

## **Butler Community College**

**Request for Proposal for Data Storage, Disaster Recovery and  
Data Back-up Solution (Converged Infrastructure – Phase 1)**

**RFPID: DT-CI-STORAGE-ELD-2017**

**8 March - 2017**

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## 1 Statement of Work

### 1.1 Purpose

The purpose of this request for proposal (RFP) is to invite prospective vendors to submit a proposed solution for the first phase of the Converged Infrastructure project to Butler Community College. Phase 1 of the Converged Infrastructure project includes data storage, data disaster recovery, and data back-up. The RFP provides vendors with the relevant operational, performance, application, and architectural requirements of the system.

### 1.2 Coverage & Participation

The intended coverage of this RFP, and any agreement resulting from this solicitation, shall be for the use of all departments at Butler Community College along with any satellite offices. Butler Community College reserves the right not to enter into any contract, to add and/or delete elements, or to change any element of the coverage and participation at any time without prior notification and without any liability or obligation of any kind or amount.

## 2 General Information

### 2.1 Original RFP Document

Butler Community College shall retain the RFP, and all related terms and conditions, exhibits and other attachments, in original form in an archival copy. Any modification of these, in the vendor's submission, is grounds for immediate disqualification.

### 2.2 The Organization

Butler Community College is a public, two-year, co-educational institution located in El Dorado, Kansas. Established in 1927 as El Dorado Junior College, Butler now stands as the second largest community college in Kansas and the sixth largest educational institution in the state. That means, annually, more than 13,000 students ranging in age from sophomores and juniors in high school to grandparents seeking a new career, enjoy and benefit from our small classes and nurturing environment.

Butler students have access to more than 90 different academic programs across 24 learning sites which includes numerous high schools in the area. The faces in our classrooms come from a variety of ethnic backgrounds and from all over the U.S. and the world.

In order to better serve our students and the community as a whole, Butler Community College is presenting this RFP to move to a converged technology infrastructure. Unifying data in one streamlined system and developing an efficient and effective disaster recovery and back-up solution, will ultimately ensure improved student success.

The major drivers for this project are current and future capacity needs, speed of data access, reliability of data integrity and availability of data. When completed, this converged data storage solution will be the foundation of our server and storage design and will ensure better access speeds for all students, faculty, staff and visitors. Additionally, this is a necessary component in the facilitation of advancements in our ERP system as well as advanced physical security, video and access controls.

### 2.3 Existing Technology Environment

The following is a listing of our current technology environment.

Disparate storage systems running multiple technologies

- Dual NetApp 3240 with ~60 Tb of useable storage
- Sun System running StorageTEK drives XXXXXXXX
- NetBackup Solution utilizing multiple DLT4 tapes
- Offsite storage of tape backups
- No current replicated sites for disaster recovery

### 2.4 Schedule of Events

The following is a tentative schedule that will apply to this RFP, but may change in accordance with the organization's needs or unforeseen circumstances. Changes will be communicated by email to all invited bidders.

Issuance of RFP	15 March, 2017
Technical Questions/Inquiries Due	22 March, 2017, 17:00 CST
RFP Closes	27 March, 2017, 17:00 CST
Complete Initial Evaluation	29 March, 2017
Final Award Notification	31 March, 2017
Project Completion Deadline	31 May, 2017

## 3 Proposal Preparation Instructions

### 3.1 Vendor's Understanding of the RFP

In responding to this RFP, the vendor accepts full responsibility to understand the RFP in its entirety, and in detail, including making any inquiries to Butler Community College as necessary to gain such understanding. Butler Community College reserves the right to disqualify any vendor who demonstrates less than such understanding. Further, Butler Community College reserves the right to determine, at its sole discretion, whether the vendor has demonstrated such understanding. That right extends to cancellation of award, if award has been made. Such disqualification and/or cancellation shall be at no fault, cost, or liability whatsoever to Butler Community College.

### 3.2 Good-Faith Statement

All information provided by Butler Community College in this RFP is offered in good faith. Individual items are subject to change at any time. Butler Community College makes no certification that any item is without error. Butler Community College is not responsible or liable for any use of the information or for any claims asserted there from.

### 3.3 Communication

Verbal communication shall not be effective unless formally confirmed in writing by a specified procurement official in charge of managing this RFP process. In no case shall verbal communication govern over written communication.

- 3.3.1 **Vendors' Inquiries.** Applicable terms and conditions herein shall govern communications and inquiries between Butler Community College and vendors as they relate to this RFP. Inquiries, questions, and requests for clarification related to this RFP are to be directed electronically by submitting an e-mail to the following address:

bids@butlercc.edu

Subject line of inquiries must read: DT-CI-STORAGE-ELD-2017 - Questions

- 3.3.2 **Informal Communications** shall include, but are not limited to: requests from/to vendors or vendors' representatives in any kind of capacity, to/from any Butler Community College employee or representative of any kind or capacity with the exception of Bill Young for information, comments, speculation, etc. Inquiries for clarifications and information that will not require addenda may be submitted verbally to the named above at any time.

- 3.3.3 **Formal Communications** shall include, but are not limited to:

- Questions concerning this RFP: Questions must be submitted electronically and be received prior to 22 March, 2017, 17:00 CST.
- Errors and omissions in this RFP and enhancements: Vendors shall bring to Butler Community College any discrepancies, errors, or omissions that may exist within this RFP. With respect to this RFP, vendors shall recommend to Butler Community College any enhancements that might be in the best interests of Butler Community College. These recommendations must be submitted in writing and be received prior to 22 March, 2017, 17:00 CST
- Inquiries about technical interpretations must be submitted electronically and be received prior to 22 March, 2017, 17:00 CST
- Inquiries for clarifications/information that will not require addenda may be submitted verbally to the buyer named above at any time during this process.
- Verbal and/or written presentations and pre-award negotiations under this RFP.
- Addenda to this RFP.

**Addenda:** Butler Community College will make a good-faith effort to provide a written response to each question or request for clarification that requires addenda within 5 business days. All questions, answers, and addenda will be shared with all recipients.

Butler Community College will not respond to any questions or requests for clarification that require addenda, if received by Butler Community College after 22 March, 2017, 17:00 CST.

All pertinent RFP information including any addenda and other answers to submitted questions will be posted to our Website only. The url for the Projects included in the Digital Transformation at Butler Community College is:

<https://www.butlercc.edu/digital-transformation>

### 3.4 Proposal Submission

Proposals must be delivered electronically to:

[bids@butlercc.edu](mailto:bids@butlercc.edu)

on or prior to 27 March, 2017, 17:00 CST. Butler Community College shall not accept proposals received by fax.

Subject line of this bid proposal must read: DT-CI-STORAGE-ELD-2017 - Proposal

### 3.5 Criteria for Selection

The evaluation of each response to this RFP will be based on its demonstrated competence, compliance, format, and organization. The purpose of this RFP is to identify those suppliers that have the interest, capability, and financial strength to supply Butler Community College with a Data storage, disaster recovery, and data back-up solution identified in the Scope of Work.

1. Capability of vendor to meet or exceed requirements set forth in Scope of Work.
2. Expressed interest in working with Butler Community College.
3. Financial stability of vendor.
4. Capacity to provide ongoing support in order to meet current and future needs of the storage, disaster recovery, and data back-up concerns at Butler Community College
5. Ability of vendor to communicate its vision and capacity for establishing a relationship that addresses current and future needs and trends in the industry.
6. Apparent likelihood and desirability of proposed system.

### 3.6 Selection and Notification

Vendors determined by Butler Community College who possess the capacity to compete for this contract will be selected to move into the negotiation phase of this process. Written notification will be sent to these vendors via mail. Those vendors not selected for the negotiation phase will not be notified.

## 4 Scope of Work, Specifications & Requirements

### 4.1 Functional Requirements

- Butler County Community College would like (5) separate arrays for the workloads below
- Site A/Site B would be active/active and run on all flash arrays (Requirement)
  - Each site must be able to guarantee in writing at least 150TB usable
  - Each site must be able to hit at least 120,000 IOPS at <.3 latency
  - Each site must include 5yrs of 4hr support on each array
  - Each site must include a controller refresh option where a new controller would be sent out at the end of 3yrs and guarantee at least 25% or greater performance

- Each Site must have a cloud based monitoring with a 5 minute or less heartbeat of the array hosted by the manufacturer
  - Must have the ability to integrate to the cloud at any time down the road
- 3<sup>rd</sup> Array would host video surveillance
  - Array must be at least 150TB usable for video (At least 126TB raw)
  - Array must be able to hit at least 50,000 IOPS at 1ms latency
  - Array must include 5yrs of 4hr support on each array
  - Each site must include a controller refresh option where a new controller would be sent out at the end of 3yrs and guarantee at least 25% or greater performance
  - Array must have a cloud based monitoring with a 5 minute or less heartbeat of the array hosted by the manufacturer
  - Must have the ability to integrate to the cloud at any time down the road
- Site A/Site B- Backup Storage
  - Each site must be able to guarantee in writing at least 150TB usable
  - Each site must be able to hit at least 20,000+ IOPS at 1ms latency
  - Each site must include 5yrs of 4hr support on each array
  - Each site must include a controller refresh option where a new controller would be sent out at the end of 3yrs and guarantee at least 25% or greater performance
  - Each Site must have a cloud based monitoring with a 5 minute or less heartbeat of the array hosted by the manufacturer
  - Must have the ability to integrate to the cloud at any time down the road
- All training must be offered at no charge
- Must not be larger than 4U of rackspace per array
- Industry standard 4-3-2-1-0 design
- The solution must have the ability to manage all devices at each site under a single platform.
- The secondary backup storage device must have the ability to run Mission Critical and Business Critical applications in case of disaster and/or corruption on the primary device
- The storage needs to integrate with third party backup applications to help facilitate storage management lifecycles
- The offsite primary DR copy needs to be able to make a local offsite copy using snapshots/recover points
- The services must include the ability to help classify SLA's and storage lifecycle policies based on industry best practices
- The solution must provide the ability to move workloads from All Flash to Hybrid and vice versa without having to reseed data.
- The ability to fully integrate with 3<sup>rd</sup> party backup vendors such as Veeam and CommVault

#### 4.2 Engagement Methodology

- All work should be performed with existing infrastructure in place and with minimal disruption to current server and data infrastructure.
- Work will need to defer scheduling to cause minimal interruption to standard college business processes and events.

## 5 Vendor Qualifications & References

All vendors must provide the following information in order for their proposal to be considered:

1. A brief outline of the vendor company and services offered, including:
  - Full legal name of the company.
  - Year business was established.
  - Number of people currently employed.
2. An outline of the product line-up and/or services they currently support.
3. A description of their geographic reach and market penetration.
4. An outline of their partnerships and relationships to date.
5. An outline of their current and future strategies in the marketplace.
6. Information on its current clients, including:
  - A list of clients with similar needs using similar products and/or services.
  - Evidence of successful completion of a project of a similar size and complexity.
7. References: Contact information for three references (if possible) from projects similar in size, application, and scope and a brief description of their implementation.

## 6 Budget & Estimated Pricing

All vendors must fill out the following cost breakdown for the implementation of their solution for Butler Community College's project as described in this RFP. Costs should be identified as either capital or non-capital in nature. The vendor must agree to keep these prices valid for 45 days as of 31 March, 2017.

### 6.1 Estimated Costs

**Hardware:** List, describe, and record the cost of each piece of hardware that is required to optimally implement the proposed solution.

**Installation:** Describe any labor, equipment, supplies, or other costs associated with installing your proposed solution.

**Integration:** Describe any labor, equipment, supplies, or other costs associated with

**Maintenance:** Describe and cost out any other ongoing costs associated with the operation and maintenance of your proposed solution.

**Documentation & Training:** If there are fees associated with your user or technical documentation, list them here.

**Project Management:** If there are project management fees associated with your proposed software, list and describe them here.

**Miscellaneous:** List and describe any other costs associated with your proposed software solution.



## 7 Additional Terms & Conditions

### 7.1 Personal Information

#### 7.1.1 General

Depending on the circumstances, Butler Community College may require information related to the qualifications and experience of persons who are proposed or available to provide services. This may include, but is not limited to, resumes, documentation of accreditation, and/or letters of reference. The Respondent should not submit as part of their Response any information related to the qualifications and experience of persons who are proposed or available to provide services unless specifically requested. Unless specifically requested, any such information, whether in the form of resumes or other documentation, will be returned immediately to the Respondent. Butler Community College will treat this information in accordance with the provisions of this Section.

#### 7.1.2 Requested Personal Information

Any personal information as defined in Section 7, that is requested from each Respondent by Butler Community College shall only be used to *consider* the qualified individuals to undertake the project/services and to confirm that the work performed is consistent with these qualifications. It is the responsibility of each Respondent to obtain the consent of such individuals prior to providing the information to Butler Community College. Butler Community College will consider that the appropriate consents have been obtained for the disclosure to and use by Butler Community College of the requested information for the purposes described.

### 7.2 Non-Disclosure Agreement

Butler Community College reserves the right to require any Respondent to enter into a non-disclosure agreement.

### 7.3 Costs

The RFP does not obligate Butler Community College to pay for any costs, of any kind whatsoever, which may be incurred by a Respondent or any third parties, in connection with the Response. All Responses and supporting documentation shall become the property of Butler Community College, subject to claims of confidentiality in respect of the Response and supporting documentation.

### 7.4 Intellectual Property

The Respondent should not use any intellectual property of Butler Community College including, but not limited to, all logos, registered trademarks, or trade names of Butler Community College, at any time without the prior written approval of Butler Community College, as appropriate.

### 7.5 Respondent's Responses

All accepted Responses shall become the property of Butler Community College and will not be returned.

### **7.6 Governing Law**

This RFP and the Respondent's Response shall be governed by the laws of Butler County Kansas.

### **7.7 No Liability**

Butler Community College shall not be liable to any Respondent, person, or entity for any losses, expenses, costs, claims, or damages of any kind:

- Arising out of, by reason of, or attributable to, the Respondent responding to this RFP; or
- As a result of the use of any information, error, or omission contained in this RFP document or provided during the RFP process.

### **7.8 Entire RFP**

This RFP, any addenda to it, and any attached schedules, constitute the entire RFP.

### 8 Vendor Certification

This certification attests to the vendor's awareness and agreement to the content of this RFP and all accompanying calendar schedules and provisions contained herein.

The vendor must ensure that the following certificate is duly completed and correctly executed by an authorized officer of your company.

This proposal is submitted in response to DT-CI-STORAGE-ELD-2017 issued by Butler Community College. The undersigned is a duly authorized officer, hereby certifies that:

\_\_\_\_\_  
(Vendor Name)

agrees to be bound by the content of this proposal and agrees to comply with the terms, conditions, and provisions of the referenced RFP and any addenda thereto in the event of an award. Exceptions are to be noted as stated in the RFP. The proposal shall remain in effect for a period of 45 calendar days as of 10 March, 2017.

The undersigned further certify that their firm (check one):

- IS  
 IS NOT

currently debarred, suspended, or proposed for debarment by any federal entity. The undersigned agree to notify Butler Community College of any change in this status, should one occur, until such time as an award has been made under this procurement action.

Person[s] authorized to negotiate on behalf of this firm for purposes of this RFP are:

Name: _____	Title: _____
Signature: _____	Date: _____
Name: _____	Title: _____
Signature: _____	Date: _____

**Signature of Authorized Officer:**

Name: _____	Title: _____
Signature: _____	Date: _____

**Schedule "A" Notice of Intention**

RFPID: DT-CI-STORAGE-ELD-2017

**NOTICE OF INTENTION  
REQUEST FOR PROPOSAL****FROM:**

[VENDOR ORGANIZATION NAME]

[AUTHORIZED REPRESENTATIVE]

[TELEPHONE NO.]

[FAX NO.]

[EMAIL]

Please state your intention with regard to the Request for Proposal RFPID: DT-CI-STORAGE-ELD-2017 by selecting one of the following:

Intends to respond to Butler Community College's Request for Proposal

Does not intend to respond to Butler Community College's Request for Proposal

**TO:**

bids@butlercc.edu

Subject line of this bid proposal must read: RFPID: DT-CI-STORAGE-ELD-2017 - Intention