly may be experienced in the Project vicinity, proposes to furnish all labor, materials, tools, equipment, machinery, equipment rental, transportation, supervision, and services as are necessary to perform all Work in the Bid Category(ies) stated in accordance with the Contract Documents for the Base Bid and Alternate amounts stated below.

If identified as one of the apparent lowest Bidder(s) for a Bid Category Bidder agrees to meet immediately with Barton Malow Company and shall submit post bid information as described in Bidding Documents.

Bidder, if awarded a contract, agrees to: (1) execute the Agreement within fifteen (15) days of receiving notice of the award; (2) provide performance/payment bonds and insurance certificates in full compliance with the Contract Documents, (3) submit the Project Safety Program as described in the bid documents (4) commence Work upon execution of the Agreement or at such other time as directed, and (5) to complete its Work in accordance with the Contract Documents and within the milestone activity dates and durations set forth in the Bidding and Contract Documents and subsequent construction project master schedule established by Barton Malow Company. In the event Bidder defaults in complying with any portion of this paragraph, Bidder specifically agrees that the entire bid security amount shall become the property of the Owner as liquidated damages constituting the reasonable estimate of the damages that Owner would incur for delays and additional expenses in the event of such default, and not as a penalty.

BASE BID: Bidder agrees to perform all Work as described in the Contract Documents, for the Base Bid(s) stated below. Show total base bid amount in both words and figures. In case of discrepancy, amount shown in words will govern.

CATEGORY 1: STORAGE AREA NETWORK

BASE BID:

- 1 Manufacturer: _____
- 2 Model _____

Total Base Bid: _____ \$ _____
Write amount in words *Write amount in numbers*

WARRANTY OPTION PRICING: Provide the cost delta from the base bid 5-year 24x7x4 warranty/technical support/software updates for the following warranty options

	PRODUCTION SITE	DR SITE
5-year 8x5xNBD	\$ _____	\$ _____
7-year 24x7x4	\$ _____	\$ _____
7-year 8x5xNBD	\$ _____	\$ _____

INSTALLATION OPTION PRICING: Base bid is to review configuration with Owner prior to ordering equipment with the Owner responsible for installation, configuration, and migration. Provide pricing below if the Owner decides to have the contractor install and configure the system

Installation Labor	\$ _____
Performance and Payment Bonds	\$ _____
Subtotal:	\$ _____

MANDATORY ALTERNATES: Provide add/delete price delta from base bid configuration:

Alternate 1.1: Addition of cold spare package

ADD: _____ \$ _____
Write amount in words *Amount in numbers*

Alternate 1.2: Failover

Addition license and configuration for auto/manual failover in case a SAN is down for servers to be powered on from the replicated space

ADD: _____ \$ _____
Write amount in words *Amount in numbers*

Alternate 1.3: Trade-in / Buyback Credit:

See specification for overview of existing system available for trade-in

DEDUCT: _____ \$ _____
Write amount in words *Amount in numbers*

CATEGORY 2: NETWORK

BASE BID:

- 1 Manufacturer: _____
- 2 Model _____

Total Base Bid: _____ \$ _____
Write amount in words *Write amount in numbers*

WARRANTY OPTION PRICING: Provide the cost delta from the base bid 5-year 24x7x4 warranty/technical support/software updates for the following warranty options

	PRODUCTION SITE	DR SITE
5-year 8x5xNBD	\$ _____	\$ _____
7-year 24x7x4	\$ _____	\$ _____
7-year 8x5xNBD	\$ _____	\$ _____

INSTALLATION OPTION PRICING: Base bid is to review configuration with Owner prior to ordering equipment with the Owner responsible for installation, configuration, and migration. Provide pricing below if the Owner decides to have the contractor install and configure the system

Installation Labor	\$ _____
Performance and Payment Bonds	\$ _____
Subtotal:	\$ _____

MANDATORY ALTERNATES: Provide add/delete price delta from base bid configuration:

Alternate 2.1: Optics

Include any optics that are needed for the solution at host or switch end

ADD: _____ \$ _____
Write amount in words *Amount in numbers*

CATEGORY 3: BACKUP/ARCHIVING SOLUTION

BASE BID:

- 1 Manufacturer: _____
- 2 Model _____

Total Base Bid: _____ \$ _____
Write amount in words *Write amount in numbers*

WARRANTY OPTION PRICING: Provide the cost delta from the base bid 5-year 24x7x4 warranty/technical support/software updates for the following warranty options

	PRODUCTION SITE	DR SITE
5-year 8x5xNBD	\$ _____	\$ _____
7-year 24x7x4	\$ _____	\$ _____
7-year 8x5xNBD	\$ _____	\$ _____

INSTALLATION OPTION PRICING: Base bid is to review configuration with Owner prior to ordering equipment with the Owner responsible for installation, configuration, and migration. Provide pricing below if the Owner decides to have the contractor install and configure the system

Installation Labor	\$ _____
Performance and Payment Bonds	\$ _____
Subtotal:	\$ _____

OPTIONAL ALTERNATES: Provide add/delete price delta from base bid configuration:

Alternate 3.1: Long Term Archive Cloud Storage

ADD/DEDUCT: _____ \$ _____
Write amount in words *Amount in numbers*

VOLUNTARY ALTERNATES: The following voluntary Alternates are offered by the Bidder. Bidder agrees that the amounts indicated below shall be added to or deducted from the Base Bid, as indicated, for each voluntary Alternate that is accepted. Bidder is required to submit sufficient detailed information to fully describe each voluntary Alternate(s) on a separate sheet(s) attached to this Bid Proposal form. Show amount(s) in both words and figures for voluntary alternates. In case of discrepancy, amount shown in words will govern.

Voluntary Alternate 1:

ADD/DEDUCT: _____ \$ _____
Write amount in words Amount in numbers

Voluntary Alternate 2:

ADD/DEDUCT: _____ \$ _____
Write amount in words Amount in numbers

Voluntary Alternate 3:

ADD/DEDUCT: _____ \$ _____
Write amount in words Amount in numbers

Voluntary Alternate 4:

ADD/DEDUCT: _____ \$ _____
Write amount in words Amount in numbers

Voluntary Alternate 5:

ADD/DEDUCT: _____ \$ _____
Write amount in words Amount in numbers

HOURLY LABOR RATES: All Bidders are required to provide their company's hourly labor rates, as they apply to this project. The contract may be awarded based upon this information. Failure to quote the following hourly labor rates will result in an incomplete bid proposal form and may be disqualified by the Owner. Include fringes and all benefits. Barton Malow may ask Bidders to supply a breakdown of rates based on actual rates, benefits, etc.

<u>JOB TITLE</u>	<u>HOURLY RATE</u>
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____

UNIT PRICES: The following Unit Prices to Base Bid Categories are required to be offered by the respective Bidders. Bidder agrees that the following amounts will be used in determining contract changes from the Base Bid for authorized Changes in the Work. Bidder shall not include these unit costs in the Base Bid amount(s). Include installation, applicable tax, storage, shopping, delivery, etc., as required for complete unit cost and **include Bidder's mark-up for overhead and profit.**

Storage Areas Network

1. Percent off list price for additional equipment / modifications %
2. Additional drive \$ _____
3. Additional expansion unit \$ _____

Network Switches

1. Percent off list price for additional equipment / modifications %
2. 24-port Switch (type in model:) \$ _____
3. 12-port Switch (type in model:) \$ _____

ATTACHMENTS AND ACKNOWLEDGEMENTS: Bidders are to include the following with their bid proposals. Failure to provide any of the requested documents may result rejection of the entire proposal.

Check:

- I have included a Bid Security in the amount of five (5) percent of the Base Bid amount(s). Bidder agrees that this Bid Proposal shall be held firm and irrevocable for a period of Ninety (90) Days after the Due Date. Form of Bid Security:
 - Bid bond from a qualified surety
 - Certified check
 - Cashier’s check
- I have included a fully executed and notarized copy of the familial disclosure form with my Bid Proposal.
- I have included a fully executed and notarized copy of the certificate of compliance with Michigan Act No. 517, Public Acts of 2012 (Iran Economic Sanctions Act) with my Bid Proposal (attached).
- I have included cut sheets for all systems and peripherals included in the base bid and voluntary alternates.
- I have included a complete bill of materials with unit pricing for the base bid and any voluntary alternate configurations.
- I have included a separate page with answers to the “Response Requirements” listed in the specifications.
- Bidder acknowledges receipt of the Barton Malow RFP documents, Drawings, and Specifications for this Bid Package dated April 3, 2018.

List any MBE / WBE participation for Bidder or proposed subcontractors

Local participation. Describe any relationships or partnerships with companies or individuals who reside within the school district.

If awarded the installation alternate, Bidder’s surety company for the performance and payment bond and rating will be:

Surety name	NAIC Number	A.M. Best Rating
-------------	-------------	------------------

Bidder acknowledges receipt of the following Addenda. Identify addendum number and data of each:

Bidder acknowledges receipt of the pre-bid conference minutes dated: _____

Bidder understands that the Owner reserves the right to accept or reject any or all Bid Proposals in whole or in part and to waive any informalities or irregularities contained in a bid proposal and to award the Agreement to other than the low bidder. Bidder accepts the provisions of the Bidding and Contract Documents and certifies that this Bid Proposal is submitted in good faith and without collusion with any other person or entity submitting a Bid Proposal for the Work. The undersigned agree to the provisions of the Bidding and Contract Documents and hereby affixes authorized signature(s) representing (check one):

- An individual doing business as _____
- A partnership
- A limited liability company, organized in _____ (enter state)
- A corporation, organized in _____ (enter state)
- Joint venture formed between _____ and _____
(Signature from authorized representatives of each partner are required)

Signature: _____ **Title:** _____

Typed Name: _____

Name of Firm: _____

Phone Number: _____

END OF SECTION

Familial Disclosure Affidavit

The undersigned, the owner or authorized officer of _____ (the "Bidder"), pursuant to the familial disclosure requirement provided in the Midland School District (the "School District") Request for Bids hereby represents and warrants that, except as provided below, no familial relationships exist between the owner or any employee of the Bidder, and any member of the Board of Education of the School District or the Superintendent of the School District. A list of the School District's Board of Education Members and its Superintendent may be found at <https://new.midlandps.org>

List any Familial Relationships:

BIDDER: _____
Name of Bidder

By: _____

Its: _____

Date: _____

STATE OF _____)
) ss.
COUNTY OF _____)

This instrument was acknowledged before me on the _____ day of _____, 2018, by
_____.

, Notary Public
_____ County, _____

My Commission Expires: _____

Acting in the County of: _____

AFFIDAVIT OF COMPLIANCE – IRAN ECONOMIC SANCTIONS ACT
Michigan Public Act No. 517 of 2012

The undersigned, the owner or authorized officer of the below named Bidder (the "Bidder"), pursuant to the compliance certification requirement provided in the Midland School District's (the "School District") Request For Bids For (the "RFB"), hereby certifies, represents and warrants that the Bidder (including its officers, directors and employees) is not an "Iran linked business" within the meaning of the Iran Economic Sanctions Act, Michigan Public Act No. 517 of 2012 (the "Act"), and that in the event Bidder is awarded a Contract as a result of the aforementioned RFB, the Bidder/Contractor will not become an "Iran linked business" at any time during the course of performing the Work or any services under the Contract.

The Bidder further acknowledges that any person who is found to have submitted a false certification is responsible for a civil penalty of not more than \$250,000.00 or 2 times the amount of the contract or proposed contract for which the false certification was made, whichever is greater, the cost of the School District's investigation, and reasonable attorney fees, in addition to the fine. Moreover, any person who submitted a false certification shall be ineligible to bid on a request for proposal for three (3) years from the date it is determined that the person has submitted the false certification.

BIDDER: _____
Name of Bidder

By: _____

Its: _____

Date: _____

STATE OF _____)
) ss.
COUNTY OF _____)

This instrument was acknowledged before me on the _____ day of _____, 2018, by
_____.

, Notary Public

_____ County, _____

My Commission Expires: _____

Acting in the County of: _____

Insurance Requirements

1. As a condition of performing work under this Agreement, Contractor will keep in force, at all times during performance of the Work, policies of insurance covering all Basic Insurance Requirements (as defined below) and any applicable Supplemental Insurance Requirements (as defined below). The requirements identified below are minimum requirements; provided, however, that where a Controlled Insurance Program (a "CIP") is specified by the Owner, the insurance requirements listed in this Exhibit A (collectively, these "Insurance Requirements") shall not apply to coverages supplied by the CIP but shall apply to coverages which Contractor is required to carry outside the scope of the CIP.

2. As used in this Agreement, the "Basic Insurance Requirements" include the following:

2.1 Workers' compensation covering Contractor's statutory obligations in the state(s) in which the Work is to be performed or Federal statutory obligations, if applicable to the Project, and employers' liability insurance with limits of liability of One Million and 00/100 Dollars (\$1,000,000.00) per accident. Where applicable, a US Longshore and Harborworker's Compensation Act endorsement must be included.

2.1.1 If Contractor employs the services of leased employees for the Work or for a portion of the Work, then Contractor will be required to submit evidence, to the satisfaction of Owner and BMC, that such leased employees are fully covered by the minimum limits of workers' compensation and employers' liability insurance. Such evidence shall include, but not be limited to, submission of the applicable leasing agreement.

2.2. Automobile liability insurance with the limit of One Million and 00/100 Dollars (\$1,000,000.00) per accident covering Contractor's owned, non-owned and hired automobiles.

2.3. Commercial general liability insurance written on the 1988 ISO OCCURRENCE policy form or subsequent versions with limits of liability as follows:

General Aggregate	\$2,000,000
Products-Completed Operations Aggregate	\$2,000,000
Personal/Advertising Injury	\$2,000,000
Each Occurrence	\$2,000,000

This coverage shall include coverage for premises-operations, independent Contractors' protective, products and completed operations, personal injury and broad form property damage (including coverage for explosion, collapse, and underground hazards), and contractual liability protection with respect to Contractor's indemnification obligations under the Agreement. Products-completed operations coverage must be maintained for at least two (2) years after final completion of the Project.

3. As used in this Agreement, the "Supplemental Insurance Requirements" include the following:

3.1 Watercraft protection and indemnity liability insurance if and only if any of the Work is on or over navigable waterways or involves use of any vessel. Limits are to be approved by Owner in writing.

3.2 Aircraft liability insurance if and only if any aircraft is used in performance of the Work. Limits are to be approved by Owner in writing.

3.3 Railroad protective liability insurance if and only if any of the Work is on or within fifty (50) feet of any railroad or affects railroad property, including but not limited to tracks, bridges, tunnels, and switches. Limits are to be approved by Owner in writing.

3.4 Professional liability insurance, if and only if architecture, engineering or design services are provided, with limits of liability as follows:

Each Claim	\$5,000,000
Aggregate	\$5,000,000

Provided, however, that if the Subcontract Price is \$10,000,000 or less, then the following limits of liability shall apply:

Each Claim	\$2,000,000
Aggregate	\$2,000,000

Contractor shall keep such professional liability insurance in force during the Agreement and for three (3) years after final completion of the Project.

3.5 Pollution liability insurance, which must be on an occurrence basis, if and only if abatement, removal, remediation, transporting, or disposal of any Hazardous Materials are provided or any assessments or consulting relating to same, with limits of liability as follows:

Each Occurrence	\$5,000,000
Aggregate	\$5,000,000

4. General Provisions.

- 4.1 Every policy must be written by an insurance company that is licensed in the state where Work is being performed and is reasonably acceptable to Owner.
- 4.2 Limits for employer's liability, commercial general liability and automobile liability may be attained by a combination of an underlying policy with an umbrella or excess liability policy.
- 4.3 BMC, Owner, and all other entities as required by Owner shall be endorsed as additional insureds on Contractor's liability insurance (including general liability, excess liability, automobile liability and pollution liability, where applicable) with respect to liability arising out of activities performed by or on behalf of Contractor, including BMC's general supervision of Contractor, products and completed operations of Contractor and automobiles owned, leased, hired or borrowed by Contractor. The coverage provided by the additional insured endorsement shall be at least as broad as the Insurance Service Office, Inc.'s Additional Insured, Form B CG 20 10 11 85 or CG 20 26 11 85. Forms that do not provide additional insured status for completed operations will not be accepted.
- 4.4 Contractor will furnish, before any Work is started, certificates of insurance and copies of any required additional insured endorsements showing the required coverages. Receipt of a non-conforming certificate of insurance without objection, or failure to collect a certificate of insurance, shall not waive or alter Contractor's duty to comply with the Insurance Requirements. Any modifications, deviations, waivers or exceptions to the Insurance Requirements will not be effective unless made in a writing executed by an authorized representative of Owner. Upon written request by Owner, Contractor will provide copies of its insurance policies.
- 4.5 Evidence of the required insurance is to be provided to Owner on ACORD Certificate Form 25-S and must indicate each of the following:
 - 4.5.1 Any coverage exclusions or deviations from the 1988 ISO commercial general liability form or subsequent versions;
 - 4.5.2 A Best's rating for each insurance carrier at A minus VII or better;
 - 4.5.3 That the issuing insurance company shall provide thirty (30) days written notice of cancellation to the certificate holder and the words "endeavor to" and "but failure to mail such notice shall impose no obligation or liability of any kind upon the company, its agents or representatives" do not apply or have been removed;
 - 4.5.4 That additional insured endorsements have been provided as required under the Agreement; and
 - 4.5.5 Any deductibles over Ten Thousand and 00/100 Dollars (\$10,000.00) applicable to any coverage.
- 4.6 All coverage must be primary and not excess over or contributory with any other valid, applicable and collectible insurance in force for BMC, Owner or other additional insureds.
- 4.7 Contractor will provide full coverage for all of Contractor's System, property and tools used in the Work.
- 4.8 Contractor shall waive and shall require (by endorsement or otherwise) its insurers providing the coverage required by these Insurance Requirements to waive, subrogation rights against Owner, BMC and all other additional insureds for losses and damages incurred and/or paid under the insurance policies required by the Insurance Requirements or other insurance applicable to Contractor or others for whom Contractor is responsible, including, but not limited to, Sub-Contractors and Sub-subContractors, and will include this same requirement in its contracts with such parties. If the policies of insurance referred to in this paragraph require an endorsement to provide for continued coverage where there is a waiver of subrogation, the owners of such policies will cause them to be so endorsed.
- 4.9 Contractor will send or fax a copy of the Insurance Requirements to its agent when an insurance certificate is requested to assure that the policies comply with the Insurance Requirements.
- 4.10 If Contractor requires its Sub-Contractors, Sub-subContractors or other parties to provide additional insured endorsements in favor of Contractor, those endorsements shall be extended to Owner, BMC and all other required additional insureds.
- 4.11 Contractor's duty to provide the insurance coverage set forth in these Insurance Requirements is a severable obligation from Contractor's indemnification obligations as set forth in the Agreement. Nothing in these Insurance Requirements shall be deemed to limit Contractor's liability under this Agreement.

PART III – DRAWINGS AND SPECIFICATIONS

This Request for Proposal includes the following specifications. Specifications are intended to define the level of quality and performance of the requested equipment/service and not to be restrictive. All variations from the specified items shall be fully explained and included with the bid proposal. Manufacturer names and manufacturer product numbers are to be used in all cases. All prices quoted shall be on a unit basis. The determination of the Bid Evaluation Committee as to what alternates are equal shall be final and conclusive.

Storage Area Network

Introduction

Midland Public Schools would like to replace our current SAN solution with the following:

2 x 30 TB minimum usable capacity SANs using RAID 10 (One located at the Admin Building Production server room and one located at the Disaster Recovery Site. These will be replicated from Production to DR.)

1 x 15 TB minimum usable capacity SAN using RAID 10 (Located at the DR site. Not replicated)

Mandatory Requirements

The SAN Must:

- Be in a new factory condition with full warranty
- Include at least a five (5) year parts and labor warranty
- Include replacement of broken and worn out parts under the parts warranty
- Include software support for at least five (5) years
- Provide 2 different configurations
 - Full SSD Option - All Solid State Storage
 - Hybrid Option - SAS Drives and at least a third in each SAN must be Solid State
- Solution must have a hot spare
- Be rack mountable in a standard four pedestal server rack
- Include redundant 10GB (or better) Ethernet interfaces (SFP+) for data
- Solution must provide support for iSCSI (IPv4 and IPv6)
- Solution must provide support IPv4 and IPv6 networks for management
- Have redundant controllers
- Include thin provisioning for LUNs
- Include management software / webpage
- Include replication to same type of SAN at a disaster recovery site.
- Include automatic sub-LUN tiering, if more than one tier of storage is in proposal
- Be certified by VMWare to operate with VMWare ESXi 5.5 U3 and higher
- Run on at least two fully redundant AC power supplies

Preferred Features

It is Preferred that the SAN:

- Include snapshot features
- Include deduplication features
- Include compression features
- Allow pinning of data to solid-state storage
- Leave room for storage expansion up to 100 TB minimum of usable space

Response Requirements

The Proposal Must Specify:

- The amount of Usable Storage Capacity of the SAN before compression or deduplication (see above definitions)
- The amount of Raw Storage Capacity of the SAN
- The number and size (2.5" or 3.5") of empty drive slots that are available/remaining (if any) in the proposed configuration
- The number, capacities, and speeds of the drives included
- The RAID levels supported
- Rated IOPS and MB/s throughput specifications
- The amount the SAN storage capacity can be expanded to in the future without the need for additional licenses or keys. In other words, what is the storage capacity limit from a licensing perspective
- The costs of additional drives
- The costs of additional expansion units
- The amount of vertical space the SAN solution takes up (excluding switches) in a standard 19" wide four pedestal server rack (answer measured in 1.75" "U"s)
- The number and types of storage tiers in proposal
- The number of storage tiers that the automatic sub-LUN tiering supports
- Whether the auto sub-LUN tiering is autotuned, or whether it has to be configured or adjusted by the District over time
- The auto sub-LUN tiering schedule options
- How many network interfaces are included, specifying how many are reserved for data versus for management if applicable
- 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
- What times within the warranty / software support term are covered (i.e. 24x7, 8x5)
- What supported options does the controllers have
- What is recommended option for controllers (Active/Active or Active/Passive)
- Whether the solution needs a cache drive
- Whether the solid state storage in the solution is configured as a cache or as actual storage, and whether the SSD storage can be configured in the alternate way if Midland Public Schools so chooses
- Whether there is a hot spare drive and what kind of drive it is
- What support options exist or can be obtained after year five
- What entity provides each of the included kinds of support (the vendor or the manufacturer)
- Whether deduplication acts immediately or on a schedule
- Whether compression acts immediately or on a schedule
- What the snapshot limits are (e.g. snapshots per volume, etc)

- What replication options are supported
- What licensing is included in proposal, and what other licensing options exist
- What kinds of mounts or railings are included to mount the SAN within a rack
- If the solution is customer installable
- If there are any components that are NOT hot swappable
- What are the options for virtual machine failover recover
- What is the procedure for recovering from a failover situation
- What are the power supply specs (Watts, amps, 110/220v)

Optional Components

(For proposals that include one or more of the stated optional components below, costs of all included optional components must be separated out from the rest of the proposal as well as from each other).

The service provider at its own discretion may include any combination of the following optional components in the proposal:

- Installation and configuration of the entire SAN proposal
- Add two additional years of both hardware and software technical support and updates, to bring the total support coverage to seven (7) years
- Addition of a cold spares package
- Addition license and configuration for auto/manual failover in case a SAN is down for servers to be powered on from the replicated space
- Is there any trade in or buyback of our:
 - 2 x EMC CLARiiON CX4
 - 2 x EMC Celerra NS-120
 - 2 x Netgear RD5200 with 2 expansion chassis
 - 1 x Netgear RD5200 with 1 expansion chassis

Network

Introduction

Midland Public Schools would like to replace our current storage network backbone fabric and server network cards please give two configurations (1 copper and 1 fiber):

10 Gb or better Copper Solution

2 x 24 port switches (Located at Production server room)

2 x 12 port switches (Located at Disaster Recovery Site)

Devices to Connect

4 x 2 port network interface cards for ([4] HP DL 380 Gen 8 servers) (Note: [5] HP DL 380 Gen 9 servers have a 2 port Broadcom QLogic 57810 10 Gigabit Ethernet Adapter already installed.

Neither port on any server is currently in use.)

3 x SANs from above

OR

10 Gb or better Fiber Solution

2 x 24 port switches (Located at Production server room)

2 x 12 port switches (Located at Disaster Recovery Site)

Devices to Connect

9 x 2 port network interface cards ([4] HP DL 380 Gen 8 servers; [5] HP DL 380 Gen 9 servers)

3 x SANs from above

Mandatory Requirements

The Switches Must:

- Be in a new factory condition with full warranty
- Include at least a five (5) year parts and labor warranty
- Include replacement of broken and worn out parts under the parts warranty
- Include software support for at least five (5) years
- Support both IPv4 and IPv6
- Include in-band management port and out-of-band management port
- Command line management required while web interface management is preferred
- Include optics to connect to the devices that are needed (Listed Above)
- Be rack mountable in a standard four pedestal server rack
- Run on at least two fully redundant AC power supplies
- Certified by VMWare
- Supported by the HP servers
- SAN and VMWare hosts connected via 10 Gbps
- Must be Layer 2 and 3 capable

- Must be able to handle burst network traffic

The Network Interface Cards Must:

- Be in a new factory condition with full warranty
- Include at least a five (5) year parts and labor warranty
- Include replacement of broken and worn out parts under the parts warranty
- Include software support for at least five (5) years
- Support both IPv4 and IPv6
- Certified by HP and VMWare

Response Requirements

The Proposal Must Specify:

- The backplane speed
- The maximum speed that each port will simultaneously support
- Hardware support features that are included, such as details about warranty for parts or labor, travel costs, on-site/phone/email support, etc
- What times within the warranty support term are covered (i.e. 24x7, 8x5)
- What support options exist or can be obtained after year five
- What entity provides each of the included kinds of support (the vendor or the manufacturer)
- What licensing is included in proposal, and what other licensing options exist
- What kinds of mounts or railings are included to mount the switches
- What are the power supply specs (Watts, amps, 110/220v)

Optional Components

(For proposals that include one or more of the stated optional components below, costs of all included optional components must be separated out from the rest of the proposal as well as from each other).

The service provider at its own discretion may include any combination of the following optional components in the proposal:

- Any optics that are needed for the solution at host or switch end

Backup/Archiving Solution

Introduction

Midland Public Schools would like to replace our current backup and archiving solution. This solution resides at our disaster recovery site. The current solution uses an Incremental Forever approach rolling incremental backups into a synthetic full snapshot when space is required. This is the only type of backup used; there are no separate weekly, monthly, or annual backups currently. The current synthetic full snapshot is copied to an archive unit at the beginning of each month and kept for up to three years. The backup target storage solution must be separate from the SANs requested above.

Environment (Approximate values)

9TB Total Client-based Protected Data (Sum of all full backups including File, SQL, and Sharepoint)

Minimum 14TB Thin-provisioned or maximum 24TB thick-provisioned virtual machine

110GB to 130GB Typical total daily data change

Peak growth can be 1TB to 2TB (very rare)

550GB SQL Data

Currently doing hourly or every-four hour transactional database backups for mission critical databases

50GB Sharepoint Data

30 Servers Protected

6 Hour Target Backup Window (Backups should complete within this window)

Retention (With current solution)

7 days required

21 days target minimum

35 days target maximum

25 to 33 days typical retention

Retention Exceptions (Approximately 120GB of SQL Data)

90 days required

97 days target minimum

105 days target maximum

101 days typical retention

Archive Retention

3 years of monthly snapshots

Please see the following requirements, preferred features, and optional components:

Mandatory Requirements

The Proposal Must:

- Be in a new factory condition with full warranty
- Include at least a five (5) year parts and labor warranty
- Include replacement of broken and worn out parts under the parts warranty
- Include software support for at least five (5) years
- Include deduplication features
- Backup VM servers that are VMWare ESXi 5.5 U3 and higher
- Be able to backup MS SQL databases
- Be able to backup Active Directory
- Restore files from within a virtual machine
- Restore virtual machine
- Be rack mountable in a standard four pedestal server rack, if hardware is required
- Backup reports on what is being backed up and failed jobs

Preferred Features

It is Preferred that the Proposal:

- Live Restore VM Server
- MS SQL Transaction Backups (hourly)
- Management authentication with Active Directory or Google logins
- 10GB backup connectivity preferred

Response Requirements

The Proposal Must Specify:

- 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
- What times within the warranty / software support term are covered (i.e. 24x7, 8x5)
- What support options exist or can be obtained after year five
- What entity provides each of the included kinds of support (the vendor or the manufacturer)
- What licensing is included in proposal, and what other licensing options exist
- What hardware is required for the proposal
- What kinds of mounts or railings are included to mount the equipment if needed
- What is the backup architecture (full backups vs incremental backups)
- How does the deduplication work (One full copy, Multiple full copies, synthetic fulls...)
- What are the restoration speeds
- How does a MS SQL backup work
- How does a MS SQL restore work
- How does a virtual machine restore work

- How does a file inside of a virtual machine get restored
- How does backup scheduling work with your proposed solution. e.g. Does your solution back up on a scheduled time basis? Can they be set up as dependencies, to “daisy chain” jobs?
- Will your solution allow for a litigation or legal hold of a backup so that it is not purged on a schedule?
- If we wanted to archive a backup set to external storage being cold stored hard drives or a cloud vault storage how would that work
- Walk us through how a backup of a few servers for a month end would work
- How does retention work (Automatic/Manual and explain)
- Does the solution give feedback when the backup target is getting full
- Does the solution need a virtual management server or physical server
- What are the storage needs for our backup solution with room to grow
- If the storage is a SAN and will need to be connected to the storage network fabric what connection will be needed? Will the network switches above work? Do there need to be any additional optics or patch cables? Are these included in your proposal?
- How will the backup server connect to the backup landing space
- When does deduplication happen?
- How is deduplication accomplished at the file level, block level, or byte level?
- Do we need a landing space before the data is stored for resting?
- Are the backups stored hydrated or deduped
 - If deduped what is the restore time to get data out of them
- What are the power supply specs (Watts, amps, 110/220v)

Optional Components

(For proposals that include one or more of the stated optional components below, costs of all included optional components must be separated out from the rest of the proposal as well as from each other).

The service provider at its own discretion may include any combination of the following optional components in the proposal:

- Long Term Archive Cloud Storage